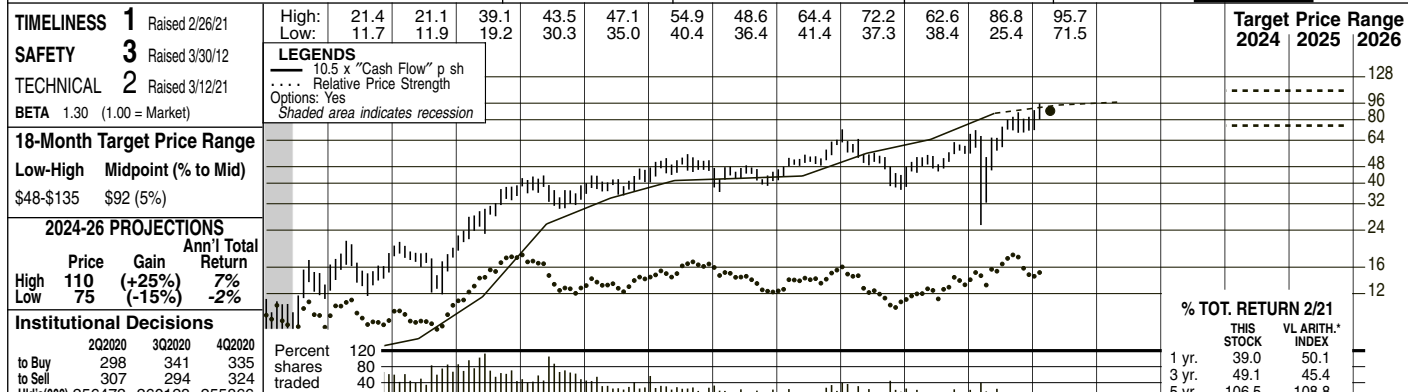


# LENNAR CORP. NYSE:LEN



2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	© VALUE LINE PUB. LLC	24-26
86.29	100.84	62.46	27.94	16.54	16.15	16.11	21.01	28.47	37.20	43.99	45.78	52.70	63.45	70.47	71.92	<b>82.00</b>	<b>85.80</b>	Sales per sh <sup>A</sup>	<b>96.35</b>
8.77	3.96	d11.57	d6.57	d2.11	.61	.70	1.10	2.45	3.24	3.93	4.02	4.13	5.28	6.15	8.19	<b>9.25</b>	<b>9.50</b>	"Cash Flow" per sh	<b>9.60</b>
8.01	3.62	d12.07	d6.86	d2.40	.50	.48	.84	2.11	2.75	3.39	3.85	3.86	5.20	5.74	7.85	<b>9.00</b>	<b>9.25</b>	Earnings per sh <sup>A B</sup>	<b>9.30</b>
.56	.63	.63	.51	.16	.16	.16	.16	.16	.16	.16	.16	.16	.16	.16	.63	<b>1.00</b>	<b>1.08</b>	Div's Decl'd per sh <sup>C</sup>	<b>1.20</b>
32.68	35.34	23.44	16.02	12.96	13.70	14.03	17.48	19.99	23.08	26.23	29.38	32.81	44.97	50.49	57.55	<b>65.15</b>	<b>75.05</b>	Book Value per sh	<b>96.85</b>
160.71	161.32	163.08	163.77	188.59	190.37	192.17	195.38	208.50	209.14	215.37	239.16	239.96	324.24	315.89	312.70	<b>308.00</b>	<b>303.00</b>	Common Shs Outst'g <sup>D</sup>	<b>288.00</b>
7.1	14.0	--	--	--	30.4	35.9	33.0	17.5	14.3	14.1	11.5	13.0	10.5	8.8	8.1	<i>Bold figures are Value Line estimates</i>	Avg Ann'l P/E Ratio	<b>10.0</b>	
.38	.76	--	--	--	1.93	2.25	2.10	.98	.75	.71	.60	.65	.57	.47	.41	Relative P/E Ratio	<b>.55</b>		
1.0%	1.2%	1.7%	3.5%	1.5%	1.0%	.9%	.6%	.4%	.4%	.3%	.4%	.3%	.3%	.3%	1.0%	Avg Ann'l Div'd Yield	<b>1.3%</b>		

