LENNAR®

J.P. Morgan Homebuilding and Building Products Conference
May 16, 2012

EVERYTHING'S INCLUDED HOMES™

LENNAR

Disclaimer Statement

This presentation includes "forward-looking statements," as that term is defined in the Private Securities Litigation Reform Act of 1995. These forward-looking statements include statements regarding our business, financial condition, results of operations, cash flows, strategies and prospects. You can identify forward-looking statements by the fact that these statements do not relate strictly to historical or current matters. Rather, forward-looking statements relate to anticipated or expected events, activities, trends or results. Because forward-looking statements relate to matters that have not yet occurred, these statements are inherently subject to risks and uncertainties. Many factors could cause our actual activities or results to differ materially from the activities and results anticipated in forward-looking statements. These factors include those described under the caption "Risk Factors" in our most recent Annual Report on Form 10-K filed with the Securities and Exchange Commission. We do not undertake any obligation to update forward-looking statements, except as required by federal securities laws.

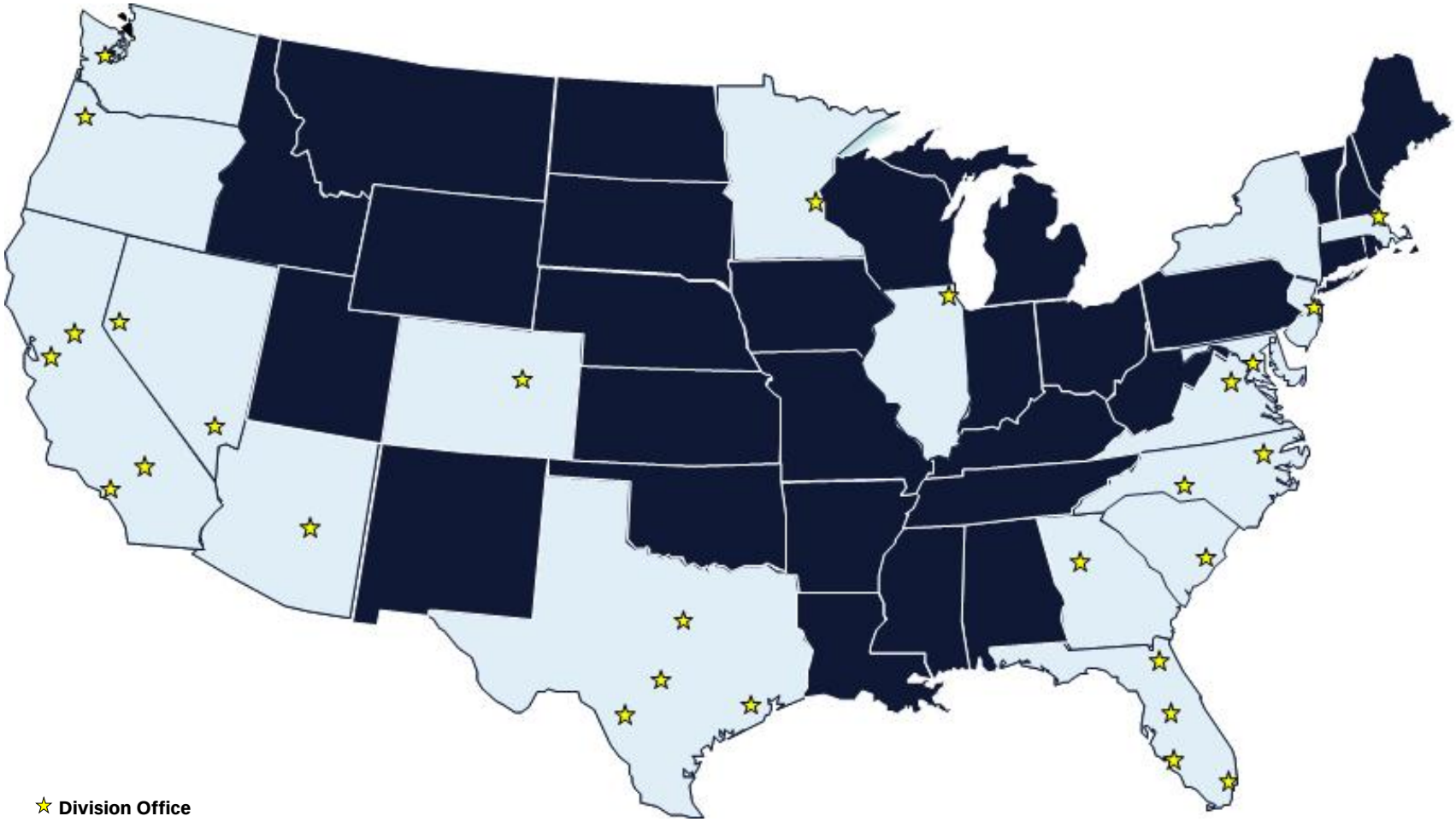
Lennar at a Glance

Lennar Overview

- Founded in 1954 as a local Miami builder; expanded to national footprint and is one of the nation's largest homebuilders today
- Completed initial public offering in 1971 and listed on NYSE in 1972
- Homebuilding segment delivered 10,845 new homes in 2011 and reported revenues of $2.7 billion
- Financial Services segment provides primarily mortgage financing, title insurance and closing services for both buyers of our homes and others
- Rialto segment's objective is to generate superior, risk-adjusted returns by focusing on commercial and residential real estate opportunities arising from dislocation in the real estate markets

LENNAR

One of the Nation's Largest Homebuilders



Lennar is a leading national homebuilder with operations in 28 markets.

LENNAR

Market Overview

LENNAR

Market Overview
National Housing Market vs. Lennar Markets

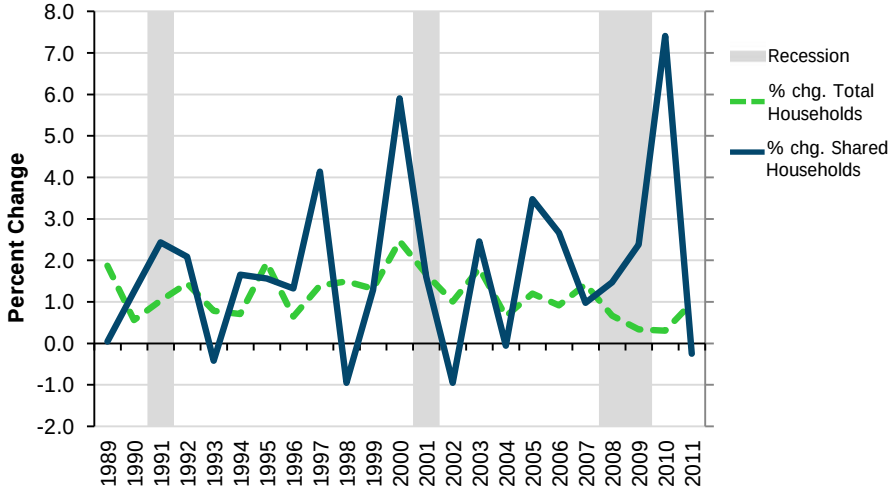
2011 vs. 2010 YoY % Change	National Housing Market		Industry Source	Lennar Markets	
Home Sales Prices	(4%)	↓	Case-Shiller	1%	↑
New Home Sales	(6%)	↓	Census	4%	↑
Single-Family Starts	(10%)	↓	Census	0%	-

1st Qtr 2012 vs. 2011 YoY % Change	National Housing Market		Industry Source	Lennar Markets	
Home Sales Prices	(3%)	↓	Case-Shiller	3%	↑
New Home Sales	8%	↑	Census	33%	↑
Single-Family Starts	21%	↑	Census	37%	↑

National homebuilding statistics question the housing industry recovery. However, in Lennar's markets, there has been stabilization and the beginning of a housing recovery.

