Apr 14, 2021

KB Home (KBH)

$48.53 (As of 04/13/21)

Price Target (6-12 Months): **$56.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 04/13/21) Prior Recommendation: Neutral	**Outperform**
Short Term: 1-3 Months	**Zacks Rank:** (1-5)	**1-Strong Buy**
	Zacks Style Scores:	VGM:A
	Value: A | Growth: B | Momentum: C	

Summary

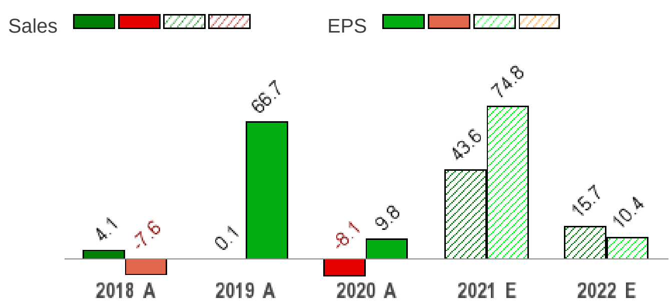
KB Home reported first-quarter fiscal 2021 results, wherein earnings beat the Zacks Consensus Estimate by 17.2%. Also, the top line and the bottom line grew 6.1% and 61.9%, respectively, year over year. Although the top line missed the consensus mark, KB Home's net orders grew 23% in the fiscal first quarter. Its quarter-end backlog totaled 9,238 homes, up 58.7% from a year ago. The company is expected to benefit from backlog that grew 74% from the prior-year period to $3.69 billion. Robust backlog level, a strong lineup of community openings and solid return-focused growth model will help KB Home generate roughly $5.7 billion to $6.1 billion in housing revenues and operating margin in the range of 11% to 11.8% for fiscal 2021. Notably, shares of KB Home have outperformed the industry over the past six months.

Price, Consensus & Surprise

Data Overview

52-Week High-Low	**$49.65 - $19.15**
20-Day Average Volume (Shares)	**1,505,570**
Market Cap	**$4.5 B**
Year-To-Date Price Change	**44.8%**
Beta	**1.84**
Dividend / Dividend Yield	**$0.60 / 1.2%**
Industry	**Building Products - Home Builders**
Zacks Industry Rank	**Top 25% (64 out of 254)**
Last EPS Surprise	**17.2%**
Last Sales Surprise	**-5.3%**
EPS F1 Estimate 4-Week Change	**6.9%**
Expected Report Date	**06/23/2021**
Earnings ESP	**7.5%**
P/E TTM	**13.8**
P/E F1	**8.9**
PEG F1	**1.1**
P/S TTM	**1.1**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2022	1,342 E	1,608 E	1,737 E	2,142 E	6,948 E
2021	1,142 A	1,503 E	1,539 E	1,800 E	6,006 E
2020	1,076 A	914 A	999 A	1,194 A	4,183 A

EPS Estimates

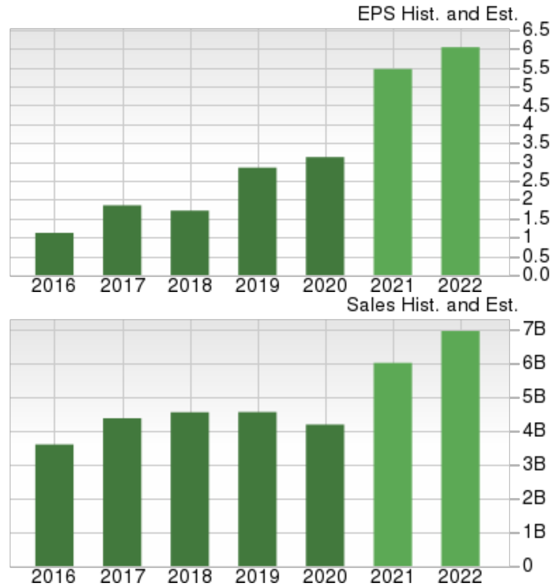
	Q1	Q2	Q3	Q4	Annual*
2022	$1.16 E	$1.45 E	$1.68 E	$2.32 E	$6.04 E
2021	$1.02 A	$1.21 E	$1.41 E	$1.88 E	$5.47 E
2020	$0.63 A	$0.55 A	$0.83 A	$1.12 A	$3.13 A

*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and sales estimates, is as of 04/13/2021. The report's text and the analyst-provided price target are as of 04/14/2021.

Overview

Based in Los Angeles, CA, KB Home is a well-known homebuilder in the United States and one of the largest in the state. The company's revenues are generated from its Homebuilding (accounting for 99.7% of first-quarter fiscal 2021 total revenues) and Financial Services (0.3%) operations.



The company's Homebuilding operations include building and designing homes that cater to first time, move-up and active adult homebuyers on acquired or developed lands. KB Home also builds attached and detached single-family homes, town homes and condominiums.

There are four main reportable segments within the homebuilding reporting segment based on geographical presence: West Coast (comprising Washington and California), Southwest (comprising Arizona and Nevada), Central (constituting Colorado, and Texas) and Southeast (including Florida, North Carolina).

KB Home's Financial Services operations offer mortgage banking, title and insurance services to homebuyers. This segment earns revenues mainly from insurance commissions and provision of title services.

