

LENNAR CORP /NEW/
Form 8-K
September 24, 2003

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 8-K

CURRENT REPORT

PURSUANT TO SECTION 13 OR 15(d) OF THE
SECURITIES EXCHANGE ACT OF 1934

September 24, 2003

Date of Report

LENNAR CORPORATION

(Exact Name of Registrant as Specified in Its Charter)

Delaware
(State or Other Jurisdiction

of Incorporation)

1-11749
(Commission

File Number)

95-4337490
(IRS Employer

Identification Number)

700 Northwest 107th Avenue, Miami, Florida
(Address of Principal Executive Offices)

33172
(Zip Code)

(305) 559-4000

(Registrant's Telephone Number, Including Area Code)

Item 9. Regulation FD Disclosure.

The homebuilding results of Lennar Corporation (the Company) for the three and nine months ended August 31, 2003, as disclosed in the Company's Form 8-K dated September 16, 2003, reflect certain reclassifications within the statement of earnings. Certain of these reclassifications were (a) to include interest in cost of sales related to sales of homes or land, rather than disclosing interest as a separate expense item, and (b) to separately disclose management fees and other income, net.

The following schedule discloses selected financial information showing the effect of these reclassifications for the quarters and nine months ended August 31, 2003 and for the quarters and fiscal year ended November 30, 2002. These reclassifications have no impact on reported net earnings.

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Lennar Corporation

In thousands, except gross margin %

| | Quarter Ended | | Quarter Ended | | Quarter Ended | | Nine Months Ended | |
|---|----------------|----------------|----------------|----------------|----------------|----------------|-------------------|----------------|
| | February 28, | | May 31, | | August 31, | | August 31, | |
| | 2003 | 2003 | 2003 | 2003 | 2003 | 2003 | 2003 | 2003 |
| | Prior | Current | Prior | Current | Prior | Current | Prior | Current |
| | Classification | Classification | Classification | Classification | Classification | Classification | Classification | Classification |
| Net earnings | \$ 106,318 | 106,318 | 160,315 | 160,315 | 201,577 | 201,577 | 468,210 | 468,210 |
| Sales of homes | \$ 1,440,159 | 1,440,159 | 1,894,991 | 1,894,991 | 2,041,378 | 2,041,378 | 5,376,528 | 5,376,528 |
| Cost of homes sold | \$ 1,097,275 | 1,097,275 | 1,430,100 | 1,430,100 | 1,524,930 | 1,524,930 | 4,052,305 | 4,052,305 |
| Interest | \$ | 28,662 | | 34,633 | | 32,551 | | 95,846 |
| Total cost of homes sold | \$ 1,097,275 | 1,125,937 | 1,430,100 | 1,464,733 | 1,524,930 | 1,557,481 | 4,052,305 | 4,148,151 |
| Gross profit sales of homes | \$ 342,884 | 314,222 | 464,891 | 430,258 | 516,448 | 483,897 | 1,324,223 | 1,228,377 |
| Gross margin % sales of homes | 23.8% | 21.8% | 24.5% | 22.7% | 25.3% | 23.7% | 24.6% | 22.8% |
| Sales of land | \$ 32,176 | 32,176 | 72,022 | 72,022 | 67,056 | 67,056 | 171,254 | 171,254 |
| Cost of land sold | \$ 27,444 | 27,444 | 58,323 | 58,323 | 58,338 | 58,338 | 144,105 | 144,105 |
| Interest | \$ | 346 | | 746 | | 925 | | 2,017 |
| Total cost of land sold | \$ 27,444 | 27,790 | 58,323 | 59,069 | 58,338 | 59,263 | 144,105 | 146,122 |
| Gross profit sales of land | \$ 4,732 | 4,386 | 13,699 | 12,953 | 8,718 | 7,793 | 27,149 | 25,132 |
| Gross margin % sales of land | 14.7% | 13.6% | 19.0% | 18.0% | 13.0% | 11.6% | 15.9% | 14.7% |
| Total interest expense | \$ 30,202 | | 36,266 | | 33,564 | | 100,032 | |
| Management fees and other income, net (includes other interest expense) | \$ 6,624 | 5,430 | 6,182 | 5,295 | 4,952 | 4,864 | 17,758 | 15,589 |

