



Equity Residential (EQR)

Updated February 15th, 2024 by Samuel Smith

Key Metrics

Current Price:	\$60	5 Year CAGR Estimate:	11.7%	Market Cap:	\$23.6B
Fair Value Price:	\$70	5 Year Growth Estimate:	5.2%	Ex-Dividend Date:	3/29/2024 ¹
% Fair Value:	86%	5 Year Valuation Multiple Estimate:	3.0%	Dividend Payment Date:	4/12/2024 ²
Dividend Yield:	4.4%	5 Year Price Target	\$90	Years Of Dividend Growth:	3
Dividend Risk Score:	F	Retirement Suitability Score:	D	Rating:	Buy

Overview & Current Events

Equity Residential is one of the largest U.S. publicly traded owners and operators of high-quality rental apartment properties with a portfolio primarily located in urban and dense suburban communities. The trust's properties are located in affluent areas around Boston, New York, Washington, D.C., Southern California, San Francisco, Seattle, and Denver.

Equity Residential (EQR) released its Q4 2023 earnings report on January 31, 2024, revealing a mix of solid operational performance and strategic financial management against a backdrop of evolving market conditions. EQR reported a normalized Funds from Operations (FFO) per share of \$1.00 for the fourth quarter. This performance underscores robust same-store revenue growth, evidencing the company's resilient operational capabilities. Year-over-year, the normalized FFO per share saw a 6.4% increase from 94 cents, supported by a 4% rise in rental income. The full-year normalized FFO per share stood at \$3.78, exceeding the previous year's tally of \$3.52. This growth was propelled by a 5.1% increase in total revenues to \$2.87 billion, showcasing Equity Residential's strong financial health and operational efficiency. Operational highlights for Q4 2023 included a 3.9% increase in same-store revenues year over year and a 5% rise in same-store Net Operating Income (NOI), illustrating effective cost management and revenue optimization strategies. The average rental rate for the quarter rose by 4% year over year to \$3,073, with the physical occupancy rate for the same-store portfolio remaining stable at 95.8%. Reflecting on the broader strategic context, Equity Residential did not acquire any new properties during the quarter but sold three properties in key West Coast markets (San Francisco, Seattle, and Los Angeles), comprising 499 apartment units for \$184.5 million. This move is indicative of EQR's strategic reallocation and optimization of its property portfolio. Looking ahead to 2024, Equity Residential provided guidance projecting a normalized FFO per share in the range of \$3.80 to \$3.90, reflecting the company's optimism about its operational resilience and strategic positioning amid anticipated economic slowing. This guidance also encompasses expectations for same-store revenue growth of 2.0-3.0%, an expense increase of 3.5-4.5%, and an NOI expansion of 1.0-2.6%, with physical occupancy projected at 95.9%.

Growth on a Per-Share Basis

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2029
FFO/S	\$3.15	\$3.64	\$3.09	\$3.28	\$3.27	\$3.53	\$3.33	\$2.99	\$3.52	\$3.78	\$3.87	\$4.98
DPS	\$2.00	\$2.21	\$10.02 ³	\$2.02	\$2.16	\$2.27	\$2.15	\$2.41	\$2.50	\$2.65	\$2.65	\$3.22
Shares⁴	363.8	365.1	367.1	368.2	369.9	372.0	372.7	375.9	378.6	379.3	379.3	380.0

Equity residential properties are located in some of America's most affluent markets, which results in relatively robust rental collections due to the high quality of the trust's tenants. Additionally, these locations have consistently seen increasing pricing trends. We forecast FFO/share CAGR of 5.2% in the medium-term, following the strong rebound in residential occupancy and overall pricing. The trust had slashed its dividend back during the great financial crisis. In

¹ Estimated dates based on past dividend dates

² Estimated dates based on past dividend dates

³ Includes \$8.00 of special dividends amid sale of non-core assets.

⁴ 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.



