

LENNAR CORP /NEW/  
Form 8-K  
March 18, 2004

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**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

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**FORM 8-K**

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**CURRENT REPORT**

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

March 16, 2004

Date of Report

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**LENNAR CORPORATION**

(Exact Name of Registrant as Specified in Its Charter)

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Delaware  
(State or Other Jurisdiction  
of Incorporation)

1-11749  
(Commission File Number)

95-4337490  
(IRS Employer  
Identification Number)

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700 Northwest 107<sup>th</sup> Avenue, Miami, Florida  
(Address of Principal Executive Offices)

33172  
(Zip Code)

(305) 559-4000

(Registrant's Telephone Number, Including Area Code)

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**Item 5. Other Events and Required FD Disclosure.**

During its fiscal quarter ended February 29, 2004, Lennar Corporation and subsidiaries had consolidated net earnings of \$139.3 million (\$0.84 per share diluted) on revenues of \$1.9 billion, compared with net earnings of \$106.3 million (\$0.68 per share diluted) on revenues of \$1.6 billion in the quarter ended February 28, 2003.

**Item 7. Financial Statements and Exhibits.**

(c) Exhibits

<u>Exhibit No.</u>	<u>Description of Document</u>
99.1	Press release issued by Lennar Corporation on March 16, 2004.

**Item 12. Results of Operations and Financial Condition.**

The information in this Current Report, including the exhibit to it, is being furnished and should not be deemed filed for the purpose of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subjected to the liabilities of that Section. This Current Report will not be incorporated by reference into any registration statement or other document filed pursuant to the Securities Act of 1933, as amended, except as may be expressly set forth by specific reference in a registration statement or other filing.

On March 16, 2004, Lennar Corporation issued a press release containing information about its results of operations for the first fiscal quarter ended February 29, 2004. A copy of this press release is included as an exhibit to this Report.

Our press release included our earnings before interest and provision for income taxes ( EBIT ) for the quarter ended February 29, 2004, as well as a table reconciling the computation of EBIT to our earnings for that period. EBIT is not a financial measure in accordance with generally accepted accounting principles. Nonetheless, our management uses EBIT because it helps them compare the efficiency and effectiveness of our operations with those of our competitors, by eliminating factors that differ from company to company for reasons that often are not related to the effectiveness of the companies' operations. Our management believes EBIT provides useful information to investors and analysts because it will help them compare the efficiency and effectiveness of our operations with those of our competitors.

**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: March 18, 2004

Lennar Corporation  
(Registrant)

By: /s/ Bruce E. Gross

Name: Bruce E. Gross

Title: Vice President and Chief Financial Officer

**EXHIBIT INDEX**

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