

UDR Inc. (UDR)

\$41.73 (As of 02/10/21)

Price Target (6-12 Months): **\$35.00**

Long Term: 6-12 Months

Zacks Recommendation: Underperform

(Since: 02/03/21)

Prior Recommendation: Neutral

Short Term: 1-3 Months

Zacks Rank: (1-5)

4-Sell

Zacks Style Scores:

VGM:F

Value: D

Growth: D

Momentum: F

Summary

UDR's fourth-quarter 2020 results reflect lower rental income and higher property operating expenses. Moreover, delayed re-openings in urban and coastal markets resulted in higher concessionary activity and occupancy erosions. Per the company's outlook for 2021, which indicates a year-over-year decline in full-year FFO as adjusted, it seems that these challenges are likely to continue in the near term as well. Also, record-low mortgage rate is driving the demand for home purchases and renter preference has shifted to less-dense and low-cost suburban locations. This is leading to soft tenant demand and is hindering occupancy and rent growth in urban markets. Also, unfriendly government regulation, relating to rent setting and rent collections, has exacerbated the recovery of unpaid rent. Shares of UDR have declined over the past year.

Price, Consensus & Surprise



Source: Zacks Investment Research

Data Overview

52-Week High-Low	\$51.25 - \$29.20
20-Day Average Volume (Shares)	1,455,782
Market Cap	\$12.3 B
Year-To-Date Price Change	8.6%
Beta	0.77
Dividend / Dividend Yield	\$1.44 / 3.5%
Industry	REIT and Equity Trust - Residential
Zacks Industry Rank	Bottom 6% (239 out of 253)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	0.0%
Last Sales Surprise	-1.7%
EPS F1 Estimate 4-Week Change	-2.2%
Expected Report Date	05/05/2021
Earnings ESP	-0.6%
P/E TTM	20.6
P/E F1	21.1
PEG F1	3.7
P/S TTM	9.9

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022	316 E	319 E	326 E	329 E	1,290 E
2021	307 E	306 E	310 E	312 E	1,236 E
2020	320 A	306 A	310 A	301 A	1,236 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$0.50 E	\$0.51 E	\$0.52 E	\$0.53 E	\$2.08 E
2021	\$0.49 E	\$0.50 E	\$0.50 E	\$0.51 E	\$1.98 E
2020	\$0.53 A	\$0.51 A	\$0.50 A	\$0.49 A	\$2.04 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 02/10/2021. The report's text and the analyst-provided price target are as of 02/11/2021.

Overview

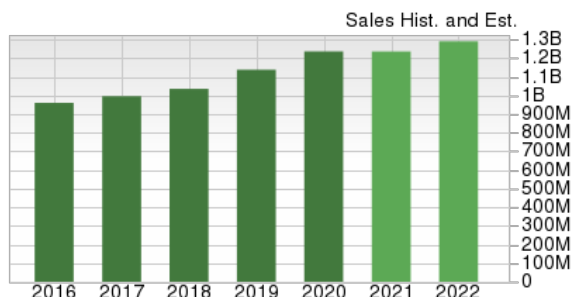
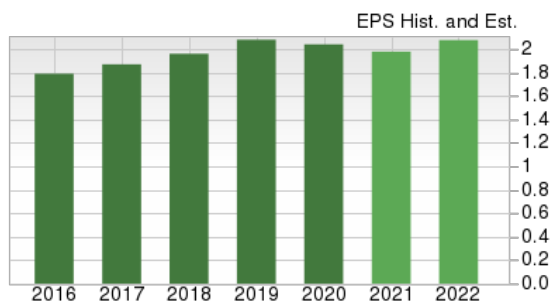
Established in 1972, UDR Inc. is one of the most favorably-positioned multi-family apartment real estate investment trusts (REITs) in the United States. It owns, operates, acquires, develops and renovates apartment communities in high barrier-to-entry markets in the nation. For more than 48 years, the company has delivered long-term value to its shareholders by expanding its presence in markets with low housing affordability, favorable demand/supply conditions for multifamily housing as well as job environment.