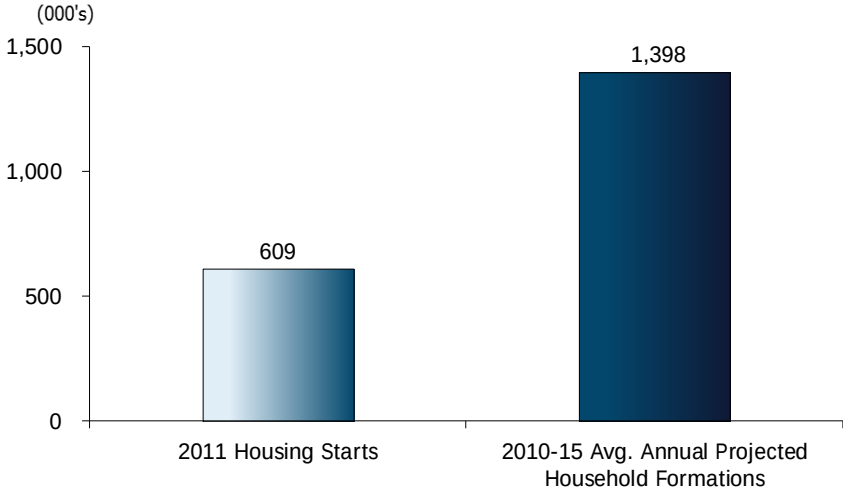
Market Overview
Housing Supply & Demand

Doubled Up Households Create Pent-Up Demand



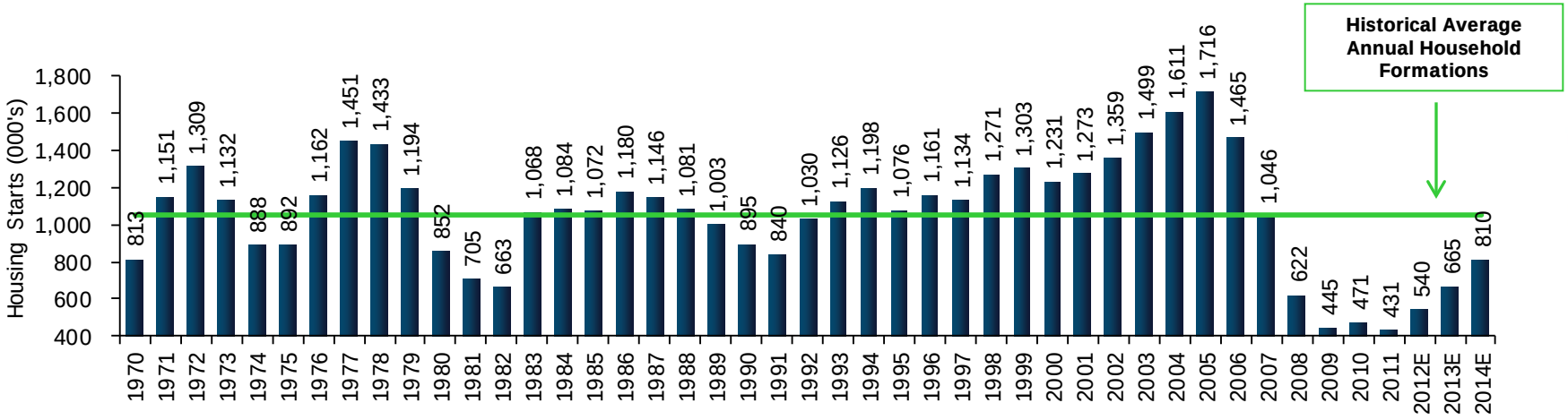
Note: Excludes group quarters population; Cohabiting households are defined as "doubled up"
Source: U.S. Census Bureau, Current Population Survey, Annual Social and Economic Supplements, 1988-2011

Total Current Housing Starts vs. Household Formations



Source: Housing starts from US Census Bureau (Apr. 2012); Household formations from Harvard Joint Center for Housing Studies, using High Immigration Series (Sep. 2010)

Projected Single-Family Starts Are Significantly Lower Than Projected Household Demand

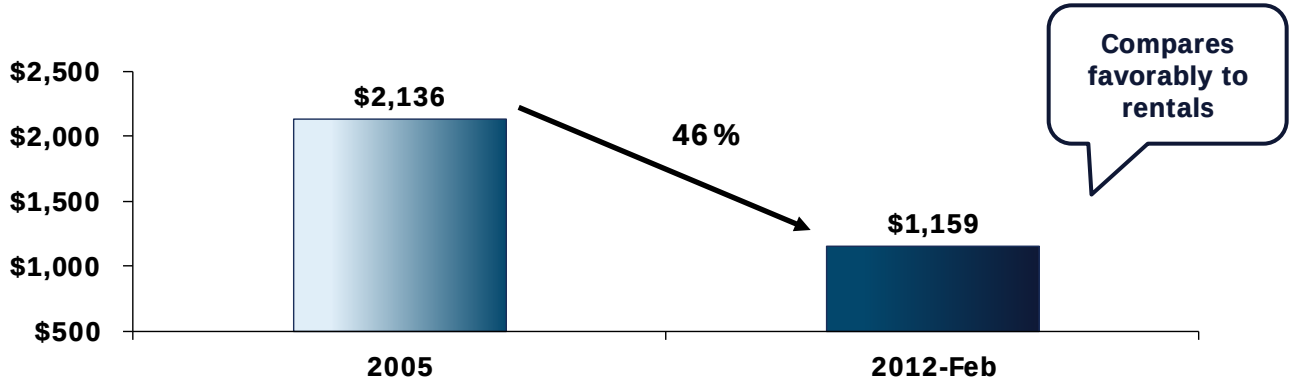


Source: Housing starts from US Census Bureau (Apr. 2012) and analyst estimates (Apr. 2012)

Market Overview
Renting vs. Homeownership

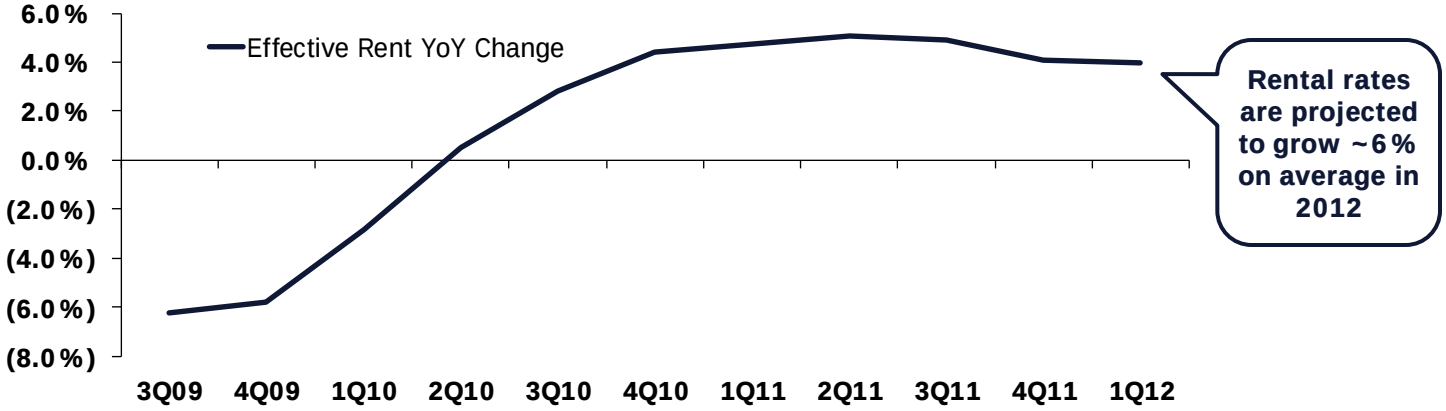
Today's fixed rate mortgage payments lead to greater financial stability

