



## For Immediate Release

Contact: Greg Sexton/Anne Robertson  
The Lavidge Company  
(480) 998-2600  
[gsexton@lavidge.com](mailto:gsexton@lavidge.com)  
[arobertson@lavidge.com](mailto:arobertson@lavidge.com)

# NAJAFI COMPANIES ANNOUNCES THE SALE OF TREND HOMES TO RYLAND GROUP, INC.

PHOENIX, Ariz. (Dec. 10, 2012) – Najafi Companies has agreed to sell the Phoenix operations and assets of Trend Homes to Ryland Group, Inc. (NYSE: RYL) of Westlake Village, Calif. Terms of the deal have not been disclosed.

Najafi Companies acquired Gilbert, Ariz.-based Trend Homes in 2008 enabling the homebuilder to continue its operations throughout Greater Phoenix.

Reed Porter, CEO of Trend Homes, will serve as Ryland's Phoenix Division President while all other Trend Homes employees are expected to join Ryland in conjunction with the acquisition.

"We are proud of the success Trend Homes has enjoyed under our stewardship and pleased that Ryland will be taking Trend Homes, its assets and employees to another level," said Peter Woog, a partner with Najafi Companies. "We are confident this acquisition will ensure the continued success of Trend Homes."

"We are pleased to announce the acquisition of Trend Homes which is consistent with our strategy of expanding into new markets that present opportunities for growth. We are excited about the current and future land positions we have acquired as a result of the purchase of Trend. Most importantly, we are thrilled to add an outstanding team of 30 homebuilding professionals, led by Reed Porter, to our team at Ryland," said Larry Nicholson, Ryland's CEO and President.

Scottsdale-based Land Advisors Organization provided advisory services to Najafi Companies on the Ryland Group acquisition of Trend Homes.

### About Najafi Companies

Najafi Companies is an international private investment firm based in Phoenix, Arizona with offices in New York, Paris, Toronto and holdings in sectors including consumer, media, technology, industrial, energy and real estate across seven countries. The firm makes highly-selective investments in companies with strong management teams across a variety of industries, often in areas undergoing rapid technological transformation. The firm takes a long-term view on its investments and focuses its efforts to create value through growth and superior performance. Najafi Companies funds its investments with internally generated capital, not through a fund. Free from the restrictions of a fund, the firm is able to move quickly and decisively when investing, and with no requirements to return capital to outside partners, Najafi Companies is able to make investments that create maximum value for the long term. [www.najafi.com](http://www.najafi.com)



### About Ryland

Headquartered in Southern California, Ryland is one of the nation's largest homebuilders and a leading mortgage-finance company. Since its founding in 1967, Ryland has built more than 295,000 homes and financed more than 245,000 mortgages. The company currently operates in 13 states across the country and is listed on the New York Stock Exchange under the symbol "RYL". For more about Ryland, please visit [www.ryland.com](http://www.ryland.com).