# JTW Advises Hurricane Builders on Sale of Select Homebuilding Assets to McGuinn Homes

JTW Mandate: **M&A Sell-Side**

Client: **Hurricane Builders**
Client Type: **Private Company**
Industry: **Homebuilding**
MSA: **Columbia, SC & Florence, SC**
Revenue: **<$50MM**
Closings: **100+**
Owned + Controlled: **650+**

Counterparty: **McGuinn Homes**
Type: **Private**

Deal Type: **Asset Sale**
Deal Size: **Confidential**
Date Closed: **August 2025**
Included: **Several New Home Communities in Columbia, SC**

"This transaction aligns perfectly with our growth strategy. Columbia is a dynamic market, and we see tremendous potential to serve a new generation of homeowners with our proven product line. Our goal is to not only build homes, but to build community."

**Wade McGuinn**
Founder & Managing Shareholder of McGuinn Homes

## CLIENT PROFILE

Hurricane is an established builder in the Midlands of South Carolina and has delivered thousands of homes since its inception in 1997. The Company builds traditional single-family detached and townhome products at both entry-level and move-up price points. The Company's senior management team has a long track record of production homebuilding in South Carolina.

## OBJECTIVES

Hurricane's owner sought to sell some or all of its assets in order to provide the cash required to fund certain needs both inside and outside of the company. There was a need to act expeditiously.

## PROCESS

Hurricane engaged JTW Advisors to provide sell-side M&A advisory services. JTW's team quickly and efficiently packaged the company and its assets while simultaneously engaging the universe of potential buyers. The offering was marketed such that interested parties could bid on some, or all of the assets. Likewise, the operating team was available for purchase. Hurricane received multiple bids ranging from bidders wanting to acquire the entire team and all assets, to bidders interested in only specific assets. Hurricane negotiated with multiple parties.

## OUTCOME

Hurricane decided to divide the assets and sell certain assets to different parties in order to maximize proceeds. Hurricane also retained some assets as well as certain team members. This was a case where the parts were worth more than the whole.

McGuinn Homes acquired several of the new communities in the Columbia, SC market. The transaction enhanced McGuinn's regional footprint and supported its continued expansion across the state, while providing Hurricane Builders' ownership with liquidity.

The deal reflects continued M&A activity among well-positioned regional homebuilders in high-growth Southeastern markets.