<b>CAPITAL STRUCTURE as of 11/30/20</b>																	Sales (\$mill) <sup>A</sup>	<b>27750</b>
Total Debt \$7.4 bill. Due in 5 Yrs \$4.34 bill.																	Operating Margin	<b>12.5%</b>
LT Debt \$7.1 bill. LT Interest \$355 mill.																	Income Tax Rate	<b>22.0%</b>
(Long-term interest earned: 9.8X) (28% of Cap'l)																	Net Profit (\$mill)	<b>2650</b>
Leases, Uncapitalized: Annual rentals \$33.6 mill.																	Net Profit Margin	<b>9.6%</b>
No Defined Benefit Pension Plan																	Homes Inventory (\$mill)	
Pfd Stock None																	Land Inventory (\$mill)	
Common Stock 312,681,066 shs.																	Working Cap'l (\$mill)	<b>25450</b>
(Incl. 37,621,152 Class B shs. w/ 10 votes each)																	Long-Term Debt (\$mill)	<b>8000</b>
as of 12/31/20																	Shr. Equity (\$mill)	<b>27900</b>
MARKET CAP: \$27.6 billion (Large Cap)																	Return on Total Cap'l	<b>8.0%</b>
CURRENT POSITION 2018 2019 11/30/20																	Return on Shr. Equity	<b>9.5%</b>
<b>BUSINESS:</b> Lennar Corp. builds single- and multi-family homes																	Retained to Com Eq	<b>8.5%</b>
predominately in the eastern, central, and western regions of the																	All Div'ds to Net Prof	<b>13%</b>
United States. The company's average fiscal 2020 home price was																		
\$395,000, versus \$400,000 in fiscal 2019. Homebuilding accounted																		
for 93% of revenues in fiscal 2020. Operates two other businesses:																		
Lennar Financial Services and Lennar Multifamily. Acquired CalAt-																		

Cash Assets	1596.0	1468.7	2932.7	<p><b>Lennar finished fiscal 2020 (ended November 30th) on a very solid note.</b> The homebuilder earned \$2.82 a share, which far outpaced both our estimate and the previous-year tally. The primary catalysts were a notable strengthening of the company's gross margin (the highest quarterly performance on record) and strong results from the ancillary businesses (i.e., Financial Services and Lennar Multifamily). This helped the company overcome a 2% top-line decline, resulting from a similar percentage drop in the number of homes sold. That said, investors should note that a large percentage of the home sales during the quarter reflected contracts negotiated during the outbreak of the pandemic, when community traffic suffered from economic lockdowns and social-distancing measures.</p> <p><b>The homebuilder is positioned to deliver strong results in fiscal 2021.</b> New home orders and the backlog of homes under construction were up a healthy 16% and 21%, respectively, during the November quarter. This, combined with low borrowing costs and a limited industrywide supply of new properties,</p>																			
Receivables	1041.8	906.9	938.1																				
Inventory <sup>F</sup>	17068.7	17776.5	17175.2																				
Current Assets	19706.5	20152.1	21046.0																				
Accts Payable	1524.5	1265.2	1037.3																				
Debt Due	1573.2	1797.1	293.2																				
Other	1902.7	1900.9	--																				
Current Liab.	5000.4	4963.2	1330.5																				