Avg. Monthly Lennar Home Mortgage Payment



Assumptions: (1) 30 year average rate of 6.3% (Nov. 2005), and 3.9% (Feb. 2012), per Freddie Mac;
(2) Average Lennar home price of $345K at peak (Nov. 2005) and $246K (Feb. 2012)

Escalating Rents Lead to Instability

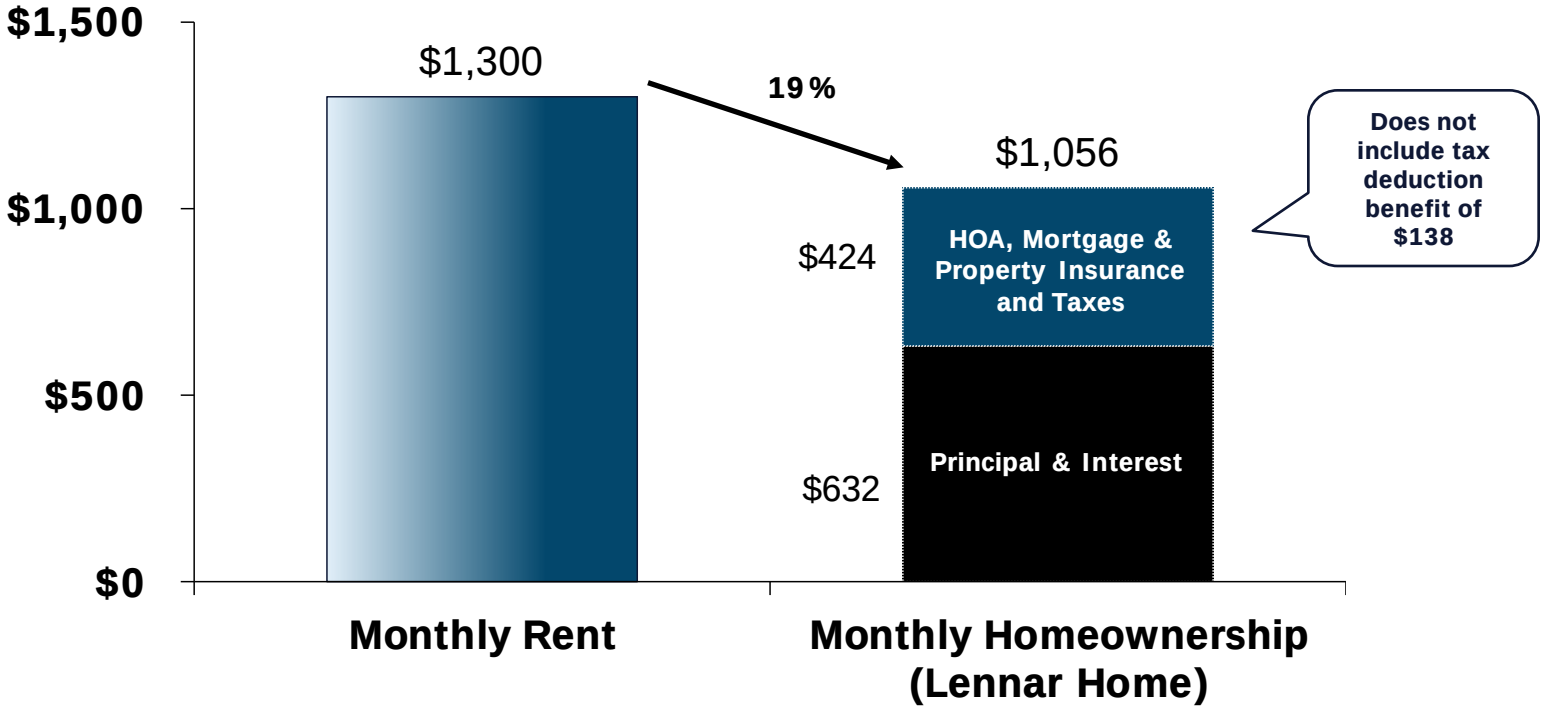


Source: Rents from Axiometrics forecasts.

Market Overview
Renting vs. Homeownership

Stabilize the cost of living with the purchase of a new home

Tampa Market Example

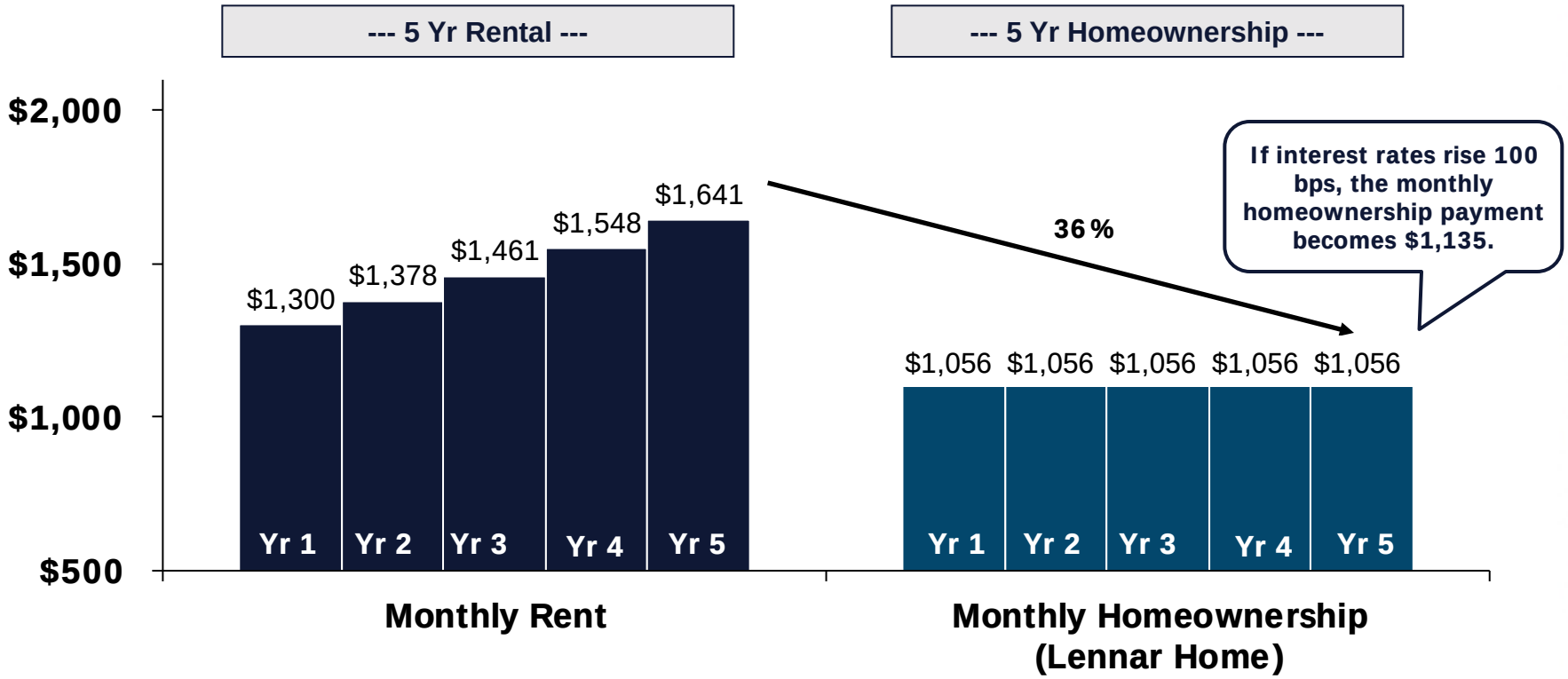


Assumptions:
(1) Based on approximately 1,400 sq. ft. apartment/home.
(2) Monthly homeownership based on 30 year FHA mortgage at 3.9%, ASP $139K.
(3) Tax deduction benefit based on 25% tax bracket.

