



# Broadmark Realty Capital (BRMK)

Updated November 13<sup>th</sup>, 2022 by Nathan Parsh

## Key Metrics

<b>Current Price:</b>	\$5.23	<b>5 Year CAGR Estimate:</b>	16.6%	<b>Market Cap:</b>	\$695 M
<b>Fair Value Price:</b>	\$6.10	<b>5 Year Growth Estimate:</b>	3.0%	<b>Ex-Dividend Date:</b>	11/29/22 <sup>1</sup>
<b>% Fair Value:</b>	86%	<b>5 Year Valuation Multiple Estimate:</b>	3.1%	<b>Dividend Payment Date:</b>	12/15/22 <sup>2</sup>
<b>Dividend Yield:</b>	16.1%	<b>5 Year Price Target</b>	\$7.07	<b>Years Of Dividend Growth:</b>	1
<b>Dividend Risk Score:</b>	F	<b>Retirement Suitability Score:</b>	C	<b>Rating:</b>	Buy

## Overview & Current Events

Broadmark Realty Capital Inc. is a real estate investment trust that provides short-term, first deed of trust loans that are secured by real estate. Customers use these loans to acquire, renovate, rehab and develop properties for both residential and commercial uses in the U.S. Broadmark Realty formed in 2010, but had its initial public offering in November of 2019. The trust has originated nearly \$3 billion of loans since forming.

On November 7<sup>th</sup>, 2022, Broadmark Realty reported third quarter results for the period ending September 30<sup>th</sup>, 2022. For the quarter, revenue decreased 11.4% to \$27.1 million, which was \$1.42 million below estimates. Adjusted earnings per share of \$0.14 compared to \$0.16 in the prior year and was \$0.02 less than expected.

Quarterly interest income totaled \$20.7 million and fee income was \$6.4 million. The total loan portfolio consisted of \$1.5 billion of loans across 17 U.S. states and the District of Columbia. Broadmark Realty originated \$137.9 million of new loans and amendments for the quarter. Second quarter origination was a 30% decrease sequentially and had a weighted average loan-to-value of 59.7%. As of September 30<sup>th</sup>, 2022, Broadmark Realty had a total of \$115.4 million of loans in contractual default. Provisions for credit losses totaled \$12.3 million compares to \$2.6 million in the prior year.

We anticipate that Broadmark Realty will earn \$0.61 per share in 2022, down from \$0.62 and \$0.81 previously.

## Growth on a Per-Share Basis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
<b>EPS</b>	---	---	---	---	---	---	---	\$0.21	\$0.77	\$0.71	<b>\$0.61</b>	<b>\$0.71</b>
<b>DPS</b>	---	---	---	---	---	---	---	\$0.12	\$0.78	\$0.84	<b>\$0.84</b>	<b>\$0.84</b>
<b>Shares<sup>3</sup></b>	---	---	---	---	---	---	---	132	133	133	<b>133</b>	<b>133</b>

Broadmark Realty has been a publicly traded entity for a short period of time. That said, the trust has some impressive features. First, Broadmark Realty has very little debt outstanding, which is highly unusual for a REIT. The trust has also seen its active loan portfolio grow from \$117 million at the end of 2014 to \$1.6 billion at the end of the first quarter of 2022. Without much of a track record, we believe that a growth rate of 3% for core earnings is appropriate.

Broadmark Realty is also unusual in that it pays a monthly dividend. That said, the dividend was cut twice since the trust went public. The trust did increase its dividend 16.7% to \$0.07 for the February 12<sup>th</sup>, 2021 payment, the first such increase in Broadmark Realty's public history. Shares yield 16% at the current price, but we are not confident that this yield can be sustained if earnings do not grow. Given the volatility in the trust's dividend history, we do not anticipate dividend growth in the medium-term.

<sup>1</sup> Estimated ex-dividend date

<sup>2</sup> Estimated dividend date

<sup>3</sup> In millions of shares

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	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	Now	2027
Avg. P/E	---	---	---	---	---	---	---	---	13.1	13.3	<b>8.6</b>	<b>10.0</b>
Avg. Yld.	---	---	---	---	---	---	---	---	7.7%	8.9%	<b>16.1%</b>	<b>11.9%</b>

Shares of Broadmark Realty have fallen \$1.84, or 26%, since our August 17<sup>th</sup>, 2022 report. Based on estimates for the year, Broadmark Realty trades with a price-earnings-ratio of 8.6. We have a 2027 target price-to-earnings ratio of 10. We feel that this incorporates the positives for the trust, but also takes into account the short period of time it has been a publicly traded entity. Reverting to our 2027 valuation target would add 3.1% to annual returns over the medium-term.