The company reports under the following geographic segments:

- i) West Region — Orange County, San Francisco, Seattle, Los Angeles, Monterey Peninsula, Other Southern California and Portland
- ii) Mid-Atlantic Region — Metropolitan D.C., Richmond and Baltimore
- iii) Northeast Region — New York and Boston
- iv) Southeast Region — Orlando, Tampa, Nashville and Other Florida
- v) Southwest Region — Dallas, Austin and Denver

As of Dec 31, 2020, UDR had the ownership of or had ownership stakes in 52,589 apartment homes, including 1,176 homes under development. The company's development pipeline aggregated \$491.5 million at the end of the third quarter, and 50% of this cost had been incurred. Further, as of the same date, the company's Developer Capital Program investment, including accrued return, totaled \$429 million.

Note: All EPS numbers presented in this report represent funds from operations ("FFO") per share. FFO, a widely used metric to gauge the performance of REITs, is obtained after adding depreciation and amortization and other non-cash expenses to net income.



Source: Zacks Investment Research

Reasons To Sell:

- ▼ The coronavirus pandemic has been wreaking havoc, and resulting in macroeconomic uncertainty and choppy job-market environment, resulting in household contraction and consolidation. In addition, record-low mortgage rates are driving the demand for existing and new-home purchases. Apart from these, a number of factors are affecting rental demand, including pandemic and delayed returns to office that are disrupting market dynamics. This, in turn, is resulting in a shift of some renter demand away from high rent and urban markets. Though operations in certain areas have been allowed to fully or partially reopen, emergency regulation and additional restrictions on business activities continue to be challenging in many urban and coastal markets, including Manhattan, San Francisco and downtown Boston. Moreover, the company is increasing rents in high-demand markets. This is expected to take a toll on occupancy levels in the first half of 2021. Consequently, the choppy environment is anticipated to prevail in the near term and affect demand in many urban submarkets.
- ▼ Moreover, amid this scenario, there is a pressure on occupancy and rent change, while rent-paying capability of tenants has been affected. Furthermore, concession activity is likely to be high, especially in high rent coastal markets, amid a slowdown in demand. Moreover, regulatory environment remains unfriendly. Specifically, extended eviction moratoriums, additional rent deferrals, payment plans, lease concessions, and waiving late payment fees, have created a challenging operating environment. These factors are likely to affect the company's cash flows and considering the magnitude of uncertainty in the economy and regarding reopening, any turnaround is unlikely in the near term.
- ▼ In addition, at the end of fourth-quarter 2020, the company's development pipeline aggregated \$491.5 million and 50% of this cost had been incurred. While a decent development pipeline is encouraging for the long term, it also increases the company's risks by exposing it to rising construction costs, entitlement delays, lease-up risks and funding risks. Further, new properties usually take time to generate revenues and tend to drag margins till their completion.
- ▼ Shares of UDR have declined 15.3% over the past year compared with the industry's fall of 21.8%. The company's fourth-quarter 2020 FFO as adjusted per share was 9.3% lower than the prior-year quarter. Also, the trend in estimate revisions for 2021 FFO per share does not indicate a favorable outlook for the company as estimates have moved marginally downward over the past month. Hence, given the above-mentioned concerns and downward estimate revisions, the stock is unlikely to perform well in the upcoming period.

Adverse impact of coronavirus outbreak on economy and job market will likely impact demand and hurt the rent-paying capability of tenants, resulting in rental concessions and pricing-power moderation.

