



Clipper Properties (CLPR)

Updated May 11th, 2024 by Samuel Smith

Key Metrics

Current Price:	\$4.0	5 Year CAGR Estimate:	18.6%	Market Cap:	\$178 M
Fair Value Price:	\$5.8	5 Year Growth Estimate:	4.5%	Ex-Dividend Date:	5/20/24
% Fair Value:	69%	5 Year Valuation Multiple Estimate:	7.6%	Dividend Payment Date:	5/30/24
Dividend Yield:	9.5%	5 Year Price Target	\$7	Years Of Dividend Growth:	0
Dividend Risk Score:	D	Retirement Suitability Score:	B	Rating:	Buy

Overview & Current Events

Clipper Properties is a Real Estate Investment Trust, or REIT, that was founded by the merger of four pre-existing real estate companies. The founders retain about 2/3 of the ownership and votes today as they have never sold a share, thereby causing some corporate governance concerns but also giving investors knowledge that the insiders are heavily incentivized to look out for shareholder interests. Clipper Properties owns commercial (primarily multifamily and office with a small sliver of retail) real estate across New York City.

Clipper Realty Inc. (CLPR), a prominent owner and operator of multifamily residential and commercial properties in the New York metropolitan area, disclosed its financial and operational performance for the first quarter ending March 31, 2024. The quarter witnessed several notable achievements, including record quarterly revenues of \$35.8 million and income from operations reaching \$9.1 million, alongside record net operating income (NOI) of \$20.2 million. Despite these successes, the company reported a quarterly net loss of \$2.7 million, though adjusted funds from operations (AFFO) stood strong at \$5.9 million. David Bistricher, Co-Chairman and CEO, highlighted the company's growth in revenue and NOI, attributing it to strong occupancy rates and increasing rental demand. Bistricher also outlined ongoing projects, such as the Dean Street development, which is progressing ahead of schedule. Financially, revenues increased by \$2.1 million, driven by higher rental rates across residential properties. However, commercial income slightly decreased due to expiring leases. The net loss for the quarter improved compared to the previous year, primarily due to factors like increased rental revenue and lower real estate taxes. Despite these gains, the company experienced higher property operating expenses and general and administrative expenses. Looking at the balance sheet, notes payable amounted to \$1,239.0 million, reflecting an increase primarily attributed to draws made on the Dean Street development project.

Growth on a Per-Share Basis

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2029
AFFO/S	---	---	---	\$0.38	\$0.45	\$0.50	\$0.38	\$0.37	\$0.45	\$0.53	\$0.73	\$0.80
NAV/S	---	---	---	NA	NA	\$18.12	\$15.39	\$12.85	\$13.20	\$10.95	\$6.41	\$8.00
DPS	---	---	---	\$0.38	\$0.38	\$0.38	\$0.38	\$0.38	\$0.38	\$0.38	\$0.38	\$0.40
Shares¹	---	---	---	17.8	17.8	17.8	16.1	16.1	16.1	16.1	16.1	16.1

Over the course of its relatively young history, Clipper Properties has struggled to generate adjusted funds from operation (AFFO) per share growth, though this is largely due to COVID-19 headwinds in 2020 that carried over to 2021. Prior to COVID-19 breaking out, AFFO per share had increased from \$0.38 in 2017 to \$0.50 in 2019, reflecting impressive 14.7% annualized growth over a two-year period. COVID-19 also decimated Clipper Properties' net asset value (NAV) per share as the appraised value of commercial real estate in New York City plummeted due to falling demand. We expect this to bounce back significantly over the next half-decade as COVID-19 headwinds lift and New York City regains much of its pre-COVID-19 luster as one of the greatest cities in the world. AFFO per share and NAV per share began to rebound in 2022 and we expect that to continue moving forward though the trust is currently facing headwinds from rising interest rates. As a result, we project 4.5% annualized NAV per share growth over the next half decade. Given that the

¹ In millions

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dividend was barely covered by cash flows in 2020 and 2021 and that shares currently trade at a steep discount to NAV, we do not expect management to raise the dividend for the foreseeable future. Instead, they will likely use any extra cash flows for strengthening the balance sheet and other equity purposes given that the REIT's cost of capital is high.

Valuation Analysis

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Now	2029
P/NAV	---	---	---	---	---	0.72	0.45	0.77	0.57	0.41	0.62	0.90
Avg. Yld.	---	---	---	3.80%	3.80%	2.00%	5.5%	3.8%	5.1%	8.5%	9.5%	5.6%

Clipper Properties has not traded at a premium to NAV in its recent history, has a concentrated ownership structure that renders the investing public powerless, and is entirely concentrated in New York City which continues to face headwinds. Therefore, we believe the shares should trade at a slight discount to NAV and assign it a fair value multiple of 0.9. Given that shares currently trade at just ~62% of NAV, we expect the REIT to enjoy very strong multiple expansion as a boost to total returns for the foreseeable future.