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Lennar Corporation

In thousands, except gross margin % (continued)

| | Quarter Ended | | Quarter Ended | | Quarter Ended | | Quarter Ended | | Year Ended | |
|---------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | February 28, | | May 31, | | August 31, | | November 30, | | November 30, | |
| | 2002 | 2002 | 2002 | 2002 | 2002 | 2002 | 2002 | 2002 | 2002 | 2002 |
| | Prior | Current | Prior | Current | Prior | Current | Prior | Current | Prior | Current |
| | Classification | Classification | Classification | Classification | Classification | Classification | Classification | Classification | Classification | Classification |
| Net earnings | \$ 71,891 | 71,891 | 106,007 | 106,007 | 142,219 | 142,219 | 225,012 | 225,012 | 545,129 | 545,129 |
| Less of | | | | | | | | | | |
| Cost of sales | \$ 1,109,774 | 1,109,774 | 1,397,596 | 1,397,596 | 1,691,282 | 1,691,282 | 2,383,051 | 2,383,051 | 6,581,703 | 6,581,703 |
| Cost of sales | \$ 853,396 | 853,396 | 1,062,109 | 1,062,109 | 1,276,772 | 1,276,772 | 1,790,449 | 1,790,449 | 4,982,726 | 4,982,726 |
| Interest | \$ | 22,857 | | 30,134 | | 36,674 | | 47,277 | | 136,942 |
| Total cost of sales | \$ 853,396 | 876,253 | 1,062,109 | 1,092,243 | 1,276,772 | 1,313,446 | 1,790,449 | 1,837,726 | 4,982,726 | 5,119,668 |
| Gross profit | \$ 256,378 | 233,521 | 335,487 | 305,353 | 414,510 | 377,836 | 592,602 | 545,325 | 1,598,977 | 1,462,035 |
| Gross margin | 23.1% | 21.0% | 24.0% | 21.8% | 24.5% | 22.3% | 24.9% | 22.9% | 24.3% | 22.2% |
| Cost of land | \$ 21,502 | 21,502 | 42,075 | 42,075 | 41,214 | 41,214 | 64,807 | 64,807 | 169,598 | 169,598 |
| Cost of land | \$ 21,124 | 21,124 | 47,153 | 47,153 | 30,350 | 30,350 | 64,225 | 64,225 | 162,852 | 162,852 |
| Interest | \$ | 1,048 | | 348 | | 2,675 | | 717 | | 4,788 |
| Total cost of land | \$ 21,124 | 22,172 | 47,153 | 47,501 | 30,350 | 33,025 | 64,225 | 64,942 | 162,852 | 167,640 |
| Gross profit | \$ 378 | (670) | (5,078) | (5,426) | 10,864 | 8,189 | 582 | (135) | 6,746 | 1,958 |
| Gross margin | 1.8% | -3.1% | -12.1% | -12.9% | 26.4% | 19.9% | 0.9% | -0.2% | 4.0% | 1.2% |
| Interest expense | \$ 24,048 | | 30,530 | | 39,706 | | 51,283 | | 145,567 | |
| Management fees and other | | | | | | | | | | |
| Income, net | | | | | | | | | | |
| Interest expense | \$ 4,287 | 4,144 | 14,259 | 14,211 | 7,458 | 7,102 | 11,145 | 7,856 | 37,149 | 33,313 |

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: September 24, 2003

LENNAR CORPORATION

(Registrant)

By: /s/ BRUCE E. GROSS

Name: Bruce E. Gross
Title: Vice President and Chief Financial Officer