Risks

- UDR has a geographically-diverse portfolio with superior product-mix of A/B quality properties in urban and suburban markets. The company's portfolio comprises properties throughout the United States, including both coastal and Sunbelt locations, with a mix of urban/suburban communities. This strategy of maintaining a diversified portfolio across various geographies and price points limits volatility and concentration risks while aiding the company to generate steady operating cash flows. Given the favorable migration trends that are driving demand in the suburban region, UDR's suburban communities are expected to outperform urban communities in terms of occupancy, new lease rate growth, renewal rate growth and traffic in the near term. Moreover, cash collections as a percentage of billed revenues have been healthy.
 - Demographic growth continues to be encouraging in the young-adult age cohort, which has a higher propensity to rent. This age cohort has also witnessed considerable part of net job growth which has helped spur primary renter demand. Also, majority of them prefer to remain renters and enjoy locational advantage as well as flexibility that rental apartments offer. Further, a significant change in lifestyle has taken place and life-cycle events are getting delayed. This is leading to an extension of the average age of first-time homeownership.
 - Moreover, the company is focused on curbing future expenses through technological initiatives and process enhancements. Such efforts to find efficiencies throughout its operating platform are likely to improve workforce productivity and residents' experience. As such, adoption of technology is expected to drive margin expansion and long-term profitability. The company's Next Generation Operating Platform allows the company to electronically interact with, and provide service to, residents and prospects throughout the company's diversified portfolio. Furthermore, such online self-service models have become all the more essential with trends like social distancing becoming the new normal. In fact, the virus outbreak compelled the companies to shift to virtual operations for the continuity of normal business operations. This is likely to offer UDR a competitive edge over others. Particularly, the implementation of its Next Generation Operating Platform strategy continued in 2020. This restricted 2020 combined same-store controllable expense growth to 0.2% year over year.
 - UDR continues to focus on its strategic priorities such as disciplined capital allocation, maintaining an investment-grade balance sheet, as well as cash flows enhancement to support operational efficiency and dividend growth. This places the company well to sail through these uncertain times. As of Dec 31, 2020, it had \$958.4 million of liquidity through a combination of cash and undrawn capacity under its credit facilities. Additionally, UDR has only \$350 million of consolidated maturities through 2024, excluding principal amortization and amounts on its credit facility, which seems manageable. The company's debt maturity schedule is well-laddered, with weighted average years to maturity of eight years. Furthermore, decent credit ratings enable it to procure debt financing at an attractive costs and lower weighted average interest rate on debt.
 - Moreover, the company rewarded investors with a 5.1% annualized common dividend hike for 2020. For first-quarter 2020, it paid its 190th consecutive quarterly dividend of 36 cents per share, higher than the prior dividend of 34.25 cents. UDR has continued the same payout since the hike. Notably, solid dividend payouts are arguably the biggest enticement for REIT investors and given the company's financial position the dividend seems sustainable and well covered by cash flow from operations. Such efforts boost investors' confidence in the stock. Apart from dividend hikes, the company remains committed to increasing shareholder value through share buybacks.
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Last Earnings Report

UDR Q4 FFO Meets Estimates, Revenues & Occupancy Decline

UDR reported fourth-quarter 2020 FFO as adjusted per share of 49 cents, meeting the Zacks Consensus Estimate. However, the figure is lower than the prior year's 54 cents.

Results reflect the adverse impacts of the coronavirus pandemic and its resultant economic challenges, especially in the urban markets. In fact, with New York, San Francisco and Boston accounting for 24.6% of UDR's fourth-quarter 2020 combined same-store net operating income (NOI), delayed re-openings of the cities resulted in higher concessionary activity and physical occupancy erosions.

Fourth-quarter revenues from rental income dipped 0.5% year over year to \$301.2 million. Moreover, the top line missed the Zacks Consensus Estimate of \$306.3 million.

As of Jan 31, 2021, cash revenues collected for the fourth quarter of 2020 and the first month of the current year were 96.1% and 93.2%, respectively, of total billed revenues.

Further, weighted average occupancy in January 2021 improved 30 basis points (bps) to 96.4% while effective blended lease rate witnessed 0.1% growth in January against a 0.3% decline noted in the fourth quarter of 2020.

Per management, "2021 has started with signs of stability, including occupancy above 96 percent, higher levels of traffic, and concessions starting to ease. However, increased and extended regulatory actions, the timing and efficacy of widespread vaccinations, and the unknown cadence of the full reopening of the nation's economy continue to pose risks to our business".

Inside the Headlines

During the reported quarter, combined same-store revenues decreased 5.9% year over year. Same-store expenses flared up 4.8%. Consequently, same-store NOI with concessions reported on a cash basis, declined 10.1%.