Safety, Quality, Competitive Advantage, & Recession Resiliency

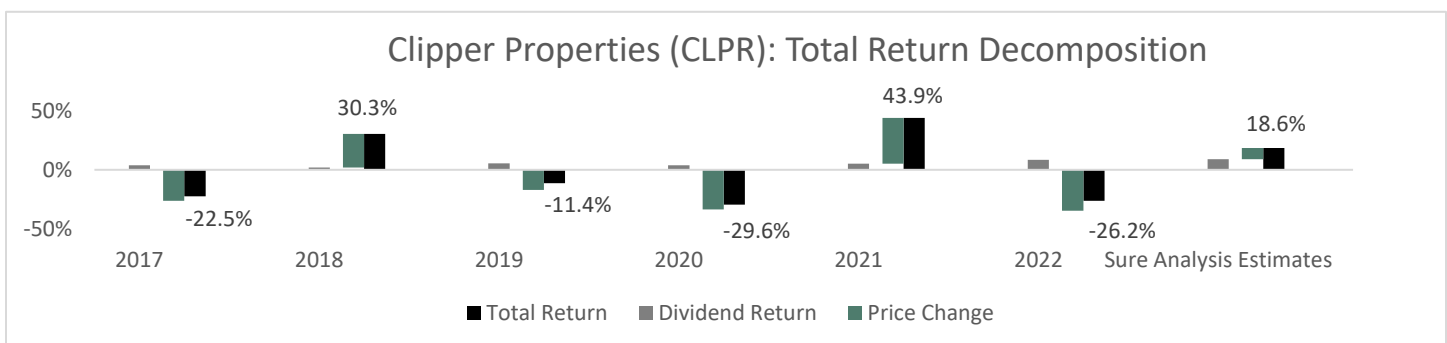
Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2029
Payout	---	---	---	100%	84%	76%	100%	103%	84%	72%	52%	50%

Clipper Properties looks attractive at first glance due to owning a portfolio of quality multifamily and office real estate in one of the world's greatest cities. However, it also has several risks to its investment thesis that investors should be aware of. First and foremost, the concentration in New York City brings substantial geographic, political, and COVID-19 headwind risk to the table. Furthermore, office and retail real estate are under threat from the accelerating work from home and ecommerce trends. Last, but not least, a sizable percentage of its portfolio faces occupancy and/or rent stabilization issues, though this is improving as COVID-19 headwinds continue to subside. Investors should keep in mind that the cash flow will likely take a hit during a recession and that Clipper Properties' portfolio is quite small compared to other REITs, so it faces asset concentration risk in addition to geographic concentration risk.

Final Thoughts & Recommendation

Clipper Properties is essentially a deep-value investment opportunity for people who are bullish on New York City's prospects for recovering from COVID-19 headwinds and regaining much of its former luster. In addition, investors should have confidence in management to be prudent managers of their capital as insiders completely control the company's voting power and must exercise skill in handling a highly concentrated and partially troubled portfolio of assets. As a result, while Clipper Properties earns a Buy rating from us based on valuation and an 18.6% annualized total return proposition, investors should view it as a somewhat high-risk investment.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Revenue	48	85	93	104	110	116	123	123	130	138
Gross Profit	22	46	50	56	60	62	65	63	68	76
Gross Margin	45.1%	54.8%	53.6%	54.1%	54.9%	53.6%	52.6%	51.6%	52.3%	54.7%
SG&A Exp.	2	5	8	10	10	9	10	11	13	13
D&A Exp.	3	10	12	14	15	18	23	25	27	29
Operating Profit	15	29	26	30	33	33	31	27	28	34
Operating Margin	30.8%	33.8%	28.1%	28.4%	29.6%	28.8%	25.5%	22.0%	21.7%	24.3%
Net Profit	5	(5)	(4)	(2)	(4)	(2)	(5)	(8)	(5)	(6)
Net Margin	11.0%	-6.0%	-4.0%	-2.3%	-3.3%	-1.4%	-4.0%	-6.2%	-3.7%	-4.3%
Free Cash Flow	7	9	9	13	22	24	16	11	20	26

Balance Sheet Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Total Assets	767	881	905	1,052	1,101	1,166	1,208	1,234	1,230	1,249
Cash & Equivalents	9	125	38	8	37	43	72	35	18	22
Accounts Receivable	4	1	4	7	4	4	7	10	5	5
Goodwill & Int. Ass.	7	5	14	12	10	8	7	7	6	6
Total Liabilities	730	735	779	866	940	1,024	1,104	1,164	1,192	1,242
Long-Term Debt	708	713	754	844	914	998	1,079	1,131	1,162	1,206
Shareholder's Equity	37	44	38	75	65	57	39	27	14	3
LTD/E Ratio	19.04	16.10	19.75	11.27	14.02	17.44	27.35	42.66	82.42	439.37

Profitability & Per Share Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Return on Assets		-0.6%	-0.4%	-0.2%	-0.3%	-0.1%	-0.4%	-0.6%	-0.4%	-0.5%
Return on Equity		-5.5%	-2.7%	-1.5%	-2.1%	-1.1%	-4.0%	-8.7%	-8.9%	-26.6%
ROIC		-0.6%	-0.4%	-0.2%	-0.3%	-0.2%	-0.4%	-0.6%	-0.4%	-0.5%
Shares Out.	---	---	---	17.8	17.8	17.8	16.1	16.1	16.1	16.1
Revenue/Share	2.59	4.59	5.05	6.11	6.18	6.52	6.97	7.64	8.08	8.60
FCF/Share	0.41	0.51	0.51	0.77	1.26	1.33	0.91	0.67	1.25	1.63

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

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