

JTW Advises Wright Homes on Strategic Partnership with Japan's Hajime Construction



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

Client: **Wright Homes**

Client Type: **Private**

Industry: **Homebuilding**

MSA: **Salt Lake City**

Revenue: **\$75MM - \$100MM**

Closings: **150+**

Owned + Controlled: **475+ Units**

Counterparty: **Hajime Construction Co., Ltd.**

Parent: **Iida Group Holdings**

Counterparty Type: **Japanese**

Deal Type: **51% Partial Sale: Stock**

Deal Size: **Confidential**

Date Closed: **March 2026**

"Partnering with Hajime Construction allows us to take the next step in our journey. Their global resources and long-term investment perspective, combined with our well-established brand and experience acquiring land and developing communities, will enable us to pursue growth opportunities we could not achieve alone."

Derek Wright
CEO, Wright Homes

CLIENT PROFILE

Founded in 1994, Wright Homes is a Utah-based residential homebuilder specializing in the development, construction, and sale of single-family homes and townhomes in the Salt Lake City metropolitan area. The company has built a strong reputation for disciplined land acquisition and community-focused residential development over more than three decades of operation.

OBJECTIVES

Wright Homes sought a strategic partner that could provide long-term capital to accelerate growth beyond what the company could achieve independently, while maintaining significant equity ownership to partake in the growing value of the company. The owners wanted to eliminate their personal guarantees. The ownership sought to preserve Wright Homes' brand, team, and community-focused values. JTW Advisors was engaged as exclusive advisor to identify the right partner and structure the transaction.

PROCESS

JTW Advisors served as the exclusive sell-side advisor to Wright Homes. Hajime Construction was identified as the ideal strategic partner. JTW managed the full transaction process, including positioning, negotiations, and due diligence, ensuring the structure aligned with Wright Homes' culture and operational processes. Since this transaction was structured as a partial stock sale of controlling interests to Hajime, many future operational and governance issues required thoughtful negotiation, such as minority interest protections, operational control, and future capital commitments.

OUTCOME

Hajime Construction Co., Ltd., a member of Iida Group Holdings and leading Japanese homebuilder, acquired a majority ownership interest in Wright Homes in its first entry into the U.S. residential housing market. The partnership establishes a platform for Wright Homes to pursue growth opportunities across the Utah market and beyond, backed by Hajime's global resources and long-term investment perspective.