Market Overview
Renting vs. Homeownership

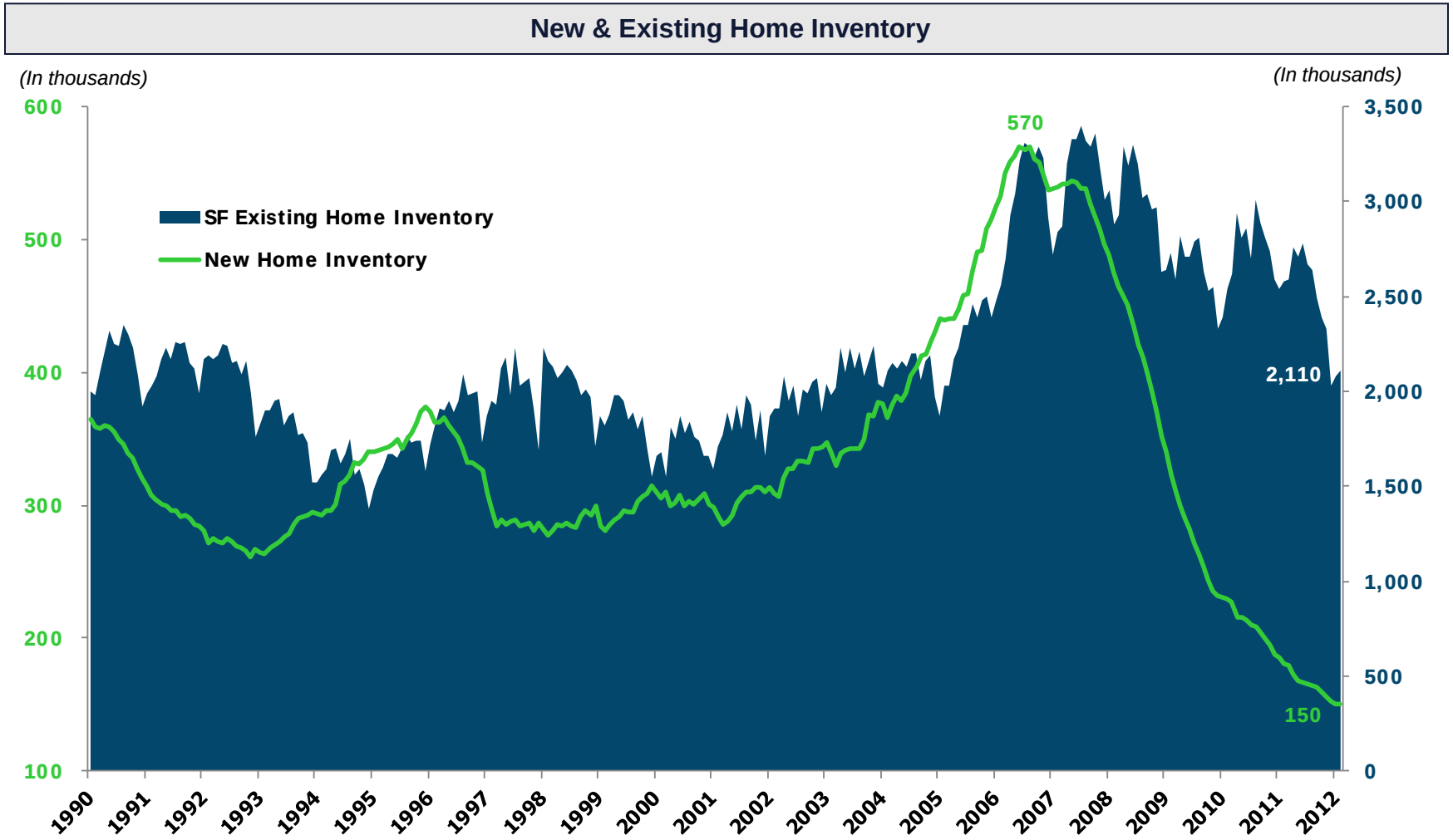
Stabilize the cost of living with the purchase of a new home

Tampa Market Example – 5 Year Comparison



Assumptions:
(1) Based on approximately 1,400 sq. ft. apartment/home.
(2) Assumes 6% annual increase in monthly rent.
(3) Monthly homeownership based on 30 year FHA mortgage at 3.9%.

Market Overview
New Home Inventory at Record Lows



Source: Census Bureau & Bloomberg

New inventory has declined 74% from its peak in July 2006. A modest pick up in new home sales could quickly reduce months of supply to below historical averages.

LENNAR

Management Team Overview

Management Team Overview
Seasoned & Consistent Management Team

Stuart Miller
Chief Executive Officer
29 yrs. Experience
29 yrs. with Lennar

Rick Beckwitt
President
29 yrs. Experience
7 yrs. with Lennar

Jon Jaffe
Chief Operating Officer
28 yrs. Experience
28 yrs. with Lennar

Jeff Krasnoff
CEO of Rialto
35 yrs. Experience
25 yrs. with Lennar/LNR

Bruce Gross
Chief Financial Officer
28 yrs. Experience
20 yrs. with Lennar

Emile Haddad
*President & CEO of FivePoint**
28 yrs. Experience
24 yrs. with Lennar

Regional Presidents:

Rob Hutton
(Central Region)

Jeff Roos
(West Region)

Fred Rothman
(East Region)

West Region
10 Division Presidents

Central Region
6 Division Presidents

East Region
12 Division Presidents

Rialto Team:

Jay Mantz
(President)

Cheryl Baizan
(Chief Financial Officer)

Eric Feder
(New Business Development)

Mark King
(Head of Loan Workout)

Thekla Salzman
(Chief Administrative Officer)

Anthony Seijas
(REO & Servicing)

180 Associates

Corporate Team:

Diane Bessette
(VP & Treasurer)

David Collins
(Controller)

Erik Higgins
(SR VP National Finance)

John Nygard
(Chief Information Officer)

Mike Petrolino
(VP Taxation)

Mark Sustana
(General Counsel)

Financial Services Team:

Linda Reed
(President, Title)

Jimmy Timmons
(President, Mortgage)

FivePoint Team:

Lynn Jochim
(Executive VP)

Graham Jones
(Senior VP, Asset Management)

Tom Martin
(VP, Planning & Product Dev.)

Arnie Nelson
(VP, Land Development)

Bob Santos
(Vice President)

Michael White
(Chief Financial Officer)