KB Home had total liquidity of $1.36 billion as of Feb 28, 2021, including $787.6 million of available capacity under the unsecured revolving credit facility, and $569.8 million of cash and cash equivalents. Its net debt to capital was 30% as of Feb 28, 2021, which improved 510 basis points (bps) from Nov 30, 20120.

KB Home's backlog totaled 9,238 homes (as of Feb 28, 2021), up 58.7% from a year ago. Potential housing revenues from backlog increased 74% from the prior-year period to $3.69 billion.

Source: Zacks Investment Research

Reasons To Buy:

With the Returns-Focused Growth Plan in place, revenues and operating margin are expected to significantly improve in the future.

▲ **Solid Prospects for Fiscal 2021:** The company reported solid first-quarter fiscal 2021 results, with robust backlog level, a strong lineup of community openings and solid return-focused growth model. Backed by these factors, it has the potential of generating $5.7 billion to $6.1 billion in housing revenues and operating margin in the range of 11% to 11.8% this year. Backlog at the end of first-quarter fiscal 2021 totaled 9,238 homes (as of Feb 28, 2021), up 58.7% from a year ago. Potential housing revenues from backlog also grew 74% from the prior-year period to $3.69 billion.

▲ **Growth Initiatives to Drive Profits:** Since 2016, KB Home has been pursuing a Returns-Focused Growth Plan that is designed to drive revenues and homebuilding operating income margin, return on invested capital, return on equity and leverage ratio. The plan's main components are executing the company's core business strategy, improving asset efficiency and monetizing significant deferred tax assets. KB Home is now in a better position to expect meaningful growth in fiscal 2021, attributable to the 74% year-over-year increase in backlog and its ability to match housing starts to net orders. The company is executing its plan to expand the scale of operations while driving both margins and returns.

The plan has helped KB Home to generate significant cash from operations of $6 billion (as of first-quarter fiscal 2021) over the past three years. Approximately 87% of this cash has been re-invested for future growth through land acquisitions and development. KB Home has returned approximately $102 million in cash to stockholders in the form of dividends and share repurchases from 2018 through fiscal 2020.

The company is also focused on its core KB2020 business strategy which aims to boost scale in existing geographic footprint, improve profitability per unit, generate higher operating margin, drive earnings while generating positive cash flow to redeploy for growth and debt reduction.

▲ **Built-to-Order Approach Gives Competitive Advantage:** The company's Built-to-Order process provides buyers a wide range of choices in the major aspects of their future home along with a personalized customer experience through in-house community teams. This highly consumer-centric approach helps homebuyers to design a home with the features and amenities of their choice. Not only has this approach given KB Home competitive advantage over its peers, it has led to low-cost production.

The company follows a strategy of initiating construction only after a purchase agreement has been executed. This reduces inventory risk, enhances efficiencies in construction and provides greater visibility as well as predictability on future deliveries.

The company's built-to-order homes (which represented more than 70% of fiscal first quarter net orders) provides higher revenues from premiums (lots, plans, and elevations) as well as design studio and structural options. Owing to this model, net order growth for first-quarter fiscal 2020 led to a 35% year-over-year increase in net order value, which in turn fueled the expansion of backlog value to $3.69 billion, reflecting a 58.7% year-over-year rise on roughly 9,238 units. Owing to this higher backlog, the company is confident of generating increased revenues for fiscal 2021.

▲ **Aggressive Land Acquisition Strategy:** The company invests aggressively in land acquisition and development, mainly in high-end locations, which is critical for community count as well as top-line growth. This has eventually helped the company in reducing debt. It remains optimistic that this blend of rising active inventory, while reducing its annual interest incurred, is expected to boost future gross margin and returns. The company has a strong land pipeline and thus expects at least a 10% increase in its community count in 2022 to support market share gains and housing revenue growth.

In first-quarter fiscal 2021, the company invested $566 million in land acquisitions and development (higher than $405 million in first-quarter fiscal 2020). This has helped it to generate $241 million of net operating cash flow in first-quarter fiscal 2021.

▲ **Strong Balance Sheet Position:** KB Home is well positioned for the future, backed by a strong balance sheet and $1.36 billion of liquidity at the end of first-quarter fiscal 2021. The company ended fiscal first-quarter 2021 with $569.8 million cash and cash equivalents as well as $787.6 million of available capacity on the revolving credit facility. At first-quarter fiscal 2021-end, KB Home's net debt to capital was 30%, improving 510 bps on a year-over-year basis.

Risks

- **Rising Labor & Land and Material Cost:** Higher labor costs are threatening margins, as they limit homebuilders' pricing power. Labor shortages are leading to higher wages and delays in construction, which eventually hurts the number of homes delivered.

  Although the company's adjusted housing gross margin — which excludes inventory-related charges and the amortization of previously capitalized interest — for first-quarter fiscal 2021 improved year over year, the adverse effect of labor shortage in the construction industry raises a concern. In addition, the rising of lumber prices since mid-April could dampen the housing market momentum. There is a lot of variability in lumber prices that are building cost pressure. The increase was mainly due to insufficient domestic production and tariffs on Canadian sources.

  Also, land prices are increasing due to limited availability. This is somewhat exerting pressure on homebuilders' margins considering that home prices are moderately increasing.

