



UMH Properties (UMH)

Updated November 13th, 2023 by Samuel Smith

Key Metrics

Current Price:	\$14.1	5 Year CAGR Estimate:	19.5%	Market Cap:	\$963 M
Fair Value Price:	\$22.1	5 Year Growth Estimate:	6.0%	Ex-Dividend Date:	2/14/24 ¹
% Fair Value:	64%	5 Year Valuation Multiple Estimate:	9.4%	Dividend Payment Date:	3/15/24 ¹
Dividend Yield:	5.8%	5 Year Price Target	\$30	Years Of Dividend Growth:	3
Dividend Risk Score:	F	Retirement Suitability Score:	D	Rating:	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 November 8th, 2023, UMH Properties, Inc. reported its financial results for the third quarter ended September 30, 2023. The company saw a 7.9% increase in total income, reaching \$56.0 million, compared to \$51.9 million in the same quarter of 2022. However, the Net Loss Attributable to Common Shareholders was \$5.8 million or \$0.09 per diluted share, compared to a net loss of \$9.7 million or \$0.18 per diluted share in 2022, showing a significant improvement. The Normalized Funds from Operations (FFO) attributable to common shareholders were \$14.4 million or \$0.22 per diluted share, up from \$13.1 million or \$0.24 per diluted share in 2022, and representing a sequential increase of 4.8% from the second quarter of 2023.

The rental and related income grew by 12.2%, and Community Net Operating Income (NOI) increased by 15.8%. This period also saw a 12.9% rise in Same Property NOI and a notable jump in Same Property Occupancy from 86.3% to 88.4%. The Same Property expense ratio improved significantly, dropping from 42.1% in the previous year's quarter to 40.6%. The rental home portfolio expanded impressively, with an addition of 245 homes since June 30, 2023, and 779 homes since the end of 2022, bringing the total to approximately 9,900 homes, an 8.6% increase. The company's successful issuance and sale of around 2.8 million shares of Common Stock and about 578,000 shares of Series D Preferred Stock through their At-the-Market Sale Program generated substantial gross proceeds. Additionally, the revolving line of credit was expanded from \$20 million to \$35 million.

Growth on a Per-Share Basis

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
FFO/S	\$0.61	\$0.55	\$0.55	\$0.75	\$0.72	\$0.73	\$0.63	\$0.70	\$0.87	\$0.85	\$0.86	\$1.15
NAV/S	\$9.79	\$9.52	\$9.89	\$13.10	\$16.08	\$17.73	\$16.42	\$16.83	\$25.78	\$22.66	\$22.09	\$29.50
DPS	\$0.72	\$0.72	\$0.72	\$0.72	\$0.72	\$0.72	\$0.72	\$0.72	\$0.76	\$0.80	\$0.82	\$1.00
Shares¹	21.4	24.9	27.1	30.1	36.1	38.8	41.2	42.4	52.0	59.6	66.4	65.0

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

¹ In millions

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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 6.0% annualized clip over the next half decade.

Valuation Analysis

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Now	2028
P/NAV	0.95	1.00	1.03	1.11	0.93	0.67	0.94	0.90	0.93	0.74	0.64	1.00
Avg. Yld.	7.7%	7.6%	7.1%	5.0%	4.8%	6.1%	4.7%	4.8%	3.2%	4.8%	5.8%	3.4%

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, we believe that this REIT deserves to trade in line with its net asset value. Given this, we expect significant multiple expansion over the next five years.

Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
Payout	118%	131%	131%	96%	100%	99%	114%	103%	87%	94%	95%	87%

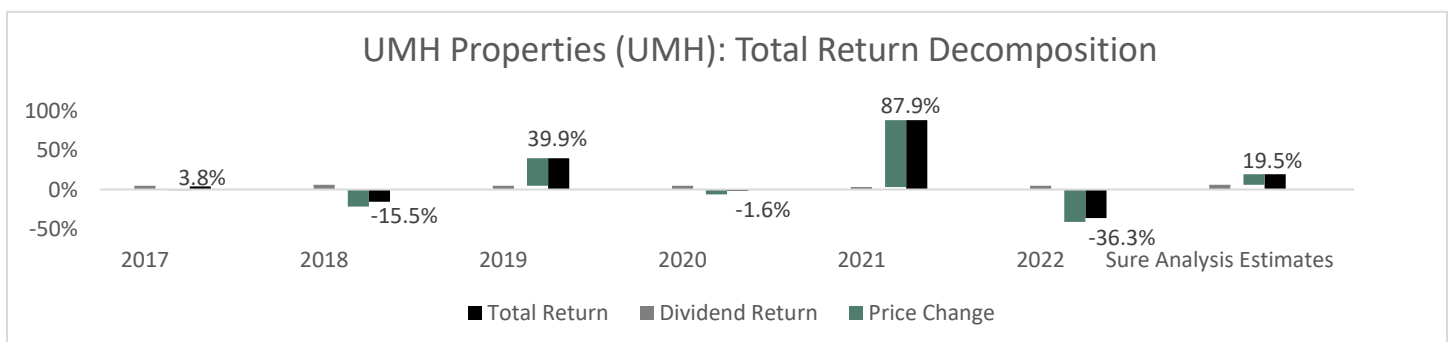
Given that manufactured homes tend to be lower price point housing, they are quite resilient in the face of economic downturns. As a result, we view UMH Properties as a recession resilient business. This played out in 2020 when FFO and NAV per share both grew year-over-year, and the dividend payout level 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 5.8% 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 19.5%.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Revenue	62	71	82	99	113	130	147	164	186	196
Gross Profit	26	32	39	50	56	65	72	86	98	103
Gross Margin	41.6%	44.8%	48.3%	50.5%	50.0%	50.1%	49.1%	52.6%	52.6%	52.4%
SG&A Exp.	9	9	10	11	13	15	15	16	19	24
D&A Exp.	12	15	19	23	28	32	37	42	45	49
Operating Profit	6	7	10	16	16	19	20	28	34	30
Operating Margin	9.1%	10.4%	12.8%	16.2%	14.2%	14.3%	13.6%	17.3%	18.2%	15.1%
Net Profit	6	4	2	12	13	(36)	28	5	51	(5)
Net Margin	9.4%	5.9%	2.6%	11.6%	11.2%	-27.9%	18.9%	3.1%	27.5%	-2.5%
Free Cash Flow	11	24	26	29	41	40	39	67	65	(8)

Balance Sheet Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Total Assets	408	478	600	680	824	881	1,025	1,089	1,271	1,345
Cash & Equivalents	8	8	7	4	23	7	13	15	116	30
Inventories	14	12	14	17	18	24	32	25	24	88
Total Liabilities	217	269	354	363	403	456	479	588	529	793
Accounts Payable	2	2	3	3	3	4	5	4	4	6
Long-Term Debt	210	260	341	351	390	439	457	558	499	762
Shareholder's Equity	99	117	110	130	182	136	141	94	280	324
LTD/E Ratio	1.10	1.25	1.38	1.11	0.92	1.03	0.84	1.11	0.67	1.39

Profitability & Per Share Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Return on Assets	1.6%	1.0%	0.4%	1.8%	1.7%	-4.2%	2.9%	0.5%	4.3%	-0.4%
Return on Equity	6.4%	3.9%	1.9%	9.6%	8.1%	-22.8%	20.0%	4.3%	27.3%	-1.6%
ROIC	1.7%	1.0%	0.4%	1.8%	1.7%	-4.3%	3.0%	0.5%	4.4%	-0.4%
Shares Out.	20.8	24.4	27.1	29.4	35.5	38.3	41.1	41.9	49.0	59.6
Revenue/Share	3.31	3.18	3.14	3.57	3.45	3.51	3.65	3.95	3.92	3.60
FCF/Share	0.60	1.08	0.99	1.05	1.25	1.09	0.96	1.61	1.37	(0.15)

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

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