

| Pinnacle <br> Investment Properties | 408 661-5903 |  | www.investwithpinnacle.com |  |  |  |
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| 10 Year Performance Summary---Cash-flow \& Equity |  |  |  |  |  |  |
|  | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 10 |
| INCOME |  |  |  |  |  |  |
| Gross Rent | \$24,000 | \$24,480 | \$24,970 | \$25,469 | \$25,978 | \$28,682 |
| Vacancy | \$1,200 | \$1,224 | \$1,248 | \$1,273 | \$1,299 | \$1,434 |
| Operating Income | \$22,800 | \$23,256 | \$23,721 | \$24,196 | \$24,679 | \$27,248 |
| EXPENSES |  |  |  |  |  |  |
| Property taxes | \$1,123 | \$1,145 | \$1,168 | \$1,192 | \$1,216 | \$1,342 |
| Insurance | \$720 | \$734 | \$749 | \$764 | \$779 | \$860 |
| Management | \$2,280 | \$2,326 | \$2,372 | \$2,420 | \$2,468 | \$2,725 |
| Maintenance | \$960 | \$979 | \$999 | \$1,019 | \$1,039 | \$1,147 |
| Water. Trash, sewer | \$1,800 | \$1,836 | \$1,873 | \$1,910 | \$1,948 | \$2,151 |
| Lawncare/Snow removal | \$480 | \$490 | \$499 | \$509 | \$520 | \$574 |
| Total Operating Expenses | \$7,363 | \$7,510 | \$7,660 | \$7,814 | \$7,970 | \$8,799 |
| Income Analyses | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 10 |
| Net Operating Income | \$15,437 | \$15,746 | \$16,061 | \$16,382 | \$16,710 | \$18,449 |
| Debt Service | \$10,504 | \$10,504 | \$10,504 | \$10,504 | \$10,504 | \$10,504 |
| Cash Flow | \$4,933 | \$5,241 | \$5,556 | \$5,878 | \$6,205 | \$7,944 |
| Cash on Cash Return | 9.9\% | 10.5\% | 11.1\% | 11.8\% | 12.4\% | 15.9\% |
| Equity Analysis | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 10 |
| Principal Reduction | \$1,930 | \$2,044 | \$2,164 | \$2,292 | \$2,427 | \$3,265 |
| Annual Appreciation | \$6,000 | \$6,180 | \$6,365 | \$6,556 | \$6,753 | \$7,829 |
| Total Annual Equity Gain | \$7,930 | \$8,224 | \$8,530 | \$8,848 | \$9,180 | \$11,093 |
| Total Equity Gain \% | 15.9\% | 16.4\% | 17.1\% | $\mathbf{1 7 . 7 \%}$ | 18.4\% | 22.19\% |
| Income \& Equity Analysis | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 10 |
| Total Annual Income | \$4,933 | \$5,241 | \$5,556 | \$5,878 | \$6,205 | \$7,944 |
| Total Annual Eqity | \$7,930 | \$8,224 | \$8,530 | \$8,848 | \$9,180 | \$11,093 |
| Total Income \& Equity | \$12,862 | \$13,465 | \$14,086 | \$14,726 | \$15,386 | \$19,038 |
| Return from Income \& Equity | 25.7\% | 26.9\% | 28.2\% | 29.5\% | 30.8\% | 38.1\% |
|  | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 10 |
| Cummulative Cash flow | \$4,933 | \$10,174 | \$15,730 | \$21,608 | \$27,813 | \$63,988 |
| Cummulative Equity Gain | \$7,930 | \$16,153 | \$24,683 | \$33,531 | \$42,712 | \$94,134 |
| Total Cummulative Income \& Equity | \$12,862 | \$26,327 | \$40,413 | \$55,139 | \$70,525 | \$158,122 |

## 10 Year Cummulative Return