- **Supply Constraints:** Several years of production deficits during the housing downturn limited the supply of both rental and new homes in the country. There is an ongoing pressure on the supply chain, both in materials and certain commodity categories. During first-quarter fiscal 2021, overall market conditions related to supply remained tight with existing home inventory down nearly 30% year over year. At present, a shortage of buildable lots, skilled labor and available capital for smaller builders are limiting home production, thereby lowering the inventory of homes, both new and existing. The labor market has also tightened with limited availability of labor arresting the rapid growth in housing production.

- **Federal Government Actions:** The housing industry is cyclical and affected by consumer confidence levels, prevailing economic conditions and interest rates. The federal government's actions elated to economic stimulus, taxation and borrowing limits could affect consumer confidence and spending levels, which in turn could hurt both the economy and housing market. The federal government has imposed new or increased import tariffs that are raising the cost and reducing the supply of several home construction items.

  Although strong economy along with labor market strength provide the basis for strong demand, its influence on the homebuilding industry is undeniable and uncertain.

Last Earnings Report

KB Home (KBH) Q1 Earnings Beat, Revenues Miss, Orders Rise 23%

Quarter Ending	02/2021
Report Date	Mar 24, 2021
Sales Surprise	-5.29%
EPS Surprise	17.24%
Quarterly EPS	1.02
Annual EPS (TTM)	3.52

KB Home reported mixed results for first-quarter fiscal 2021. Earnings surpassed the Zacks Consensus Estimate. However, revenues missed the same.

Earnings & Revenue Discussion

KB Home reported quarterly earnings of $1.02 per share, which surpassed the consensus estimate of 87 cents by 17.2%. Also, the metric grew 61.9% from the year-ago figure of 63 cents per share.

Total revenues of $1,141.7 million missed the consensus mark of $1,210 million by 5.3%. Nonetheless, revenues grew 6.1% on a year-over-year basis.

Segment Details

Homebuilding: For the quarter under review, the segment's revenues of $1,138 million increased 6.1% from the prior-year period.

The number of homes delivered grew 4.1% from the year-ago level to 2,864 units, marking the highest first-quarter level since 2008. Further, average selling price or ASP increased 2% from a year ago to $397,100.

Net orders increased 23% from the prior-year quarter to 4,292 homes, marking the highest first-quarter level in 14 years. Moreover, value of net orders rose 35% from the year-ago quarter to $1.87 billion.

For the reported quarter, average community count was down 11% from a year ago to 223. Quarter-end community count was 209, down 16% from the prior year. Net orders per community averaged 6.4 per month, up 39% compared with 4.6 a year ago.

Cancellation rate, as a percentage of gross orders, reduced to 10% from 14% reported a year ago. Its quarter-end backlog totaled 9,238 homes (as of Feb 28, 2021), up 58.7% from a year ago. Further, potential housing revenues from backlog grew 74% from the prior-year period to $3.69 billion.

Margins

Within homebuilding, housing gross margin (excluding inventory-related charges) improved 320 basis points (bps) year over year to 21.1%. The increase was attributed to a favorable pricing environment due to robust housing market demand, increased operating leverage due to higher revenues and lower amortization of previously capitalized interest.

As a percentage of housing revenues, selling, general and administrative expenses improved 110 bps from the year-ago figure to 10.7% due to reduced overhead costs, lower advertising costs, partly reflecting the strong housing demand and increased operating leverage from higher revenues.

Homebuilding operating margin (excluding inventory-related charges) increased 430 bps to 10.4%.

Financial Services revenues rose 5% year over year to $3,730 million. Pretax income of $8.5 million was up from $5.8 million a year ago, mainly reflecting higher income from its mortgage banking joint venture, KBHS Home Loans, LLC.

Financial Position

KB Home had cash and cash equivalents of $569.8 million as of Feb 28, 2021, down from $681.2 million on Nov 30, 2020. The company had total liquidity of $1.36 billion, including $787.6 million of available capacity under the unsecured revolving credit facility.

Inventories increased 6% from Nov 30, 2020, to $4.12 billion at the end of first-quarter fiscal 2021.

Its debt to capital was 38.9% at the year-end, down from 39.6% as of Nov 30, 2020, (marking an improvement of 70 bps).

Valuation

KB Home shares are up 44.8% in the year-to-date period and 142.6% over the trailing 12-month period. Stocks in the Zacks sub-industry is up 21.7% and the Zacks Construction sector is up 18.9% in the year-to-date period. Over the past year, the Zacks sub-industry and sector are up 123.6% and 99.8%, respectively.

The S&P 500 index is up 10.9% in the past six-months and 51.7% in the past year.

The stock is currently trading at 8.55X forward 12-month earnings, which compares to 9.74X for the Zacks sub-industry, 17.46X for the Zacks sector and 23.15X for the S&P 500 index.

Over the past five years, the stock has traded as high as 16.8X and as low as 2.96X, with a 5-year median of 9.69X. Our Outperform recommendation indicates that the stock will perform better than the market. Our $56 price target reflects 9.83X forward 12-month earnings.