The residential REIT's weighted average combined same-store physical occupancy contracted 60 bps year over year to 96.1%. Fourth-quarter annualized-rate of turnover expanded 120 bps year over year to 41.1%.

UDR continues to implement its Next Generation Operating Platform strategy in 2020. This restricted 2020 combined same-store controllable expense growth to 0.2% year over year.

Portfolio Activity

During the December quarter, the company acquired Andover Place at Cross Creek — a 672-home community in Tampa, FL — for \$122.5 million.

The company's development pipeline aggregated \$491.5 million at the end of the reported quarter and 50% of these costs were incurred during the period. The active pipeline includes five development communities for 1,378 homes.

At the end of the fourth quarter, the company's Developer Capital Program investment including accrued return totaled \$429 million. The weighted average return rate is 8.3% while the weighted average expected remaining term is 2.4 years.

Balance Sheet Activity

As of Dec 31, 2020, UDR had \$958.4 million of liquidity through a combination of cash and undrawn capacity under its credit facilities. Additionally, its total debt was \$5 billion as of the same date.

UDR ended the fourth quarter with fixed-rate debt representing 94.4% of its total debt, a weighted average interest rate of 2.91% and weighted average years to maturity of 8 years.

Guidance

The company provided outlook for first-quarter 2021. It expects FFO as adjusted per share of 46-48 cents.

Further, it projects 2021 FFO as adjusted per share of \$1.88-\$2. Moreover, for the ongoing year, it anticipates same-store cash revenues in the range of -2.5% to 0.5% while same-store NOI is expected to be -4-0% on a year-over-year basis.

Quarter Ending 12/2020

Report Date	Feb 09, 2021
Sales Surprise	-1.66%
EPS Surprise	0.00%
Quarterly EPS	0.49
Annual EPS (TTM)	2.03

Recent News

Dividend Update

On Dec 17, 2020, UDR announced a quarterly dividend of 36 cents per share on common stock for the fourth quarter. The dividend was paid out on Feb 1, 2021 to shareholders of record as of Jan 11, 2021. This marks UDR's 193rd consecutive quarterly dividend distribution on its common stock.

Valuation

UDR's shares have declined 15.3% over the trailing 12-month period. Stocks in the Zacks sub-industry have declined 21.1%, while the Zacks Finance sector has gained 1.7% over the past year.

The S&P 500 Index has been up 17.9% in the past year.

The stock is currently trading at 20.85X forward 12-month FFO, which compares to 20.19X for the Zacks sub-industry, 16.88X for the Zacks sector and 22.87X for the S&P 500 Index.

Over the past five years, the stock has traded as high as 23.17X and as low as 13.57X, with a 5-year median of 19.72X. Our underperform recommendation indicates that the stock will perform worse than the market. Our \$35 price target reflects 17.49X FFO.

The table below shows summary valuation data for UDR.

Valuation Multiples - UDR					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	20.85	20.19	16.88	22.87
	5-Year High	23.17	22.61	17.12	23.80
	5-Year Low	13.57	15.74	11.59	15.30
	5-Year Median	19.72	18.41	14.56	17.85
P/S F12M	Current	9.89	10.94	7.17	4.56
	5-Year High	12.52	12.39	7.17	4.56
	5-Year Low	6.97	8.44	5.02	3.20
	5-Year Median	9.92	9.56	6.12	3.68
P/B TTM	Current	3.74	2.61	3.02	6.69
	5-Year High	4.78	3.35	3.02	6.70
	5-Year Low	2.63	1.85	1.74	3.73
	5-Year Median	3.50	2.47	2.59	4.95

As of 02/10/2021

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Bottom 6% (239 out of 253)



Top Peers

Company (Ticker)	Rec	Rank
Broadstone Net Lease, Inc. (BNL)	Neutral	3
Camden Property Trust (CPT)	Neutral	3
Equity Residential (EQR)	Neutral	3
Essex Property Trust, Inc. (ESS)	Neutral	4
MidAmerica Apartment Communities, Inc. (MAA)	Neutral	3
NexPoint Residential Trust, Inc. (NXRT)	Neutral	3
Apartment Investment and Management Company (AIV)	Underperform	4
AvalonBay Communities, Inc. (AVB)	Underperform	5