36 Associates

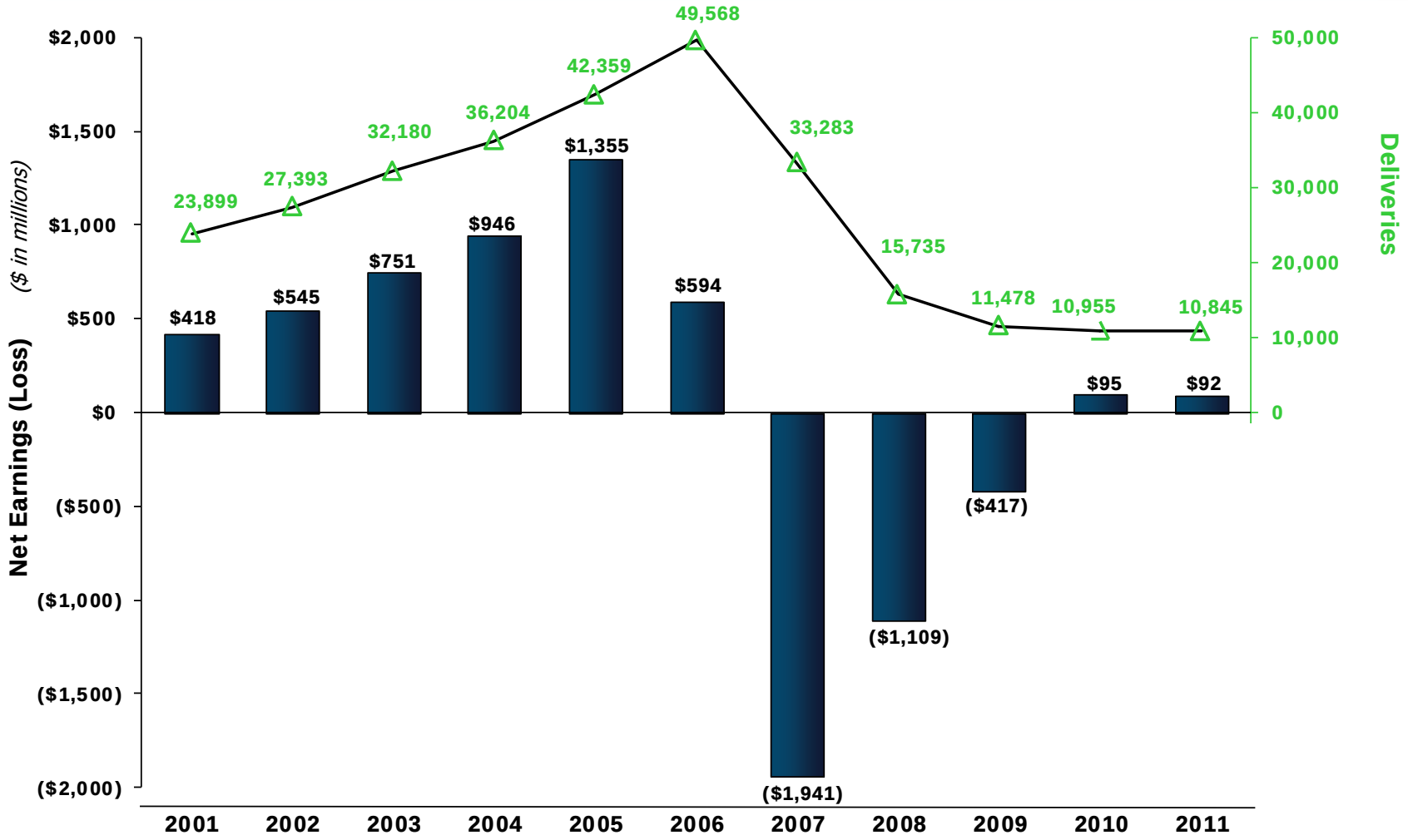
*FivePoint Communities is a Lennar consolidated joint venture.

Deep management team that continues to be invigorated by the business.

LENNAR

Homebuilding Segment Review

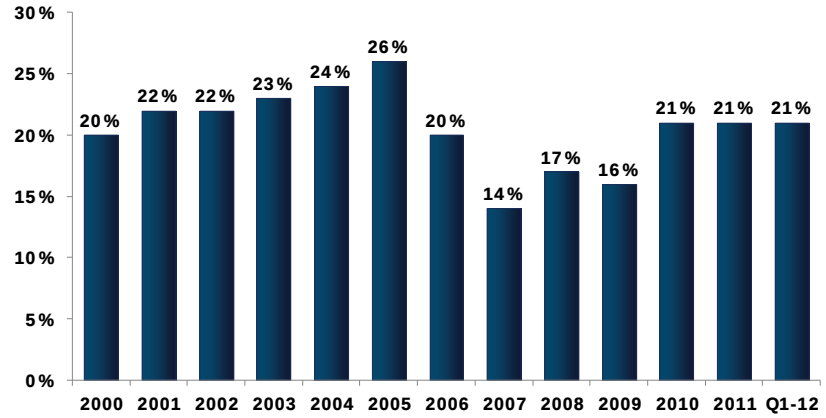
Homebuilding Segment Review
Return to Profitability



As the housing market worsened, Lennar rebuilt profitability in all 3 business segments. Q1 2012 was Lennar's 8th consecutive quarter of profitability.

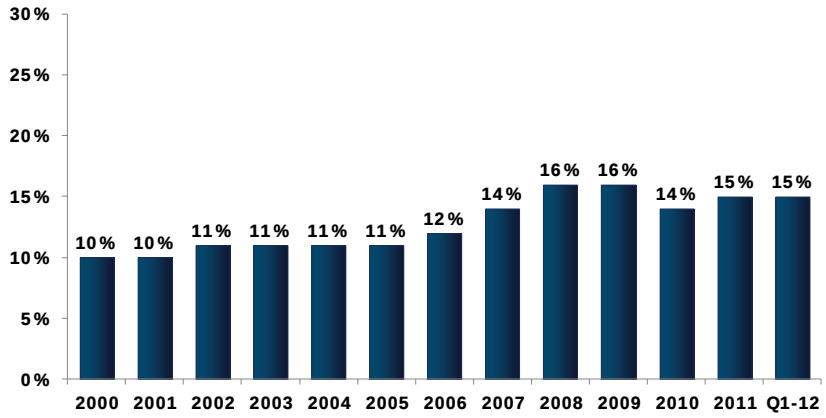
Homebuilding Segment Review
Focus On Gross Margin And S,G&A

Gross Margin %

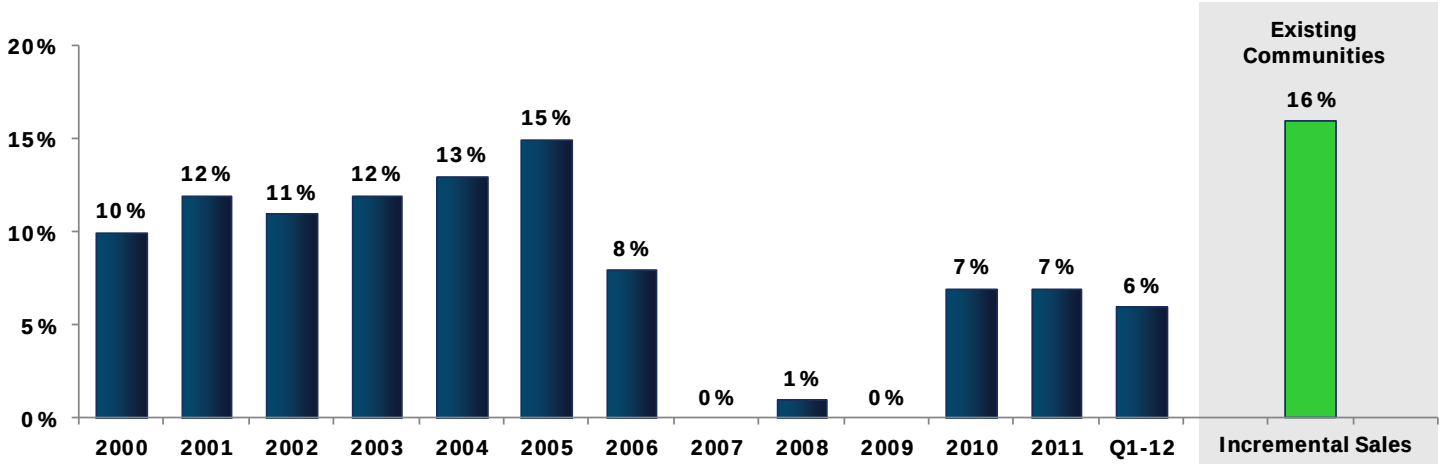


Note: pre-impairment GM %

S,G&A %



Operating Margin %



Substantial Operating Leverage

Note: Gross Margin % – S,G&A % may not = Operating Margin % due to rounding

LENNAR

Homebuilding Segment Review
Operating Margin Drivers

- Focused on construction cost reductions
- Reinvigorated product strategy
- Right-sized overhead levels
- Investing in new opportunities with a micro market focus

