

Sharrow Group Combines with Robichaud Associates to Give Homebuilders New Merger and Acquisition Support

ROCHESTER, NY – Oct. 4 (SEND2PRESS NEWSWIRE) – Sharrow Group, with its broad-based solutions for improving homebuilder performance, and Robichaud Associates, with its proven expertise in planning and implementing M&A strategies, are merging to deliver comprehensive, timely value to homebuilders.



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Consolidation is at ever-growing levels in the homebuilding industry. In the last ten years, the top 10 national builders have tripled their market share, much of it through acquisition. By understanding objectively the current value of their company and by defining an exit strategy, no matter how far out, homebuilders can be primed to capitalize on these opportunities, and ultimately, realize the greatest possible return.

Bill Carpitella, CEO/President of the Sharrow Group, says, "Exit strategy is a crucial and often-ignored factor in a company's success. Small and medium builders often wait until they're approached by a buyer, and accept that as the company's worth. We're delighted that our merger with Robichaud Associates will allow us to offer objective valuation and representation that is based on deep knowledge of the industry, and strong financial credentials."

Ron Robichaud, Principal of Robichaud Associates, adds "Making the right match culturally is the single biggest predictor of successful mergers and acquisitions. The Sharrow Group's expertise in helping builders understand and grow their operating competencies will be a major asset in developing these matches." He continues, "Merging with The Sharrow Group is a win/win – in joining forces, we can offer homebuilders new ways to maximize returns."

Robichaud founded Robichaud Associates in 2001 after a rich career that included serving as Managing Partner of the York Group, a consulting firm affiliated with Michael P. Kahn Associates, investment bankers to the homebuilding industry, COO for Choice Homes, a large Texas builder, President of Zaremba North Carolina, a real estate development firm, and VP/General Manager of Arvida's commercial division. Throughout, he has been instrumental in homebuilding acquisitions of all sizes.

The financial services that the Sharrow Group now offers through Robichaud Associates include:

- * Full M&A Services-representing buyers or sellers; matching, moderating and mediating
- * Exit strategy development (near or far term)
- * Objective company valuation

The Sharrow Group (www.sharrowgroup.com), with offices nationwide, offers executive search, business consulting and now mergers and acquisitions expertise to the homebuilding and mortgage industries.

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