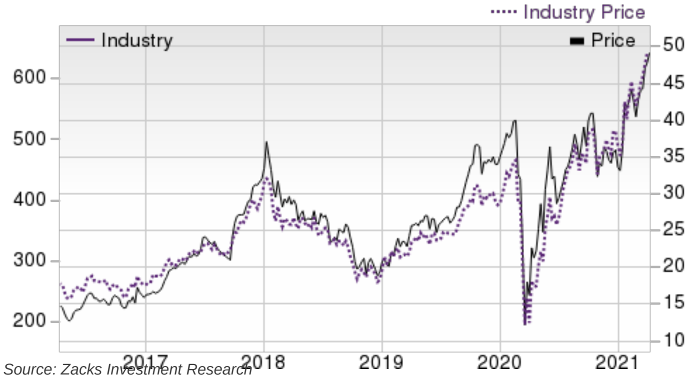
The table below shows summary valuation data for KBH

Valuation Multiples - KBH

		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	8.55	9.74	17.46	23.15
	5-Year High	16.8	14.37	19.03	23.83
	5-Year Low	2.96	6.31	10.82	15.3
	5-Year Median	9.69	10.4	16.21	18
P/B TTM	Current	1.62	1.6	4.49	7.03
	5-Year High	1.73	2.29	6.66	7.03
	5-Year Low	0.41	0.65	1.72	3.83
	5-Year Median	1.09	1.46	3.33	4.98
P/S F12M	Current	0.7	1.13	2.39	4.79
	5-Year High	0.77	1.15	2.39	4.79
	5-Year Low	0.19	0.56	1.23	3.21
	5-Year Median	0.47	0.92	1.66	3.71

As of 04/13/2021 *Source: Zacks Investment Research*

Industry Analysis **Zacks Industry Rank:** Top 25% (64 out of 254)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
M.D.C. Holdings, Inc. **(MDC)**	Outperform	2
Beazer Homes USA, Inc. **(BZH)**	Neutral	3
Century Communities, Inc. **(CCS)**	Neutral	3
MI Homes, Inc. **(MHO)**	Neutral	3
Meritage Homes Corporation **(MTH)**	Neutral	4
PulteGroup, Inc. **(PHM)**	Neutral	3
Taylor Morrison Home Corporation **(TMHC)**	Neutral	3
Tri Pointe Homes Inc. **(TPH)**	Neutral	3

The positions listed should not be deemed a recommendation to buy, hold or sell.

Industry Comparison Industry: Building Products - Home Builders

	KBH	X Industry	S&P 500	MHO	MTH	TMHC
				Industry Peers		
Zacks Recommendation (Long Term)	Outperform	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	1	-	-	3	4	3
VGM Score	A	-	-	A	A	A
Market Cap	4.47 B	3.56 B	29.89 B	1.73 B	3.56 B	4.03 B
# of Analysts	7	5	12	1	10	5
Dividend Yield	1.24%	0.00%	1.32%	0.00%	0.00%	0.00%
Value Score	A	-	-	A	A	A
Cash/Price	0.13	0.14	0.06	0.15	0.21	0.13
EV/EBITDA	14.14	9.36	16.97	6.95	6.77	17.86
PEG F1	1.08	0.80	2.38	NA	0.73	NA
P/B	1.63	1.59	4.02	1.36	1.51	1.13
P/CF	13.43	11.04	16.88	6.45	7.79	8.92
P/E F1	8.87	9.55	22.11	8.10	7.96	6.65
P/S TTM	1.05	1.02	3.45	0.57	0.79	0.66
Earnings Yield	11.27%	10.47%	4.47%	12.34%	12.57%	15.04%
Debt/Equity	0.64	0.43	0.66	0.69	0.43	0.81
Cash Flow ($/share)	3.61	4.09	6.78	9.20	12.09	3.51
Growth Score	B	-	-	A	A	A
Historical EPS Growth (3-5 Years)	31.60%	20.28%	9.34%	32.67%	26.81%	20.16%
Projected EPS Growth (F1/F0)	74.62%	49.25%	15.29%	-13.46%	7.52%	150.11%
Current Cash Flow Growth	8.92%	29.83%	0.61%	78.94%	63.74%	27.74%
Historical Cash Flow Growth (3-5 Years)	28.22%	23.47%	7.37%	31.41%	26.03%	108.46%
Current Ratio	5.32	5.32	1.39	5.46	1.82	6.40
Debt/Capital	38.86%	30.29%	41.26%	40.92%	30.29%	44.90%
Net Margin	7.85%	7.87%	10.59%	7.87%	9.43%	3.97%
Return on Equity	12.74%	15.20%	14.86%	21.64%	19.64%	12.09%
Sales/Assets	0.81	0.96	0.51	1.27	1.20	0.76
Projected Sales Growth (F1/F0)	43.57%	17.82%	7.37%	7.68%	5.64%	26.24%
Momentum Score	C	-	-	B	F	B
Daily Price Change	-1.14%	-0.92%	-0.14%	-1.92%	-0.77%	-2.25%
1-Week Price Change	2.68%	1.50%	1.54%	-0.20%	0.87%	-0.09%
4-Week Price Change	7.30%	4.95%	3.29%	5.66%	4.53%	5.47%
12-Week Price Change	28.62%	25.68%	9.63%	28.55%	10.51%	21.92%
52-Week Price Change	134.79%	126.92%	51.26%	206.93%	121.92%	147.70%
20-Day Average Volume (Shares)	1,505,753	198,519	1,987,536	230,174	359,969	983,251
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	6.90%	0.00%	0.00%	0.00%	-1.22%	0.00%
EPS F1 Estimate 12-Week Change	6.90%	7.38%	2.05%	10.39%	-7.36%	13.30%
EPS Q1 Estimate Monthly Change	2.18%	0.00%	0.00%	0.00%	-1.23%	0.00%

Source: Zacks Investment Research

Zacks Stock Rating System

We offer two rating systems that take into account investors' holding horizons: Zacks Rank and Zacks Recommendation. Each provides valuable insights into the future profitability of the stock and can be used separately or in combination with each other depending on your investment style.

