

# The LongFellow Investor Report

## Stock Challenges

Sorted by Sector, Industry, PAR

**Use Due Diligence**

Ticker	Name	Rev Size	Sales Grwth	EPS Grwth	Profit Mrgin	Trend PTP	SLS R^2	EPS R^2	%Debt to Cap	Cur Div	Cur Div %	Avg PE	Cur PE	RV	PAR	TR	REC Tck	Cur. Price	Buy UP to
<b>Industry 117 Real Estate - General</b>																			
<b>Sector 9 Real Estate</b>																			
BAM	Brookfield Asset Mngt	L	10.3	15.6	21.6	DOWN	0.91	0.56	69.2%	0.560	1.5%	14.3	23.8	166.4	12.1	15.4	BAM	36.95	41.52
JOE	ST JOE CO	S	-5.9	44.6	22.1	UP	0.08	0.13	25.8%	0.000	0.0%	76.4	83.3	109.0	-9.7	-7.7	S JOE	17.50	6.67
<b>Companies 2</b>			2.2	30.1	21.9		0.50	0.34	47.5%	0.280	0.8%	45.4	53.6	137.7	1.2	3.8			
<b>Industry 118 Real Estate Services</b>																			
<b>Sector 9 Real Estate</b>																			
JLL	JONES LANG LASAL	L	12.4	40.3	8.7	DOWN	0.95	0.14	31.0%	0.660	0.6%	16.2	16.5	101.9	1.9	6.2	JLL	114.86	105.99
CBG	CB RICHARD ELLIS	L	11.0	49.3	7.9	DOWN	0.77	0.28	56.4%	0.000	0.0%	20.6	21.2	102.9	0.8	4.3	CBG	35.81	32.59
CSGP	COSTAR GROUP IN	M	19.3	-19.8	9.3	UP	0.94	0.09	17.4%	0.000	0.0%	81.7	91.6	112.1	-7.7	-5.7	S CSGP	240.89	92.25
<b>Companies 3</b>			14.2	23.3	8.6		0.89	0.17	34.9%	0.220	0.2%	39.5	43.1	105.6	-1.7	1.6			
<b>Industry 120 REIT - Diversified</b>																			
<b>Sector 9 Real Estate</b>																			
CXW	CORRECTIONS COR	M	1.7	7.2	12.8	EVEN	0.66	0.61	50.0%	1.680	4.9%	16.6	18.4	110.8	17.6	21.3	B CXW	34.45	38.63
LAMR	LAMAR ADVERTISI	M	2.6	80.7	11.9	UP	0.56	0.37	0.0%	3.320	4.6%	41.9	23.6	56.3	12.4	15.2	B LAMR	72.07	77.11
NLY	ANNALY CAPITAL	M	-31.3	-21.5	96.0	DOWN	0.06	0.09	38.2%	1.200	10.2%	10.9	9.8	89.9	10.1	12.9	NLY	11.81	8.91
WPC	W P CAREY & CO -L	M	19.6	-0.8	26.0	UP	0.88	0.01	56.6%	3.960	6.3%	35.0	34.2	97.7	3.9	5.1	S WPC	62.60	46.73
EQIX	EQUINIX INC	M	24.2	21.3	6.5	DOWN	0.95	0.03	66.7%	7.250	1.7%	134.9	154.1	114.2	-0.7	-0.5	S EQIX	417.70	95.25
<b>Companies 5</b>			3.4	17.4	30.6		0.62	0.22	42.3%	3.482	5.5%	47.9	48.0	93.8	8.7	10.8			
<b>Industry 121 REIT - Healthcare Facilities</b>																			
<b>Sector 9 Real Estate</b>																			
GEO	GEO GROUP INC	M	8.3	9.5	7.2	DOWN	0.93	0.71	71.7%	2.800	8.4%	17.7	16.7	94.4	17.6	21.5	B GEO	33.32	37.98
VTR	VENTAS INC	M	21.1	3.2	14.4	UP	0.93	0.27	51.9%	3.100	4.8%	38.9	34.4	88.4	13.3	14.8	VTR	64.01	56.92
HCN	HEALTH CARE REIT	M	32.7	4.3	12.3	UP	0.95	0.02	45.7%	3.480	4.9%	33.3	25.4	76.3	12.9	15.4	B HCN	71.44	74.19
NHI	NATIONAL HEALTH	S	13.1	6.3	53.3	DOWN	0.70	0.64	1.1%	3.800	5.2%	19.3	18.9	97.9	9.8	13.1	NHI	73.17	71.98
HR	HEALTHCARE REA	S	9.8	1.0	15.5	UP	0.96	0.00	45.0%	1.200	3.7%	51.8	42.1	81.3	4.8	6.0	S HR	32.80	21.53
HCP	HEALTH CARE PPT	M	11.7	-17.8	34.1	DOWN	0.90	0.07	50.0%	1.480	4.7%	24.9	41.3	165.9	-2.8	-1.6	S HCP	31.35	18.83
<b>Companies 6</b>			16.1	1.1	22.8		0.89	0.28	44.2%	2.643	5.3%	31.0	29.8	100.7	9.3	11.5			
<b>Industry 122 REIT - Hotel &amp; Motel</b>																			
<b>Sector 9 Real Estate</b>																			
HST	Host Hotels & Resorts	L	1.2	38.9	9.0	UP	0.14	0.10	33.9%	0.800	4.5%	32.4	17.6	54.3	16.4	20.1	B HST	17.95	20.19
HPT	HOSPITALITY PROP	M	6.9	7.9	10.6	UP	0.72	0.01	51.3%	2.040	6.4%	25.8	24.4	94.6	10.9	13.1	HPT	31.83	30.64
<b>Companies 2</b>			4.1	23.4	9.8		0.43	0.06	42.6%	1.420	5.5%	29.1	21.0	74.4	13.6	16.6			
<b>Industry 123 REIT - Industrial</b>																			
<b>Sector 9 Real Estate</b>																			