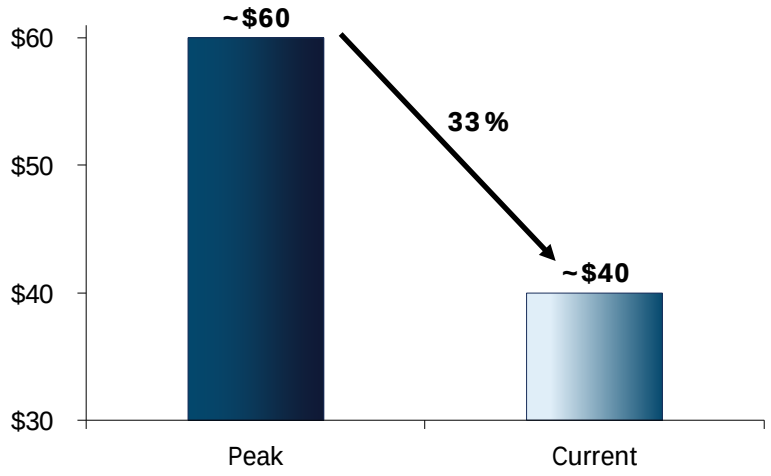
Lennar has produced improved operating margins through targeted, strategic initiatives.

Homebuilding Segment Review
Focused On Construction Cost Reductions

Lennar has become a more efficient homebuilding manufacturer:

- Manufacturing process begins with plant meetings
- Reduced floor plan offerings by 60% from peak
- Value engineered and refined Everything's Included product strategy
- Centralized purchasing and A/P functions
- Unbundled material and labor costs
- Reduced cycle time by 25% from peak

Lennar Direct Cost Per Square Foot



Homebuilding Segment Review
Reinvigorated Product Strategy

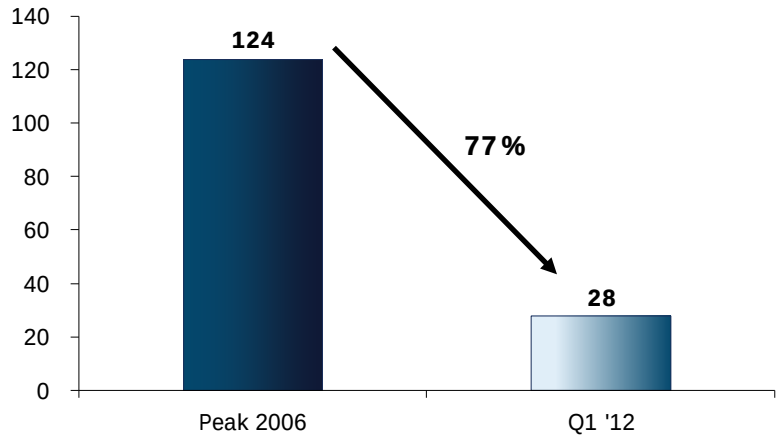
NEXT GEN℠
THE HOME WITHIN A HOME™

Lennar's Next Gen℠ Homes are designed to meet the needs of a growing number of Americans who are living with extended family:

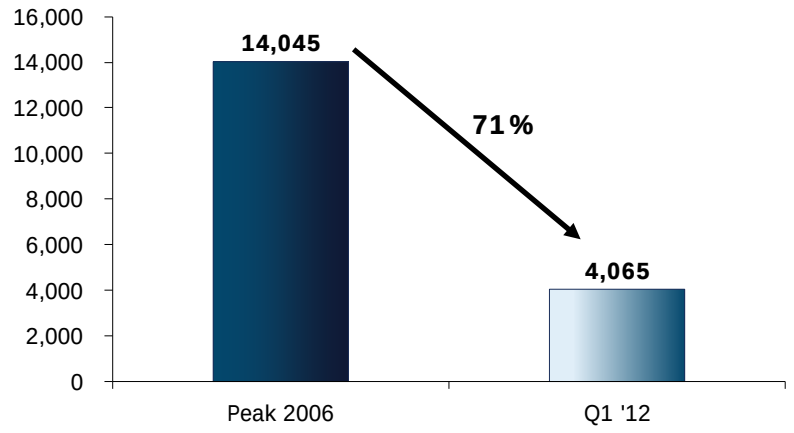
- **Multi-generational households – where adults are living with their elderly parents or grown children now exceed 49 million, up from 28 million in 1980**
- **350,000 Baby Boomers will be turning 65 every month over the next 18 years**
- **Next Gen℠ Homes have a Home within a Home℠**
- **Today it could be a perfect home office, separate teen suite, or returning college student's private pad…*Tomorrow it might be a separate living area for Grandma***

Homebuilding Segment Review
Right-Sized Overhead Levels

Number of Divisions

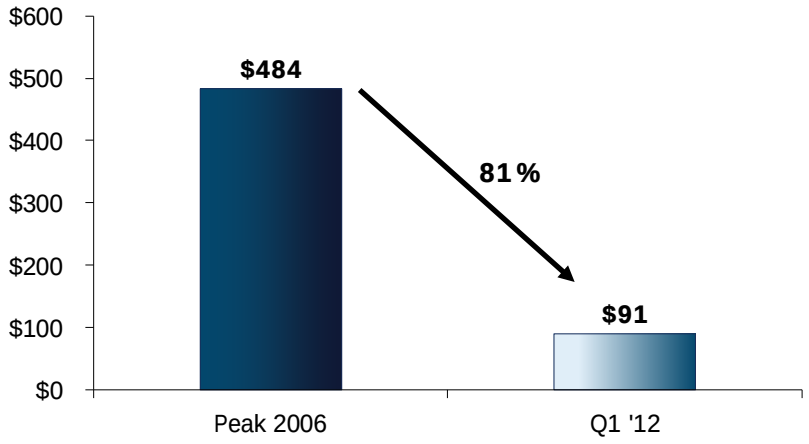


Associate Headcount



S,G&A (Quarterly)

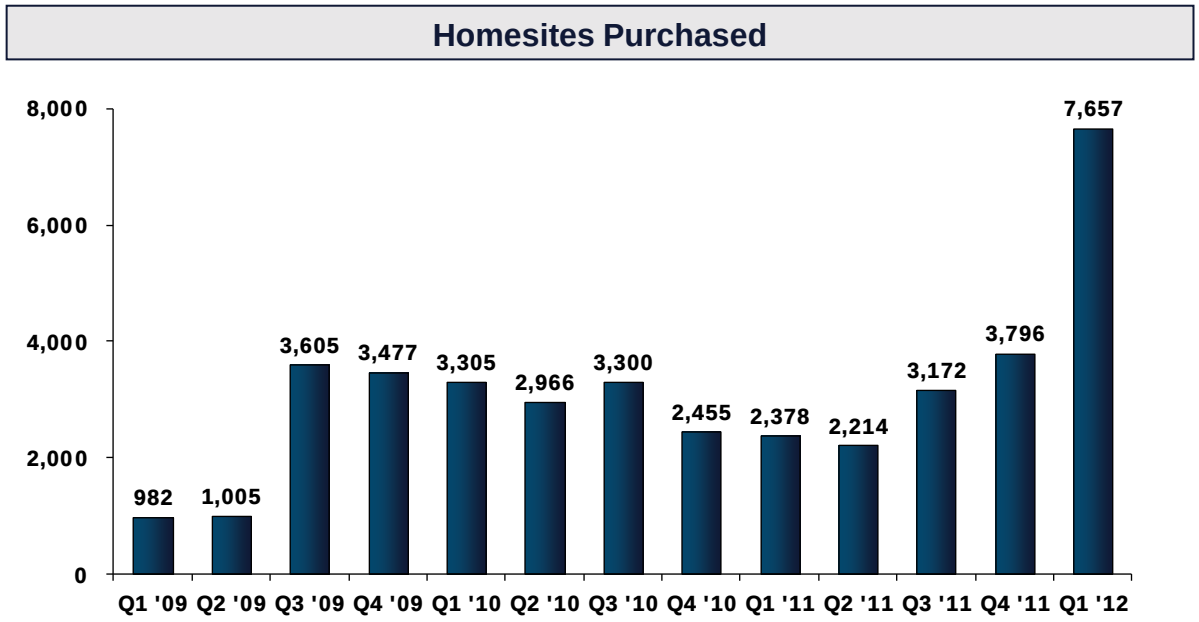
($ in millions)