Zacks Recommendation

The Zacks Recommendation aims to predict performance over the next 6 to 12 months. The foundation for the quantitatively determined Zacks Recommendation is trends in the company's estimate revisions and earnings outlook. The Zacks Recommendation is broken down into 3 Levels; Outperform, Neutral and Underperform. Unlike many Wall Street firms, we maintain a balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

Zacks Rank

The Zacks Rank is our short-term rating system that is most effective over the one- to three-month holding horizon. The underlying driver for the quantitatively-determined Zacks Rank is the same as the Zacks Recommendation, and reflects trends in earnings estimate revisions.

Zacks Style Scores

The Zacks Style Score is as a complementary indicator to the Zacks rating system, giving investors a way to focus on the highest rated stocks that best fit their own stock picking preferences.

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.

Value Score	A
Growth Score	B
Momentum Score	C
VGM Score	A

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

Disclosures

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ZIR uses the following rating system for the securities it covers. **Outperform-** ZIR expects that the subject company will outperform the broader U.S. equities markets over the next six to twelve months. **Neutral-** ZIR expects that the company will perform in line with the broader U.S. equities markets over the next six to twelve months. **Underperform-** ZIR expects the company will underperform the broader U.S. equities markets over the next six to twelve months.

Additional Disclosure

This material represents an assessment of the market and economic environment at a specific point in time and is not intended to be a forecast of future events, or a guarantee of future results. Forward-looking statements are subject to certain risks and uncertainties. Any statements that refer to expectations, projections or characterizations of future events or circumstances, including any underlying assumptions, are forwardlooking statements. Actual results, performance, or achievements may differ materially from those expressed or implied.

Returns quoted represent past performance which is no guarantee of future results. Investment returns and principal value will fluctuate so that when shares are redeemed, they may be worth more or less than their original cost. Current performance may be higher or lower than the performance shown.

Investing involves risk; principal loss is possible. There is no guarantee that companies that can issue dividends will declare, continue to pay or increase dividends.

Glossary of Terms and Definitions

52-Week High-Low: The range of the highest and lowest prices at which a stock has traded during the past year. This range is determined based on the stock's daily closing price which may differ from the intra-day high or low. Many investors use it as a technical indicator to determine a stock's current value and future price movement. The idea here is that if price breaks out from the 52-week range, in either direction, the momentum may continue in the same direction.

20-Day Average Volume (Shares): The average number of shares of a company traded in a day over the last 20 days. It is a direct indication of a security's overall liquidity. The higher the average daily trading volume, the easier it is to enter or exit the stock at a desired price with more buyers and sellers being available.

Daily Price Change: This is the percentage difference between a trading day's closing price and the prior trading day's closing price. This item is updated at 9 p.m. EST each day.

1-Week Price Change: This is the percentage change in a stock's closing price over the last 5 trading days. This change reflects the collective buying and selling sentiment over the 1-week period.

A strong weekly price increase for the stock, especially when accompanied by increased volume, is an indication of it gaining momentum.

4-Week Price Change: This is the percentage change in a stock's closing price over the last 20 trading days or past 4 weeks. This is a mediumterm price change metric and an indication of the stock gaining momentum.

12-Week Price Change: This is the percentage change of a stock's closing price over the last 60 trading days or past 12 weeks. Similar to 4-week price change, this is a medium-term price change metric. It shows whether a stock has been enjoying strong investor demand, or if it has been in consolidation, or distress over this period.

52-Week Price Change: This is the percentage change in a stock’s closing price over the last 260 trading days or past 52 weeks. This long-term price change metric is a good reference point for investors. Some investors seek stocks with the best percentage price change over the last 52 weeks, expecting the momentum to continue.

Market Cap: The number of outstanding common shares of a company times its latest price per share. This figure represents a company's size, which indicates various characteristics, including price stability and risk, in which investors could be interested.

Year-To-Date Price Change: Change in a stock's daily closing price in the period of time beginning the first day of the current calendar year through to the previous trading day.

# of Analysts: Number of EPS estimates used in calculating the current-quarter consensus. These estimates come from the brokerage analysts tracking this stock. However, the number of such analysts tracking this stock may not match the number of estimates, as all brokerage analysts may not come up with an estimate or provide it to us.

Beta: A measure of risk commonly used to compare the volatility of a stock to the overall market. The S&P 500 Index is the base for calculating beta and carries a value of 1. A stock with beta below 1 is less risky than the market as a whole. And a stock with beta above 1 is riskier.

Dividend: The portion of earnings a company is expected to distribute to its common shareholders in the next 12 months for each share they own. Dividends are usually paid quarterly. Dividend payments reflect positively on a company and help maintain investors' trust. Investors typically find dividend-paying stocks appealing because the dividend adds to any market price appreciation to result in higher return on investment (ROI). Moreover, a steady or increasing dividend payment provides investors a cushion in a down market.