Equity Residential (EQR)

Updated February 15th, 2024 by Samuel Smith

2016, the base rate dividend was “cut” again due to the trust divesting some of its non-core assets and paying shareholders a massive dividend with the proceeds. Since then, the dividend has grown annually before suffering a slight cut in 2020 due to uncertainty surrounding COVID-19. Moving forward, we expect solid dividend per share growth to continue.

Valuation Analysis

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Now	2029
P/FFO	20	20.6	21.7	19.8	19.3	23.8	16.8	29.5	18.1	15.8	15.5	18.0
Avg. Yld.	3.2%	2.9%	14.9%	3.1%	3.4%	2.7%	3.8%	2.7%	3.9%	4.4%	4.4%	3.6%

Due to the stable performance of Equity Residential over the past decade, its shares have traded at a consistent valuation multiple of around 20 times the underlying FFO. However, we have reduced our fair value multiple to 18 times FFO due to rising interest rates. While the trust’s performance has recovered in the wake of COVID-19, the stock price remains somewhat undervalued, trading at 15.5 times its forward FFO. As a result, we expect meaningful valuation multiple expansion over the next half-decade.

Safety, Quality, Competitive Advantage, & Recession Resiliency

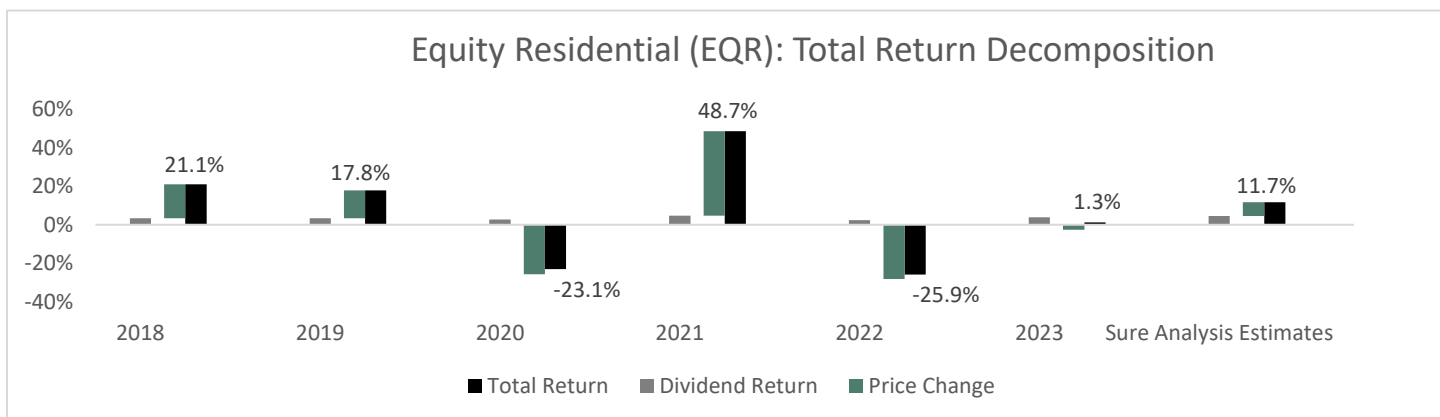
Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2029
Payout	63%	61%	324%	62%	66%	64%	65%	81%	71%	70%	68%	65%

The business is quite defensive against recessions given that residential real estate is an essential service and moving from one residence to another is generally viewed as highly inconvenient. As a result, tenants tend to prioritize paying their rent over non-essential spending during an economic downturn. Moreover, EQR’s balance sheet is quite strong, and its payout ratio is quite conservative at current levels. As a result, its dividend should be sustainable through an economic downturn and the REIT will likely be able to continue growing its dividend for the foreseeable future. Overall, the trust operates in a highly competitive market. However, management’s proven expertise should partially offset this risk. A prolonged recession in which individuals see their salaries declining could easily damage the trust’s performance following reduced rents, poor rental collections, and possible move-outs to cheaper areas.