<b>ANNUAL RATES</b>	Past 10 Yrs.	Past 5 Yrs.	Est'd '18-'20 to '24-'26	<p>augurs well for near-term revenue and earnings visibility. Management has guided for full fiscal-year deliveries of 62,000–64,000, which, along with strong expected results from the aforementioned ancillary businesses, should push revenues north of \$25 billion. Chairman Stuart Miller stated on the January conference call: "The surge in demand for housing, combined with the market's inability to produce sufficient homes to meet this demand, has exacerbated the already well-documented undersupply of new homes for sale. Lennar is well positioned with its production-oriented <i>Everything Included</i> business model and strong land position to capitalize on this industry supply shortage." The limited supply, which should result in the use of fewer incentives to sell homes, and LEN's ability to negotiate favorable contracts with suppliers, given its immense size, should aid margins even in the face of rising raw materials costs.</p> <p><b>This stock is ranked 1 (Highest) for Timeliness.</b> However, the strong performance over the last year discounts much of the gains we envision to 2024-2026.</p> <p><i>William G. Ferguson</i> <span style="float: right;"><i>March 19, 2021</i></span></p>																			
of change (per sh)	13.0%	13.5%	6.0%																				
Sales	--	15.5%	6.5%																				
"Cash Flow"	--	18.0%	7.0%																				
Earnings	1.5%	15.0%	25.0%																				
Dividends	13.5%	17.0%	11.5%																				
Book Value																							

Fiscal Year Ends	2018	2019	2020	2021	2022	Full Fiscal Year	<p>antlantic Group, 2/18. Sold Rialto Investments, 11/18. As of 11/30/20 had about 9,495 empl's. Chairman Stuart Miller owns 58.1% of Class B shares. Off/dir. own 1.8% of Class A common stock; The Vanguard Group, 10.4% (2/21 Proxy). Co-CEOs and Presidents: Rick Beckwith and Jon Jaffe, Inc.: DE. Addr.: 700 N.W. 107th Ave., Miami, FL 33172. Tel.: 305-559-4000. Internet: www.lennar.com.</p>																			
<b>QUARTERLY SALES (\$mill.) <sup>A</sup></b>			Feb.28	May.31	Aug.31	Nov.30																				
2018	2980.8	5459.1	5672.6	6459.1	20571.6																					
2019	3868.1	5562.9	5857.1	6971.5	22259.6																					
2020	4505.3	5287.4	5870.3	6825.9	22488.9																					
2021	<b>5200</b>	<b>6200</b>	<b>6550</b>	<b>7300</b>	<b>25250</b>																					
2022	<b>5350</b>	<b>6400</b>	<b>6750</b>	<b>7500</b>	<b>26000</b>																					
Fiscal Year Ends	2018	2019	2020	2021	2022	Full Fiscal Year																				
<b>EARNINGS PER SHARE <sup>A B E</sup></b>			Feb.28	May.31	Aug.31	Nov.30																				
2018	1.11	1.00	1.30	1.79	5.20																					
2019	.74	1.30	1.59	2.13	5.74																					
2020	1.27	1.65	2.12	2.82	7.85																					
2021	<b>1.70</b>	<b>2.20</b>	<b>2.40</b>	<b>2.70</b>	<b>9.00</b>																					
2022	<b>1.75</b>	<b>2.30</b>	<b>2.45</b>	<b>2.75</b>	<b>9.25</b>																					

Cal-endar	2017	2018	2019	2020	2021	Full Year	<p><b>Timeliness.</b> However, the strong performance over the last year discounts much of the gains we envision to 2024-2026.</p>																			
<b>QUARTERLY DIVIDENDS PAID <sup>C</sup></b>			Mar.31	Jun.30	Sep.30	Dec.31																				
2017	.04	.04	.04	.04	.16																					
2018	.04	.04	.04	.04	.16																					
2019	.04	.04	.04	.04	.16																					
2020	.125	.125	.125	.25	.63																					
2021	.25																									

(A) Fisc. yr. ends Nov. 30th. (B) Dil. egss. Excl. n/r gain (loss): '12, \$2.25; '17, (48c); '18, 24c. Excl. disc ops: '05, 6c. Earnings may not sum to total due to rounding. Next egss. rpt. due late March. (C) Div'ds. historically paid in early Feb., early May, late July, and late October. (D) In millions. (E) Qrtly egss. may not sum to total due to shr. count change. (F) Specific identification.