Dividend Yield: The ratio of a company's annual dividend to its share price. The annual dividend used in the ratio is calculated based on the mostrecent dividend paid by the company. Dividend yield is an estimate of the dividend-only return from a stock in the next 12 months. Since dividend itself doesn’t change frequently, dividend yield usually changes with a stock’s price movement. As a result, often an unusually high dividend yield is a result of weak stock price.

S&P 500 Index: The Standard & Poor's 500 (S&P 500) Index is an unmanaged group of securities considered to be representative of the stock market in general. It is a market-capitalization-weighted index of stocks of the 500 largest U.S. companies. Each stock’s weight in the index is proportionate to its market value.

Industry: One of the 250+ groups that Zacks classifies all stocks into based on the nature of business. These groups are termed as expanded (aka "X") industries and map to their respective (economic) sectors; Zacks has 16 sectors.

Zacks Industry Rank: The Zacks Industry Rank is determined by calculating the average Zacks Rank for all stocks in the industry and then assigning an ordinal rank to it. For example, an industry with an average Zacks Rank of 1.6 is better than an industry with an average Zacks Rank of 2.3. So, the industry with the better average Zacks Rank would get a better Zacks Industry Rank. If an industry has the best average Zacks Rank, it would be considered the top industry (1 out of 250+), which would place it at the top 1% of Zacks-ranked industries. Studies have shown that roughly half of a stock's price movement can be attributed to the industry group it belongs to. In fact, the top 50% of Zacks-ranked industries outperforms the bottom 50% by a factor of more than 2 to 1.

Last EPS Surprise: The percentage deviation of a company's last reported earnings per share from the Zacks Consensus Estimate. Companies with a positive earnings surprise are more likely to surprise again in the future (or miss again if they recently missed).

Last Sales Surprise: The percentage deviation of a company's last reported sales from the Zacks Consensus Estimate.

Expected Report Date: This is an estimated date of a company's next earnings release. The information originated or gathered by Zacks Investment Research from its information providers or publicly available sources is the basis of this estimate.

Earnings ESP: The Zacks Earnings ESP compares the Most Accurate Estimate to the Zacks Consensus Estimate for the yet-to-be reported quarter. The Most Accurate Estimate is the most recent version of the Zacks Consensus EPS Estimate. The idea here is that analysts revising their estimates closer to an earnings release have the latest information, which could potentially be more accurate than what they and others contributing to the consensus had predicted earlier. Thus, a positive or negative Earnings ESP reading theoretically indicates the likely deviation of the actual earnings from the consensus estimate. However, the model's predictive power is significant for positive ESP readings only. A positive Earnings ESP is a strong predictor of an earnings beat, particularly when combined with a Zacks Rank #1 (Strong Buy), #2 (Buy) or #3 (Hold). Our research shows that stocks with this combination produce a positive surprise nearly 70% of the time.

Periods:

TTM: Trailing 12 months. Using TTM figures is an effective way of analyzing the most-recent financial data in an annualized format that helps neutralize the effects of seasonality and other quarter-to-quarter variation.

F1: Current fiscal year. This period is used to analyze the estimates for the ongoing full fiscal year.

F2: Next fiscal year. This period is used to analyze the estimates for the next full fiscal year.

F12M: Forward 12 months. Using F12M figures is an effective way of analyzing the near-term (the following four unreported quarters) estimates in an annualized manner. Instead of typically representing estimates for the full fiscal year, which may not represent the nitty-gritty of each quarter, F12M figures suggest an all-inclusive annualized estimate for the following four quarters. The annualization helps neutralize the potential effects of seasonality and other quarter-to-quarter variations.

P/E Ratio: The price-to-earnings ratio measures a company's current market price per share relative to its earnings per share (EPS). Usually, the trailing-12-month (TTM) EPS, current-fiscal-year (F1) EPS estimate, or forward-12-month (F12M) EPS estimate is used as the denominator. In essence, this ratio shows what the market is willing to pay today for each dollar of EPS. In other words, this ratio gives a sense of what the relative value of the company is at the already reported level of earnings or at a future level of earnings.

It is one of the most widely-used multiples for determining the value of a company and helps comparing its valuation with that of a competitor, the industry group or a benchmark.

PEG Ratio: The price/earnings to growth ratio is a stock's P/E ratio using current fiscal year (F1) EPS estimate divided by its expected EPS growth rate over the coming 3 to 5 years. This ratio essentially determines a stock's value by factoring in the company's expected earnings growth and is thus believed to provide a more complete picture than just the P/E ratio, particularly for faster-growing companies.

P/S Ratio: The price-to-sales ratio is calculated as a company's current price per share divided by trailing 12 months (TTM) sales or revenues per share. This ratio shows what the market is willing to pay today for each dollar of TTM sales per share. The P/S ratio is at times the only valuation metric when the company has yet to become profitable.

Cash/Price Ratio: The cash-to-price ratio or Cash Yield is calculated as cash and marketable securities per share divided by the company's current share price. Like the earnings yield, which shows the anticipated yield (or return) on a stock from earnings for each dollar invested, the cash yield does the same, with cash being the source of return instead of earnings. For example, a cash/price ratio of 0.08 suggests a return of 8% or 8 cents for every $1 investment.

