



# Alpine Income Property Trust, Inc. (PINE)

Updated August 19<sup>th</sup>, 2021 by Nikolaos Sismanis

## Key Metrics

<b>Current Price:</b>	\$18.68	<b>5 Year CAGR Estimate:</b>	11.6%	<b>Market Cap:</b>	\$235 M
<b>Fair Value Price:</b>	\$18.65	<b>5 Year Growth Estimate:</b>	7.0%	<b>Ex-Dividend Date:</b>	09/14/2021 <sup>1</sup>
<b>% Fair Value:</b>	100%	<b>5 Year Valuation Multiple Estimate:</b>	0.0%	<b>Dividend Payment Date:</b>	09/30/2021
<b>Dividend Yield:</b>	5.4%	<b>5 Year Price Target</b>	\$26.15	<b>Years Of Dividend Growth:</b>	2
<b>Dividend Risk Score:</b>	F	<b>Retirement Suitability Score:</b>	C	<b>Last Dividend Increase:</b>	9.1%

## Overview & Current Events

Alpine Income Property Trust is a real estate trust that owns and operates a high-quality portfolio of commercial net lease properties. Its portfolio consists of 71 net leased retail and office properties located in 49 markets in 22 states. The trust was formed as recently as August of 2019, has no employees, and is externally managed by Alpine Income Property Manager. The manager is owned by the publicly traded trust CTO Realty Growth (CTO), which also owns 22.3% of Alpine's common stock. Alpine Income Property generates around \$26.4 million (current run-rate) in annual rental revenues and is headquartered in Daytona Beach, Florida.

On July 22<sup>nd</sup>, 2021, Alpine Income Property Trust reported its Q2 results for the quarter ended June 30<sup>th</sup>, 2021. Total revenues came in at \$6.6 million, a 43.7% increase year-over-year following the trust's acquisition spree since its inception. Year-to-date, the trust acquired 23 income properties for a combined purchase price of \$103.2 million. Following economies of scale and lower total costs after its manager's fees, AFFO grew by a massive 143.8% to \$3.9 million. Due to the issuance of common stock to raise further funds to partially assist with its acquisitions, AFFO/share increased by a lower but still sky-high 143.8% to \$0.39.

At the end of the quarter, the trust's Weighted-Average Remaining Lease Term was 8.0 years and was 100% occupied. For FY2021, management expects AFFO/share within the range of \$1.38-\$1.48. We have utilized the higher-end of this range in our estimates due to the trust's explosive results clearly pointing towards a much greater figure, let alone one within this range. Management is likely to ensure it hits its target, being its first full year as a publicly traded trust.

## Growth on a Per-Share Basis

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
<b>AFFO/shr</b>	---	---	---	---	---	---	---	---	\$0.09 <sup>2</sup>	\$1.04	<b>\$1.48</b>	<b>\$2.08</b>
<b>DPS</b>	---	---	---	---	---	---	---	---	\$0.06	\$0.82	<b>\$1.00</b>	<b>\$1.40</b>
<b>Shares<sup>3</sup></b>	---	---	---	---	---	---	---	---	7.9	7.6	<b>8.9</b>	<b>15.0</b>

Due to its very recent inception, Alpine Income Property Trust does not have a historical track record to show. However, its financials have been growing at a very rapid pace by the quarter. The trust has achieved approximately 150% accretive portfolio growth since its inception, which is utterly impressive. Its current growth drivers include its acquisition spree, which takes place at extremely low-cost financing (Alpine just borrowed \$60 million in a 5-year term at just 2.16%), as well as rent escalations. Currently, 45% of its annualized base rent is subject to rent escalations.

We forecast an AFFO CAGR of 7% in the medium-term. The trust's ongoing growth trajectory points towards a way greater growth ahead, though we remain prudent due to its very short history of operations. In terms of the dividend, the trust's latest raise was 9.1%, to an annualized rate of \$1.00. We have also utilized a 7% growth rate in our calculations, though both this and our AFFO/share estimate are likely to change as the trust evolves.

<sup>1</sup> Estimated dates based on past dividend dates.

<sup>2</sup> For the Period from January 1<sup>st</sup>, 2019 to November 25<sup>th</sup>, 2019.

<sup>3</sup> Share count is in millions.

*Disclosure: This analyst has no position in the security discussed in this research report, and no plans to initiate one in the next 72 hours.*



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## Valuation Analysis

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	Now	2026
Avg. P/AFFO	---	---	---	---	---	---	---	---	---	14.4	<b>12.6</b>	<b>12.6</b>
Avg. Yld.	---	---	---	---	---	---	---	---	---	5.6%	<b>5.4%</b>	<b>5.4%</b>

Alpine’s valuation multiple currently stands at around 12.6X the trust’s underlying AFFO. Considering the trust’s rapid growth and above-average yield, the stock seems relatively undervalued vs. its peers. We believe this is mainly attributable to its brief history both in terms of its operations and time as a publically traded security, which may discourage some investors from allocating capital. While we believe the stock deserves a premium relative to its growth, we assume a constant valuation ahead to account for any unforeseen risks before the trust matures further.