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PLD	PROLOGIS	M	18.7	89.5	33.7	UP	0.82	0.26	41.6%	1.760	3.2%	25.9	24.2	93.4	7.7	10.4	PLD	54.41	52.93	
PSA	PUBLIC STORAGE	M	4.6	14.8	53.8	UP	0.74	0.66	4.0%	8.000	3.8%	34.6	30.7	88.7	7.2	9.0	PSA	209.38	190.87	
DRE	DUKE REALTY COR	M	-1.3	36.1	21.9	UP	0.06	0.09	45.3%	0.760	2.7%	32.5	31.5	96.9	5.0	6.7	DRE	27.73	23.85	
<b>Companies</b>	<b>3</b>		<b>7.3</b>	<b>46.8</b>	<b>36.5</b>		<b>0.54</b>	<b>0.34</b>	<b>30.3%</b>	<b>3.507</b>	<b>3.2%</b>	<b>31.0</b>	<b>28.8</b>	<b>93.0</b>	<b>6.6</b>	<b>8.7</b>				
<b>Industry</b>	124	<b>REIT - Office</b>					<b>Sector</b>	9	<b>Real Estate</b>											
CLI	MACK-CALI REALT	M	-3.5	-34.1	9.6	UP	0.93	0.20	58.0%	0.600	2.2%	46.6	20.8	44.6	4.6	7.0	CLI	27.05	23.83	
BXP	BOSTON PROPERTI	M	7.4	2.6	20.1	DOWN	0.95	0.01	63.3%	3.000	2.4%	41.9	48.2	115.0	-5.2	-3.6	S BXP	126.60	70.13	
COR	CoreSite Realty	S	47.3	274.8	14.5	UP	0.86	0.79	61.5%	3.200	3.3%	49.4	63.5	128.5	-9.5	-8.4	S COR	97.85	39.38	
<b>Companies</b>	<b>3</b>		<b>17.1</b>	<b>81.1</b>	<b>14.7</b>		<b>0.91</b>	<b>0.33</b>	<b>60.9%</b>	<b>2.267</b>	<b>2.6%</b>	<b>46.0</b>	<b>44.2</b>	<b>96.0</b>	<b>-3.4</b>	<b>-1.7</b>				
<b>Industry</b>	125	<b>REIT - Residential</b>					<b>Sector</b>	9	<b>Real Estate</b>											
EQR	EQUITY RESIDENTI	M	3.4	59.1	64.4	UP	0.67	0.20	45.8%	2.020	3.1%	34.5	28.2	81.7	18.2	21.3	B EQR	64.58	74.07	
CMO	CAPSTEAD MORTG	S	3.8	2.5	88.9	DOWN	0.06	0.01	90.7%	0.840	7.5%	10.9	16.9	155.0	16.2	19.6	CMO	11.14	11.81	
AVB	AVALONBAY COM	M	12.0	15.6	32.6	UP	0.91	0.25	41.4%	5.680	3.0%	33.6	25.2	75.0	8.2	10.9	AVB	189.84	188.02	
ACC	American Campus	M	19.7	133.5	11.3	UP	0.94	0.69	39.4%	1.680	3.5%	62.0	72.9	117.6	-2.8	-1.6	S ACC	47.39	19.58	
<b>Companies</b>	<b>4</b>		<b>9.7</b>	<b>52.7</b>	<b>49.3</b>		<b>0.65</b>	<b>0.29</b>	<b>54.3%</b>	<b>2.555</b>	<b>4.3%</b>	<b>35.3</b>	<b>35.8</b>	<b>107.3</b>	<b>10.0</b>	<b>12.5</b>				
<b>Industry</b>	126	<b>REIT - Retail</b>					<b>Sector</b>	9	<b>Real Estate</b>											
KIM	KIMCO REALTY CO	M	5.5	26.5	13.5	UP	0.93	0.11	49.2%	1.080	5.3%	39.0	25.4	65.1	18.6	21.6	B KIM	20.29	23.62	
SKT	TANGER FACTORY	S	8.7	22.6	29.9	UP	0.99	0.67	71.7%	1.300	4.2%	27.5	15.5	56.4	11.6	15.8	B SKT	31.19	32.18	
SPG	SIMON PROPERTY	L	5.0	17.8	33.4	UP	0.92	0.74	83.3%	7.000	4.2%	33.7	28.2	83.7	10.5	13.1	SPG	165.26	157.94	
NNN	NATIONAL RETAIL	M	12.0	3.4	40.8	UP	0.99	0.15	37.4%	1.820	4.3%	31.5	33.3	105.7	8.5	10.2	NNN	42.22	36.75	
WRI	WEINGARTEN REA	M	-1.8	17.1	26.3	UP	0.56	0.04	60.2%	1.540	4.7%	26.2	21.9	83.6	7.7	10.5	WRI	32.77	31.42	
FRT	FEDERAL REALTY I	M	5.5	5.9	24.7	UP	0.96	0.79	58.9%	3.920	3.0%	50.6	42.9	84.8	1.7	3.3	S FRT	130.89	85.65	
O	REALTY INCOME C	M	18.2	0.9	29.6	UP	0.93	0.03	46.7%	2.530	4.3%	51.6	51.2	99.2	0.3	1.5	S O	58.35	31.50	
DDR	DEVELOPERS DIVE	M	1.6	-37.2	6.1	UP	0.19	0.03	58.1%	0.760	7.0%	0.0	-53.8	0.0	0.0	S DDR	10.81	-3.60		
<b>Companies</b>	<b>8</b>		<b>6.8</b>	<b>7.1</b>	<b>25.5</b>		<b>0.81</b>	<b>0.32</b>	<b>58.2%</b>	<b>2.494</b>	<b>4.6%</b>	<b>32.5</b>	<b>20.6</b>	<b>72.3</b>	<b>7.4</b>	<b>9.5</b>				