EV/EBITDA Ratio: The EV/EBITDA ratio, also known as Enterprise Multiple, is calculated as a company's enterprise value (market capitalization + value of total long-term debt + book value of preferred shares - cash and marketable securities) divided by EBITDA (earnings before interest, taxes, depreciation and amortization). Usually, trailing-12-month (TTM) or forward-12-month (F12M) EBITDA is used as the denominator.

EV/Sales Ratio: The enterprise value-to-sales ratio is calculated as a company's enterprise value (market capitalization + value of total long-term debt + book value of preferred shares - cash and marketable securities) divided by annual sales. It is an expansion of the P/S valuation, which uses market value instead of enterprise value. The EV/Sales ratio is perceived as more accurate than P/S, in part, because the market capitalization does not take a company's debt into account when valuing it.

EV/CF Ratio: The enterprise value-to-cash flow ratio is calculated as a company's enterprise value (market capitalization + value of total long-term debt + book value of preferred shares - cash and marketable securities) divided by the trailing-12-month (TTM) operating cash flow. It's a measure of how long it would take to buy the entire business if you were able to use all the company's operating cash flow.

The EV/CF ratio is perceived as more accurate than the P/CF ratio, in part, because the market price does not take a company's debt into account when valuing it.

EV/FCF Ratio: The enterprise value-to-free cash flow metric compares a company's enterprise value to its trailing-12-month (TTM) free cash flow (FCF). This metric is very similar to the EV/CF ratio, but is considered a more exact measure owing to the fact that it uses free cash flow, which subtracts capital expenditures (CAPEX) from a company's total operating cash flow, thereby reflecting the actual cash flow available for funding growth activities and payments to shareholders.

P/EBITDA Ratio: The P/EBITDA ratio is calculated as a company's per share market value divided by EBITDA (earnings before interest, taxes, depreciation, and amortization). This metric is very similar to the EV/EBITDA ratio, but is considered a little less exact measure as it uses market price, which does not take a company's debt into account. However, since EBITDA is often considered a proxy for cash income, the metric is used as a measure of what the market is willing to pay today for each dollar of the company's cash profitability in the trailing 12 months (TTM) or forward 12 months (F12M).

P/B Ratio: The price-to-book ratio is calculated as a company's current price per share divided by its book value (total assets – liabilities – preferred stocks) per share. In short, the book value is how much a company is worth. In other words, it reflects the total value of a company's assets that its common shareholders would receive if it were to be liquidated. So, the P/B ratio indicates whether you're paying higher or lower than what would remain if the company went bankrupt immediately. Investors typically use this metric to determine how a company's stock price stacks up to its intrinsic value.

P/TB Ratio: The price-to-tangible-book value ratio is calculated as a the per share market value of a company divided by the value of its tangible assets (total assets – liabilities – preferred stocks – intangible assets) per share. Tangible book value is the same thing as book value except it excludes the value of intangible assets to get a step closer to the baseline value of the company.

P/CF Ratio: The price-to-cash flow ratio measures a company's per share market price relative to its trailing-12-month (TTM) operating cash flow per share. This metric is used to determine whether a company is undervalued or overvalued relative to another stock, industry or sector. And like the P/E ratio, a lower number is typically considered better from the value perspective.

One of the reasons why P/CF ratio is often preferred over P/E ratio is the fact that operating cash flow adds back non-cash expenses such as depreciation and amortization to net income. This feature helps valuing stocks that have positive cash flow but are not profitable because of large noncash charges.

P/FCF Ratio: The price-to-free cash flow ratio is an extension of P/CF ratio, which uses trailing-12-month (TTM) free cash flow per share instead of operating cash flow per share. This metric is considered a more exact measure than P/CF ratio, as free cash flow subtracts capital expenditures (CAPEX) from a company's total operating cash flow, thereby reflecting the actual cash flow available for funding activities that generate additional revenues.

Earnings Yield: The earnings yield is calculated as current fiscal year (F1) EPS estimate divided by the company's current share price. The ratio, which is the inverse of the P/E ratio, measures the anticipated yield (or return) from earnings for each dollar invested in a stock today.

For example, earnings yield for a stock, which is trading at $35 and expected to earn $3 per share in the current fiscal year (F1), would be 0.0857 (3/35 = 0.0857) or 8.57%. In other words, for $1 invested in the stock today, the yield from earnings is anticipated to be 8.57 cents.

Investors most commonly compare the earnings yield of a stock to that of a broad market index (such as the S&P 500) and prevailing interest rates, such as the current 10-year Treasury yield. Since bonds and stocks compete for investors' dollars, stock investors typically demand a higher yield for the extra risk they assume compared to investors of U.S. Treasury-backed securities that offer virtually risk-free returns. This additional return is referred to as the risk premium.

Debt/Equity Ratio: The debt-to-equity ratio is calculated as a company's total liabilities divided by its shareholder equity. This metric is used to gauge a company's financial leverage. In other words, it is a measure of the degree to which a company is financing its operations through debt versus its own funds. The higher the ratio, the higher the risk for shareholders.

However, this ratio is difficult to compare across industry groups where ideal amounts of debt vary. Some businesses are more capital intensive than others and typically require higher debt to finance their operations. So, a company's debt-to-equity ratio should be compared with other companies in the same industry.

Cash Flow ($/share): Cash flow per share is calculated as operating cash flow (after-tax earnings + depreciation + other non-cash charges) divided by common shares outstanding. It is used by many investors as a measure of a company's financial strength. Since cash flow per share takes into consideration a company's ability to generate cash by adding back non-cash expenses, it is regarded by some as a more accurate measure of a company's financial situation than earnings per share, which could be artificially deflated.