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

Industry Comparison Industry: Reit And Equity Trust - Residential				Industry Peers		
	UDR	X Industry	S&P 500	AVB	EQR	MAA
Zacks Recommendation (Long Term)	Underperform	-	-	Underperform	Neutral	Neutral
Zacks Rank (Short Term)	4	-	-	5	3	3
VGM Score	F	-	-	F	F	D
Market Cap	12.29 B	1.45 B	27.82 B	24.55 B	24.87 B	15.59 B
# of Analysts	10	4	13	9	11	7
Dividend Yield	3.45%	3.37%	1.41%	3.62%	3.61%	3.01%
Value Score	D	-	-	D	D	D
Cash/Price	0.06	0.05	0.06	0.01	0.01	0.00
EV/EBITDA	18.86	18.75	14.91	21.27	14.86	19.12
PEG F1	3.72	4.43	2.41	18.25	4.40	NA
P/B	3.82	2.15	3.76	2.28	2.32	2.56
P/CF	18.00	15.95	15.61	15.99	13.35	20.36
P/E F1	21.08	19.53	20.58	21.54	21.99	20.83
P/S TTM	9.90	7.57	3.05	10.67	9.67	9.29
Earnings Yield	4.74%	5.11%	4.78%	4.65%	4.55%	4.80%
Debt/Equity	1.55	1.01	0.68	0.70	0.78	0.75
Cash Flow (\$/share)	2.32	3.09	6.76	10.99	5.00	6.70
Growth Score	D	-	-	D	F	D
Historical EPS Growth (3-5 Years)	5.22%	2.18%	9.27%	2.92%	1.67%	2.62%
Projected EPS Growth (F1/F0)	-3.04%	1.29%	13.76%	-6.03%	-6.80%	1.78%
Current Cash Flow Growth	-1.44%	2.90%	4.21%	3.57%	23.84%	-10.68%
Historical Cash Flow Growth (3-5 Years)	5.98%	11.68%	7.74%	4.74%	5.74%	4.60%
Current Ratio	0.98	1.23	1.38	0.51	0.80	0.07
Debt/Capital	64.16%	50.43%	41.31%	41.31%	44.69%	42.84%
Net Margin	5.18%	11.72%	10.59%	35.96%	35.53%	15.19%
Return on Equity	2.73%	4.26%	14.81%	7.66%	8.50%	4.60%
Sales/Assets	0.13	0.12	0.51	0.12	0.12	0.15
Projected Sales Growth (F1/F0)	-0.13%	2.59%	6.20%	-1.89%	-4.32%	2.38%
Momentum Score	F	-	-	F	D	F
Daily Price Change	1.36%	0.56%	-0.08%	1.16%	1.32%	0.55%
1-Week Price Change	4.21%	4.31%	4.58%	5.22%	5.39%	1.48%
4-Week Price Change	9.10%	6.08%	0.62%	10.47%	12.15%	7.82%
12-Week Price Change	8.05%	6.82%	7.81%	3.69%	11.42%	8.11%
52-Week Price Change	-15.34%	-15.02%	9.04%	-21.63%	-21.21%	-4.37%
20-Day Average Volume (Shares)	1,455,782	440,648	2,065,226	891,103	2,498,339	693,622
EPS F1 Estimate 1-Week Change	-1.31%	0.00%	0.00%	-3.15%	0.15%	0.03%
EPS F1 Estimate 4-Week Change	-2.24%	-0.40%	0.61%	-3.85%	-0.48%	-0.93%
EPS F1 Estimate 12-Week Change	-3.01%	-0.57%	1.59%	-6.32%	-3.07%	-0.24%
EPS Q1 Estimate Monthly Change	-4.18%	0.00%	0.16%	-7.76%	-0.52%	-0.51%

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	D
Growth Score	D
Momentum Score	F
VGM Score	F

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.

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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 medium-term 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 most recent 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.