



# UMH Properties (UMH)

Updated August 8<sup>th</sup>, 2022 by Samuel Smith

## Key Metrics

<b>Current Price:</b>	\$20.1	<b>5 Year CAGR Estimate:</b>	12.5%	<b>Market Cap:</b>	\$1.1B
<b>Fair Value Price:</b>	\$23.7	<b>5 Year Growth Estimate:</b>	6.2%	<b>Ex-Dividend Date:</b>	8/12/22
<b>% Fair Value:</b>	85%	<b>5 Year Valuation Multiple Estimate:</b>	3.3%	<b>Dividend Payment Date:</b>	9/15/22
<b>Dividend Yield:</b>	4.0%	<b>5 Year Price Target</b>	\$32	<b>Years Of Dividend Growth:</b>	2
<b>Dividend Risk Score:</b>	F	<b>Retirement Suitability Score:</b>	D	<b>Rating:</b>	Buy

## Overview & Current Events

UMH Properties is a real estate investment trust (i.e., REIT) and is one of the largest manufactured housing landlords in the United States. It was founded in 1968 and currently owns tens of thousands of developed sites and over one hundred communities located across the midwestern and northeastern United States.

On August 3<sup>rd</sup>, 2022, UMH Properties reported Q2 results. UMH properties reported a net loss of \$0.41 compared to net income of \$0.18 in the year-ago period. Normalized FFO per share stood at \$0.16, down from \$0.22 in the year-ago period. Q2 revenue increased 0.5% year-over-year to \$49.22 million. Rental and Related Income increased by 7%, same property occupancy increased remained at 86.7%, same property net operating income increased by 5%, and community net operating income increased by 5% year-over-year. During the quarter, UMH issued and sold ~2.4 million shares of common stock via its At-the-Market Sales Programs at a weighted average price of \$24.29. Meanwhile, net debt to total market capitalization decreased to 19.4% at quarter-end from 21.7% quarter-over-quarter.

## Growth on a Per-Share Basis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
<b>FFO/S</b>	\$0.62	\$0.61	\$0.55	\$0.55	\$0.75	\$0.72	\$0.73	\$0.63	\$0.70	\$0.87	<b>\$0.83</b>	<b>\$1.25</b>
<b>NAV/S</b>	NA	\$9.79	\$9.52	\$9.89	\$13.10	\$16.08	\$17.73	\$16.42	\$16.83	\$25.78	<b>\$23.72</b>	<b>\$32.00</b>
<b>DPS</b>	\$0.72	\$0.72	\$0.72	\$0.72	\$0.72	\$0.72	\$0.72	\$0.72	\$0.72	\$0.76	<b>\$0.80</b>	<b>\$0.90</b>
<b>Shares<sup>1</sup></b>	17.1	20.8	24.4	27.1	29.4	35.5	38.3	41.1	41.9	49.0	<b>54.7</b>	<b>55.0</b>

UMH Properties has managed to grow its net asset value (NAV) per share at an attractive rate in recent years and we expect it to be able to continue doing so for the foreseeable future. UMH Properties' average occupancy rate is now reaching levels that will give management greater pricing power over tenants, thereby delivering better same property net operating income growth.

Additionally, its preferred shares are trading at levels that will enable the company to redeem and reissue them at significantly lower yields, thereby improving the company's FFO-per-share metrics while also improving the cost of capital.

Last, but not least, UMH Properties still owns a large portfolio of undeveloped land that it plans to develop in the coming years which will drive FFO per share and NAV per share growth in the coming years. The REIT also has a sizable portfolio that can be liquidated as needed to drive accretive growth investments. Overall, we expect NAV per share to grow at a 6.2% annualized clip over the next half decade.

## Valuation Analysis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	Now	2027
<b>P/NAV</b>	NA	0.95	1.00	1.03	1.11	0.93	0.67	0.94	0.90	0.93	<b>0.85</b>	<b>1.00</b>
<b>Avg. Yld.</b>	7.1%	7.7%	7.6%	7.1%	5.0%	4.8%	6.0%	4.6%	4.8%	3.2%	<b>4.0%</b>	<b>2.8%</b>

<sup>1</sup> In millions

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UMH Properties is growing and is set to continue doing so at a solid clip. Furthermore, the balance sheet and portfolio stability have also recently improved materially. As a result, despite some legitimate concerns about the publicly traded REIT portfolio's past performance and current constitution, we believe that this REIT deserves to trade in line with its net asset value. As a result, we expect multiple expansion over the next five years.

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

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
Payout	116%	118%	131%	131%	96%	100%	99%	114%	103%	85%	96%	72%

Given that manufactured homes tend to be lower price point housing, they are quite resilient in the face of economic downturns. As a result, we view UMH Properties as a recession resilient business. This played out in 2020 when FFO and NAV per share both grew year-over-year, and the dividend payout level was maintained despite the COVID-19 disruption to the economy. That said, it is important to keep in mind that UMH Properties' communities are located in midwestern and northeastern regions that would likely be more significantly impacted by a protracted recession, so the REIT is not totally recession proof.