## Safety, Quality, Competitive Advantage, & Recession Resiliency

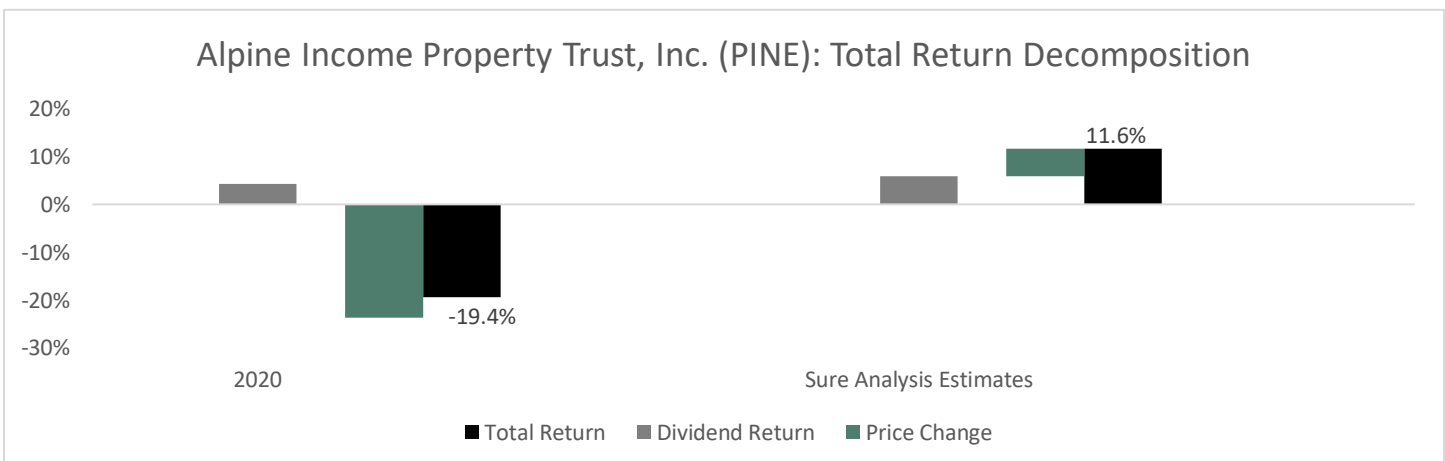
Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
Payout	---	---	---	---	---	---	---	---	64%	79%	<b>68%</b>	<b>68%</b>

We consider Alpine’s dividend to be relatively safe considering the comfortable payout ratio and the trust’s latest per-share increase of 9.1%. Alpine’s qualities include fantastic cash flow visibility backed by multi-year leases, contractually embedded rent hikes that counter inflation, low-cost financing, and an experienced management team backed by the much larger REIT, CTO. Further, no State and no tenant-type account for more than 11% and 14% of total rental revenues. Additionally, a large chunk of the trust’s tenants comprises investment-grade firms, with Wells Fargo, Hilton, and Dollar General accounting for 11%, 9%, and 7% of total rental revenues, respectively. Finally, few companies can claim 100% occupancy levels. For these reasons, we believe the trust would perform resiliently during a recession, but note that it has not been tested under a prolonged one. We don’t note any particular competitive advantages apart from the combination of qualities mentioned above as a whole distinguishing Alpine amongst its peers.

## Final Thoughts & Recommendation

Overall, Alpine Income Property Trust seems like a high-quality REIT, with excellent characteristics despite its short trading history. We forecast annualized returns of around 11.6% in the medium term, powered by the REIT’s dividend, our AFFO/share and DPS growth rate assumptions of 7%, and stable valuation expectations. Returns are likely to be greater based on the trust’s ongoing performance trajectory, though we remain conservative due to Alpine’s lack of a longer track record to show.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Revenue							8	12		19
Gross Profit							7	10		17
Gross Margin							82.6%	86.2%		88.0%
SG&A Exp.							1	1		5
D&A Exp.							3	5		10
Operating Profit							3	4		2
Operating Margin							36.7%	34.3%		12.1%
Net Profit							3	4		1
Net Margin							33.3%	34.3%		5.1%
Free Cash Flow							5	6		9
Income Tax										

## Balance Sheet Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Total Assets							126	127	164	262
Cash & Equivalents							0	0	12	2
Goodwill & Int. Ass.							12	11	22	37
Total Liabilities							6	2	3	112
Accounts Payable									0	0
Long-Term Debt							-	-		106
Shareholder's Equity							120	124	138	127
D/E Ratio							-	-		0.84

## Profitability & Per Share Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Return on Assets								3.2%		0.5%
Return on Equity								3.3%		0.7%
ROIC								3.3%		0.5%
Shares Out.									7.9	7.6
Revenue/Share							0.93	1.28		2.18
FCF/Share							0.58	0.62		1.07

Note: All figures in millions of U.S. Dollars unless per share or indicated otherwise.

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