Final Thoughts & Recommendation

Equity Residential has produced strong returns over the years and its multifamily real estate portfolio is high quality and well-managed. Overall, we expect annualized total returns of around 11.7% over the next half-decade, powered by our estimated growth, valuation multiple expansion, and the 4.4% dividend yield. As a result, we rate EQR a Buy.

Total Return Breakdown by Year



[Click here to rate and review this research report. Your feedback is important to us.](#)

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.



Equity Residential (EQR)

Updated February 15th, 2024 by Samuel Smith

Income Statement Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Revenue	2,615	2,745	2,426	2,471	2,578	2,701	2,572	2,464	2,735	2,874
Gross Profit	1,731	1,840	1,620	1,645	1,698	1,792	1,655	1,515	1,753	1,827
Gross Margin	66.2%	67.0%	66.8%	66.6%	65.9%	66.4%	64.4%	61.5%	64.1%	63.6%
SG&A Exp.	51	65	58	52	54	53	48	57	59	61
D&A Exp.	762	769	709	748	790	843	832	851	894	902
Operating Profit	922	1,009	856	849	859	909	786	620	812	878
Operating Margin	35.2%	36.8%	35.3%	34.4%	33.3%	33.6%	30.6%	25.2%	29.7%	30.6%
Net Profit	631	870	4,292	603	658	970	914	1,333	777	835
Net Margin	24.1%	31.7%	177%	24.4%	25.5%	35.9%	35.5%	54.1%	28.4%	29.1%
Free Cash Flow	1,080	1,111	985	1,035	1,157	1,267	1,099	1,092	1,223	1,199
Income Tax	1	1	2	0	1	(2)	1	1	1	1

Balance Sheet Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Total Assets	22,951	23,110	20,704	20,571	20,394	21,173	20,287	21,169	20,218	20,035
Cash & Equivalents	40	42	77	51	47	46	43	124	54	51
Total Liabilities	11,742	11,847	9,801	9,730	9,615	10,165	9,184	9,483	8,517	8,456
Accounts Payable	154	187	147	115	102	94	107	107	96	104
Long-Term Debt	10,845	10,921	8,987	8,957	8,818	9,037	8,044	8,341	7,426	7,390
Shareholder's Equity	10,318	10,433	10,192	10,205	10,136	10,278	10,488	10,918	11,136	11,049
LTD/E Ratio	1.05	1.04	0.88	0.87	0.87	0.88	0.76	0.76	0.66	0.67

Profitability & Per Share Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Return on Assets	2.8%	3.8%	19.6%	2.9%	3.2%	4.7%	4.4%	6.4%	3.8%	4.2%
Return on Equity	5.6%	7.7%	38.7%	5.6%	6.1%	8.9%	8.3%	11.7%	6.6%	7.2%
ROIC	2.9%	3.9%	20.4%	3.0%	3.3%	4.9%	4.7%	6.8%	4.0%	4.4%
Shares Out.	363.8	365.1	367.1	368.2	369.9	372.0	372.7	375.9	378.6	379.3
Revenue/Share	6.92	7.21	6.35	6.46	6.72	6.99	6.66	6.35	7.02	7.35
FCF/Share	2.86	2.92	2.58	2.71	3.02	3.28	2.85	2.81	3.14	3.07

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

Disclaimer

Nothing presented herein is, or is intended to constitute, specific investment advice. Nothing in this research report should be construed as a recommendation to follow any investment strategy or allocation. Any forward-looking statements or forecasts are based on assumptions and actual results are expected to vary from any such statements or forecasts. No reliance should be placed on any such statements or forecasts when making any investment decision. While Sure Dividend has used reasonable efforts to obtain information from reliable sources, we make no representations or warranties as to the accuracy, reliability or completeness of third-party information presented herein. No guarantee of investment performance is being provided and no inference to the contrary should be made. There is a risk of loss from an investment in marketable securities. Past performance is not a guarantee of future performance.