Homebuilding Segment Review
New Investment Opportunities

New communities focused in best micro market locations:

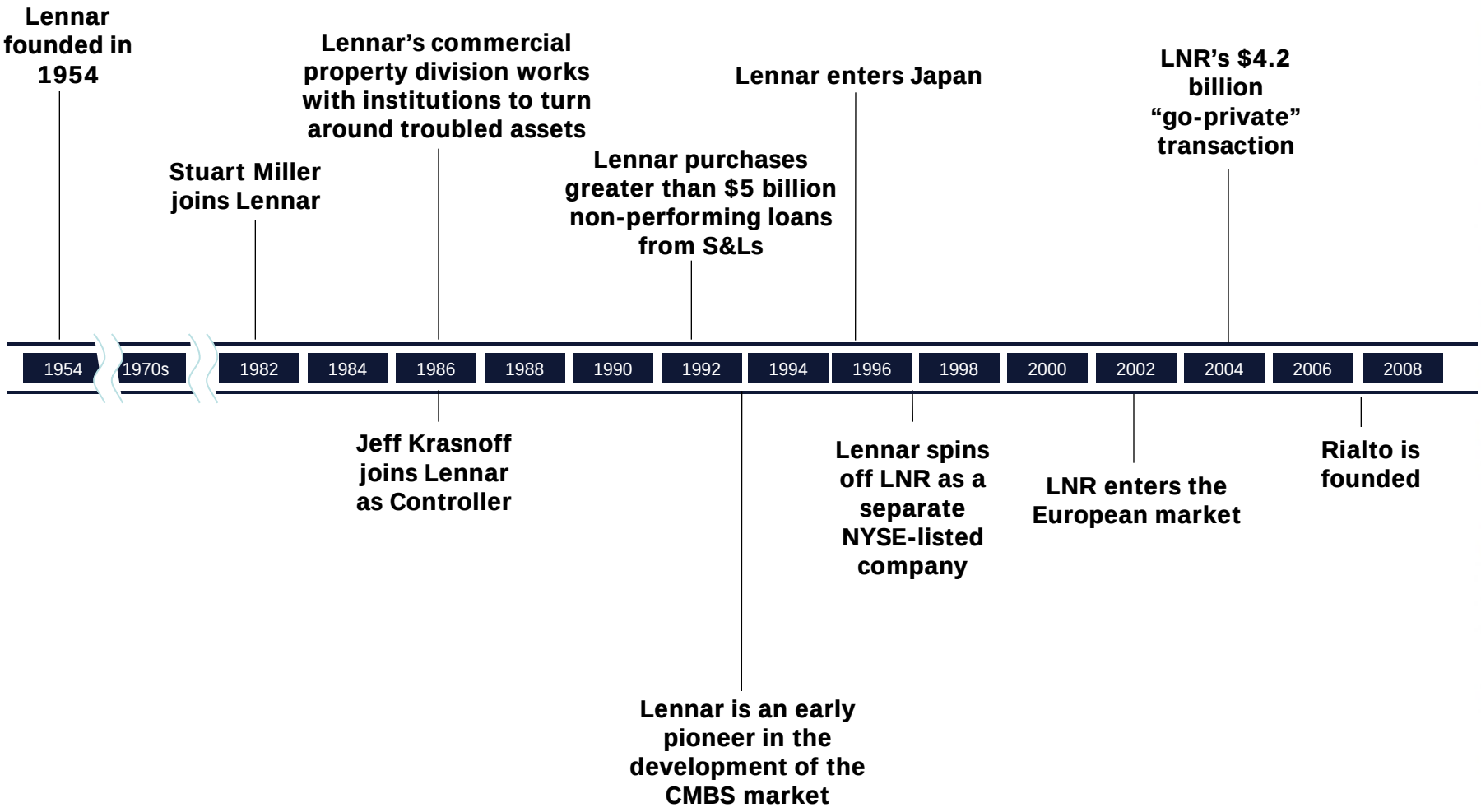
- All of our new community purchases were underwritten using realistic market conditions to yield gross margins and IRR's exceeding 20%. Most of these deals are exceeding underwriting expectations.
- Gross margins on new communities outperform the company average by ~200 bps.
- Rialto's banking relationships and bank portfolio negotiations provide our homebuilding divisions with the opportunity to purchase land at distressed prices.



LENNAR

Rialto Segment Review

Rialto Segment Review
Historical Perspective



Rialto and Lennar have a long history of innovation and strong results.

Rialto Segment Review
Rialto Stages of Growth

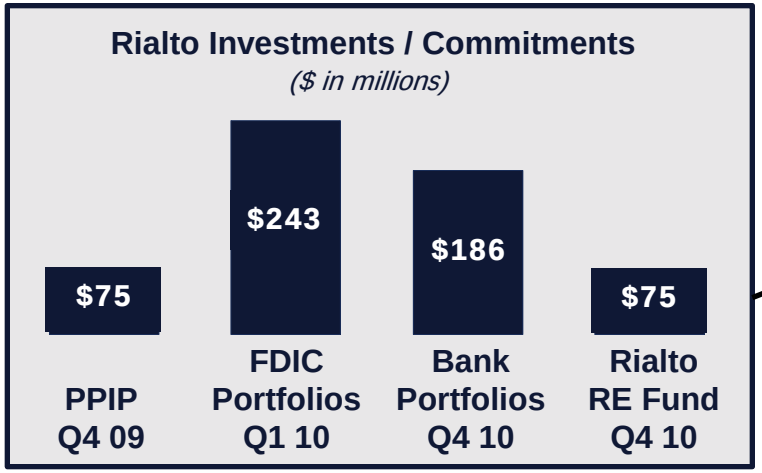
Stage 1

Incubation
2007 → 2009

- Established Rialto organization
- Built experienced management team
- Implemented systems
- Perfected underwriting process
- Built transparency
- Lennar seeds initial investments with approximately $600M of capital

Stage 2

Profitable Operating Machine
2009 → 2011



Rialto's 1st Real Estate Fund

As of Q1 2012, the Real Estate Fund had already invested ~$520 million.