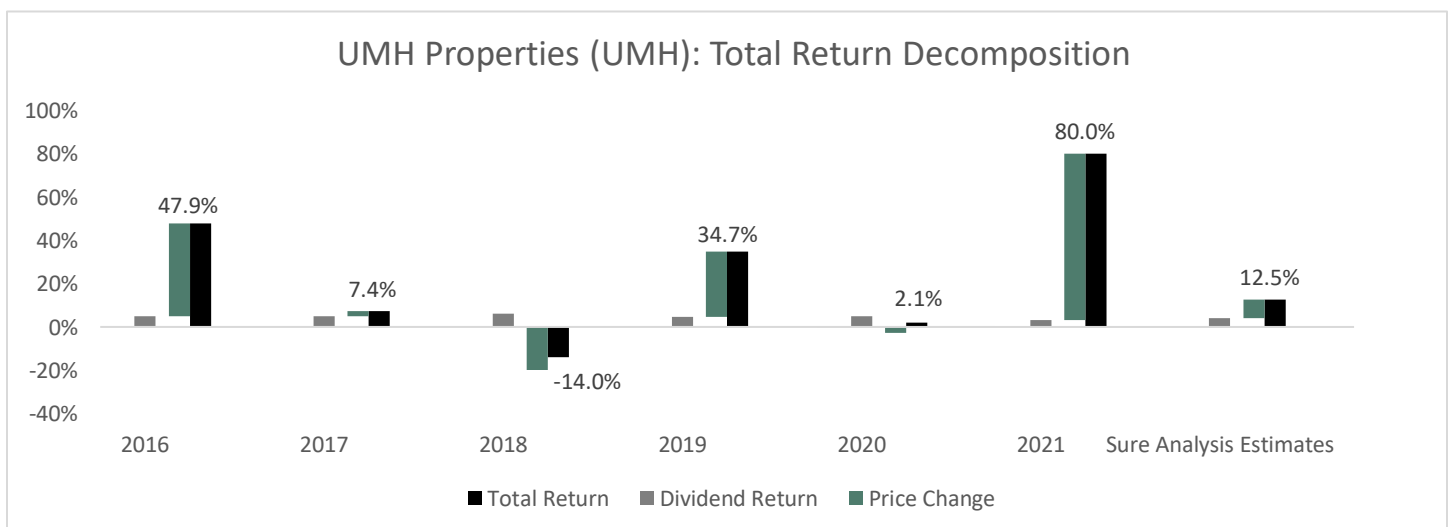
Given that management recently raised the dividend, and it remains sufficiently covered by FFO-per-share with significant growth on the way, we believe the dividend is quite safe for the foreseeable future and is in fact likely to see additional growth in the years to come.

Another risk to keep in mind is that UMH Properties holds a significant publicly traded REIT portfolio of its own. As a result, investors in UMH are not merely buying its manufactured community housing portfolio but are also adding exposure to the REIT names in UMH's portfolio. Given the mixed results of UMH's REIT investing performance, it is uncertain if this approach is adding or detracting value from shareholders and, in a sharp market selloff – investors could see NAV fall faster than it would otherwise.

## Final Thoughts & Recommendation

UMH Properties is an emerging dividend growth REIT that currently offers an attractive and safe 4% dividend yield with mid-single digit annualized FFO per share growth potential. Additionally, the REIT is quite recession resistant, making it a pretty decent risk-adjusted investment at current prices. Overall, we rate shares a Buy as our annualized total return projection is very good at 12.5%.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>Revenue</b>	47	62	71	82	99	113	130	147	164	186
<b>Gross Profit</b>	18	26	32	39	50	56	65	72	86	98
<b>Gross Margin</b>	39.2%	41.6%	44.8%	48.3%	50.5%	50.0%	50.1%	49.1%	52.6%	52.6%
<b>SG&amp;A Exp.</b>	8	9	9	10	11	13	15	15	16	19
<b>D&amp;A Exp.</b>	7	12	15	19	23	28	32	37	42	45
<b>Operating Profit</b>	3	6	7	10	16	16	19	20	28	34
<b>Operating Margin</b>	7.4%	9.1%	10.4%	12.8%	16.2%	14.2%	14.3%	13.6%	17.3%	18.2%
<b>Net Profit</b>	6	6	4	2	12	13	(36)	28	5	51
<b>Net Margin</b>	13.8%	9.4%	5.9%	2.6%	11.6%	11.2%	-27.9%	18.9%	3.1%	27.5%
<b>Free Cash Flow</b>	9	11	24	26	29	41	40	39	67	65

## Balance Sheet Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>Total Assets</b>	300	408	478	600	680	824	881	1,025	1,089	1,271
<b>Cash &amp; Equivalents</b>	11	8	8	7	4	23	7	13	15	116
<b>Inventories</b>	12	14	12	14	17	18	24	32	25	24
<b>Total Liabilities</b>	125	217	269	354	363	403	456	479	588	529
<b>Accounts Payable</b>	1	2	2	3	3	3	4	5	4	4
<b>Long-Term Debt</b>	119	210	260	341	351	390	439	457	558	499
<b>Shareholder's Equity</b>	83	99	117	110	130	182	136	141	94	280
<b>LTD/E Ratio</b>	0.68	1.10	1.25	1.38	1.11	0.92	1.03	0.84	1.11	0.67

## Profitability & Per Share Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>Return on Assets</b>	2.5%	1.6%	1.0%	0.4%	1.8%	1.7%	-4.2%	2.9%	0.5%	4.3%
<b>Return on Equity</b>	8.3%	6.4%	3.9%	1.9%	9.6%	8.1%	-22.8%	20.0%	4.3%	27.3%
<b>ROIC</b>	2.5%	1.7%	1.0%	0.4%	1.8%	1.7%	-4.3%	3.0%	0.5%	4.4%
<b>Shares Out.</b>	17.1	20.8	24.4	27.1	29.4	35.5	38.3	41.1	41.9	49.0
<b>Revenue/Share</b>	2.88	3.31	3.18	3.14	3.57	3.45	3.51	3.65	3.95	3.92
<b>FCF/Share</b>	0.56	0.60	1.08	0.99	1.05	1.25	1.09	0.96	1.61	1.37

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

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