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Report Headers Legend

Rev Size = Based on Sales Revenue Size-BI value  
 SP Qlty = Standard Poors Quality  
 Date of Data = Date of Last Update  
 Sales Grwth = Sales Growth  
 EPS Grwth = EPS Growth

Profit Mrgn = Pre-tax Profit Margin  
 Trend PTP = Trend of Pre-tax Profit  
 Sales R^2 = Sales Trend Line Predictability  
 EPS R^2 = EPS Trend Line Predictability  
 %Debt to Cap = % of Debt to Capitalization

RV = Relative Value of Current PE to Average PE  
 PAR = 5 yr Projected Average Return  
 TR = 5 yr Total Return  
 Rec = Recommendation

Because of Rounding 6 decimals a boundary figure may appear in either of 2 colors

1. Look for RV, PAR, TR Columns to be Dark Blue.
2. Sales ^2 in upper.90's should indicate good trend lines.
3. Compare PTP (Pre Tax Profit) for individual stock to the Industry
4. Compare % of Debt to Capitalization) for individual stock to the Industry
5. Check Company with Buy recommendation to PTP Trend. If Down this may be an indication of the Barbed Wire Fence. DO NOT PROCEED!

R ^2	Color	Range	Count	Percentage
	Blue	.97 to 1.00	0	0.0%
	Green	.90 to 0.96	0	0.0%
	Orange	less than .90	36	#####

Large Revenue	5	13.9%
Mid Revenue	25	69.4%
Small Revenue Companies	6	16.7%
	36	

PAR	Color	Range	Count	Percentage
	Blue	14.9 Plus %	6	16.7%
	Green	12.0 to 14.8	4	11.1%
	Orange	10.0 to 11.9	4	11.1%
	Orange	< 10.0	22	61.1%
Total Return	Blue	20 Plus	5	13.9%
	Green	14.9 to 19.9	5	13.9%
	Orange	10.0 to 14.8	9	25.0%
	Orange	< 10.0	17	47.2%
%Debt to Ca	Blue	33% or Less	5	13.9%
	Green	33.01 to 40.0	4	11.1%
	Orange	40.01 Plus	26	72.2%
	Orange	<= Zero	1	2.8%
	Orange	Null	0	0.0%

Relative Value	Color	Range	Count	Percentage
	Blue	85.0 to 110.0	14	38.9%
	Green	70.0 to 84.9	7	19.4%
	Orange	110.01 to 115.	4	11.1%
	Magenta	Market knows something that we don't		
	Magenta	< 70.0	6	16.7%
	Magenta	> 115.0	5	13.9%

40 Plus: Money goes to the Banks not to You. Compare to Industry