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

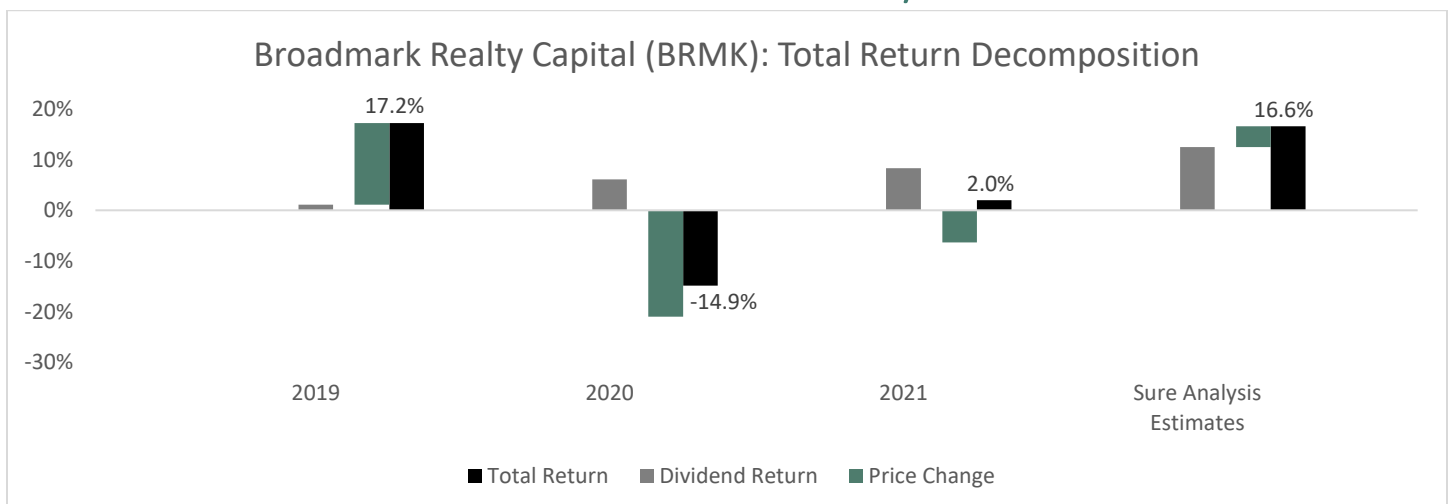
Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
Payout	---	---	---	---	---	---	---	57%	101%	118%	<b>138%</b>	<b>119%</b>

Broadmark Realty's lack of meaningful debt is a significant advantage. The trust uses cash on its balance sheet to make acquisitions as opposed to many REITs which use debt to fund purchases. This keeps Broadmark Realty from having to pay interest expense. The trust's weighted average loan-to-value is now above 61% which allows Broadmark Realty to take possession of properties in default with a sizeable amount of equity built in. This should enable the trust to recover a large portion of potential losses. Broadmark Realty is far from recession tested, but the lack of loans originated during COVID-19 restrictions could be a sign of what may happen during a deep recession. The trust's portfolio is split almost evenly as residential loans comprise 55% of the portfolio with commercial making up the remainder. However, Broadmark Realty's properties are highly concentrated in the Pacific Northwest and Mountain West, where 97% of residential loans are located.

## Final Thoughts & Recommendation

Shares of Broadmark Realty are expected to return 16.6% annually through 2027, up from our previous estimate of 10.0%. Our projected return stems from a 3% earnings growth rate, the starting yield of 16.1%, and a single-digit tailwind from multiple expansion. Broadmark Realty's loan origination declined sequentially and the trust saw a surge in provisions for credit losses. We continue to rate shares of Broadmark Realty as a buy, but note that the stock is likely best for those with a higher tolerance for risk, especially when it comes to income.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Revenue	---	---	---	---	---	52	96		122	121
Operating Profit	---	---	---	---	---	45	82		85	88
Op. Margin	---	---	---	---	---	86.9%	85.4%		69.3%	72.7%
Net Profit	---	---	---	---	---	45	82		90	82
Net Margin	---	---	---	---	---	86.9%	85.3%		73.7%	68.4%
Free Cash Flow	---	---	---	---	---	48	82		64	64
Income Tax	---	---	---	---	---	-	0		-	-

## Balance Sheet Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Total Assets	---	---	---	---	---		718	1,209	1,187	1,271
Cash & Equivalents	---	---	---	---	---		112	238	223	133
Goodwill & Int.	---	---	---	---	---		-	137	137	137
Total Liabilities	---	---	---	---	---		33	24	13	123
Accounts Payable	---	---	---	---	---		2	8	5	8
Long-Term Debt	---	---	---	---	---	-	-		-	97
Total Equity	---	---	---	---	---		0	1,184	1,174	1,148
LTD/E Ratio	---	---	---	---	---		-		-	0.08

## Profitability & Per Share Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Return on Assets	---	---	---	---	---				9.5%	6.7%
Return on Equity	---	---	---	---	---				7.7%	7.1%
ROIC	---	---	---	---	---				9.7%	6.8%
Shares Out.	---	---	---	---	---			132	133	133
Revenue/Share	---	---	---	---	---	0.40	0.73		0.93	0.91
FCF/Share	---	---	---	---	---	0.36	0.62		0.48	0.48

Notes: All figures in millions of U.S. Dollars unless per share or indicated otherwise. Third page numbers are not included for Broadmark Realty Capital due to the company's short history since its IPO.

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