Current Ratio: The current ratio or liquidity ratio is a company's current assets divided by its current liabilities. It measures a company's ability to pay short-term obligations. A current ratio that is in line with the industry average or slightly higher is generally considered acceptable. A current ratio that is lower than the industry average would indicate a higher risk of distress or default. A higher number is usually better. However, a very high current ratio compared to the industry average could be an indication of inefficient use of assets by management.

Debt/Capital Ratio: Debt-to-capital ratio is a company's total debt (interest-bearing debt + both short- and long-term liabilities) divided its total capital (interest-bearing debt + shareholders' equity). It is a measure of a company's financial leverage. All else being equal, the higher the debt-to-capital ratio, the riskier the stock.

However, this ratio can vary widely from industry to industry, the ideal amount of required debt being different. Some businesses are more capital intensive than others and typically require higher debt to finance their operations. So, a company's debt-to-capital ratio should be compared with the same for its industry.

Net Margin: Net margin is calculated as net income divided by sales. It shows how much of each dollar in sales generated by a company translates into profit. For example, if a company's net margin is 15%, its net income is 15 cents for every $1 of sales it makes.

A change in margin can reflect either a change in business conditions, or a company's cost controls, or both. If a company's expenses are growing faster than sales, its net margin will decline. However, different net margin rates are considered good for different industries, so it's better to compare net margin rates of companies in the same industry group.

Return on Equity: Return on equity (ROE) is calculated as trailing-12-month net income divided by trailing-12-month average shareholder equity (including reinvested earnings). This metric is considered a measure of how effectively management is using a company's assets to generate profits. For example, if a company's ROE is 10%, it creates 10 cents profits for every $1 shareholder equity, which is basically the company's assets minus debt. A company's ROE deemed good or bad depends on what's normal for its peers or industry group.

Sales/Assets Ratio: The sales-to-assets ratio or asset utilization ratio or asset turnover ratio is calculated as a company's annual sales divided by average assets (average of assets at the beginning of the year and at the year's end). This metric helps investors understand how effectively a company is using its assets to generate sales. For example, a sales-to-assets ratio of 2.5 indicates that the company generated $2.50 in sales for every $1 of assets on its books.

The higher the sales-to-assets ratio, the better the company is performing. However, similar to many other ratios, the asset turnover ratio tends to be higher for companies in certain industries/sectors than in others. So, a company's sales-to-assets ratio should be compared with the same for its industry/sector.

Historical EPS Growth (3-5 Years): This is the average annual (trailing-12-month) EPS growth rate over the last 3-5 years. This metric helps investors see how a company's EPS has grown from a long-term perspective.

Note: There are many factors that can influence short-term numbers — a recession will reduce this number, while a recovery will inflate it. The longterm perspective helps smooth out short-term events.

Projected EPS Growth (F1/F0): This is the estimated EPS growth rate for the current financial year. It is calculated as the consensus estimate for the current fiscal year (F1) divided by the reported EPS for the last completed fiscal year (F0).

Current Cash Flow Growth: It measures the latest year-over-year change in operating cash flow. Cash flow growth tells an investor how quickly a company is generating inflows of cash from operations. A positive change in the cash flow is desired and shows that more 'cash' is coming in than going out.

Historical Cash Flow Growth (3-5 Years): This is the annualized change in cash flow over the last 3-5 years. The change in a longer period helps put the current reading into proper perspective. By looking at the rate, rather than the actual dollar value, the comparison across the industry and peers becomes easier.

Projected Sales Growth (F1/F0): This metric looks at the estimated sales growth for the current year. It is calculated as sales estimate for the current fiscal year (F1) divided by the reported sales for the last completed fiscal year (F0).

Like EPS growth, a higher rate is better for sales growth. A look at a company's projected sales growth instantly tells you what the outlook is for their products and services. However, different sales growth rates are considered good for different industries, so it's better to compare sales growth rates of companies in the same industry group.

EPS F1 Estimate 1-Week Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past week. The change in a company's consensus EPS estimate (or earnings estimate revision) has proven to be strongly correlated with the near-term price movement of its shares. It is an integral part of the Zacks Rank.

If a stock's consensus EPS estimate is $1.10 now versus $1.00 a week ago, that will be reflected as a 10% upward revision. If, on the other hand, it went from $1.00 to 90 cents, that would be a 10% downward revision.

EPS F1 Estimate 4-Week Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past four weeks.

A stock's earnings estimate revision in a 1-week period is important. But it's more meaningful to look at the longer-term revision. And, of course, the 4-week change helps put the 1-week change into proper perspective.

EPS F1 Estimate 12-Week Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past 12 weeks.

This metric essentially shows how the consensus EPS estimate has changed over a period longer than 1 week or 4 weeks.

EPS Q1 Estimate Monthly Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal quarter over the past four weeks.

While the revision in consensus EPS estimate for the current fiscal year is strongly correlated with the near-term price movement of its shares, the estimate revision for the current fiscal quarter is an important metric as well, especially over the short term, and particularly as a stock approaches its earnings date. If a stock's Q1 EPS estimate decreases ahead of its earnings release, it's usually a negative sign, whereas an increase is a positive sign.