Stage 3

Recycling & Returning Internal Capital and Raising External Capital
2011 → Beyond

- Expanding 3rd party capital base
- Fee / incentive and investment earnings-based model

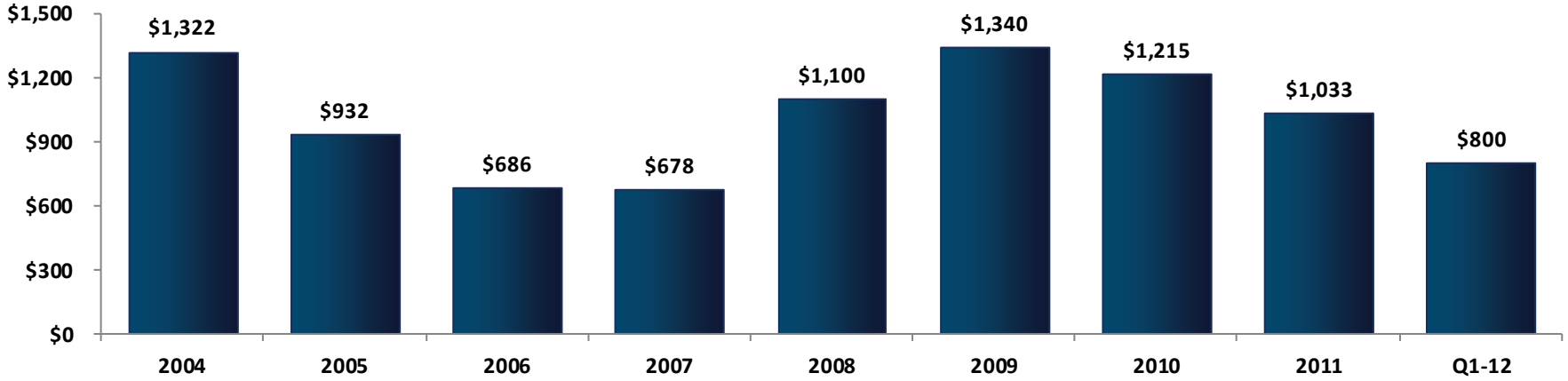
LENNAR

Balance Sheet Review

Balance Sheet Review
Ample Liquidity

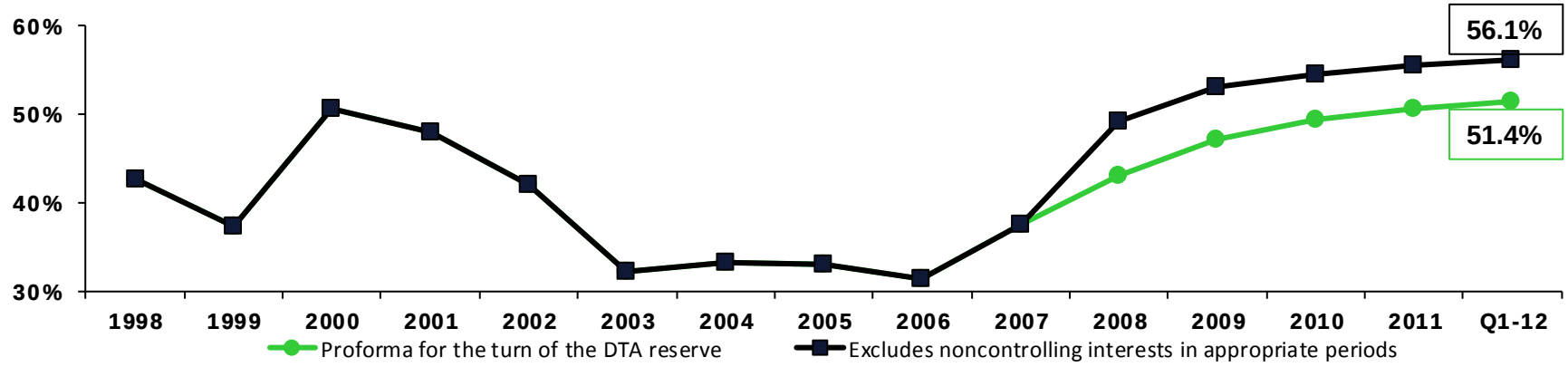
Homebuilding Cash Balances [1]

($ in millions)



(1) Includes restricted cash.

Homebuilding Debt to Total Capital Ratio

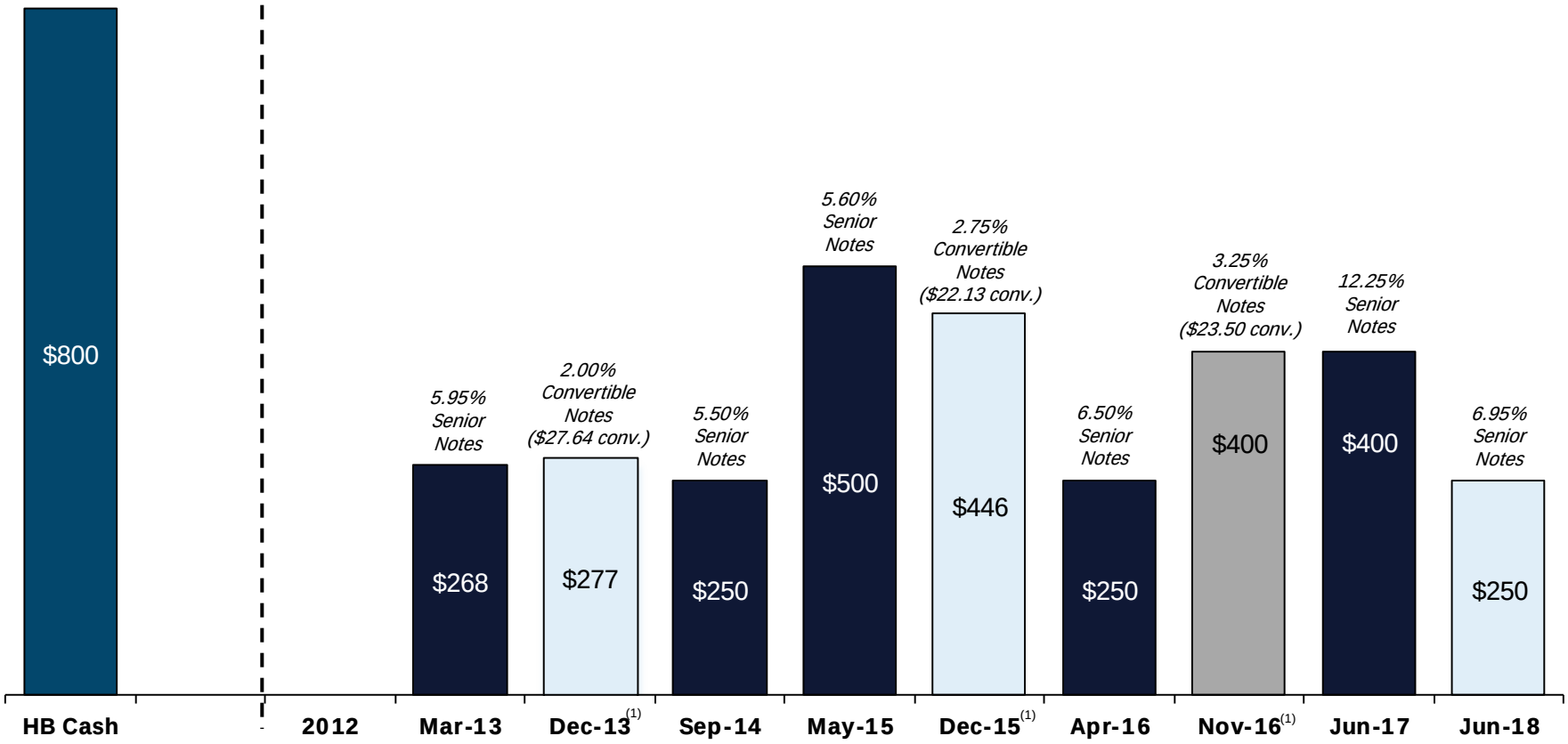


Liquidity has been enhanced with the addition of our $525 million unsecured revolving credit facility, announced May 3, 2012.

Balance Sheet Review
Balanced Debt Maturities

At February 29, 2012

($ in millions, except conversion prices)



(1) Put/call option as dated

Issued in 2010
Issued in 2011

LENNAR

Conclusion

LENNAR

Conclusion

Why Lennar?

- Deep, Conservative Management Team
- Rialto is Downside Hedge
- Two Ways to Play the Recovery
- Profitable in 2010 & 2011
- All Segments Profitable
- Strong Gross Margins
- Unique Product Strategy
- New Investment Opportunities for HB & Rialto
- Strong Liquid Balance Sheet
- Large Insider Ownership