

| 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 | \$14,400 | \$14,688 | \$14,982 | \$15,281 | \$15,587 | \$17,209 |
| Vacancy | \$720 | \$734 | \$749 | \$764 | \$779 | \$860 |
| Operating Income | \$13,680 | \$13,954 | \$14,233 | \$14,517 | \$14,808 | \$16,349 |
| EXPENSES |  |  |  |  |  |  |
| Property taxes | \$1,780 | \$1,816 | \$1,852 | \$1,889 | \$1,927 | \$2,127 |
| Insurance | \$660 | \$673 | \$687 | \$700 | \$714 | \$789 |
| Management | \$1,231 | \$1,256 | \$1,281 | \$1,307 | \$1,333 | \$1,471 |
| Maintenance | \$576 | \$588 | \$599 | \$611 | \$623 | \$688 |
| Total Operating Expenses | \$4,247 | \$4,332 | \$4,419 | \$4,507 | \$4,597 | \$5,076 |
| Income Analyses | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 10 |
| Net Operating Income | \$9,433 | \$9,621 | \$9,814 | \$10,010 | \$10,210 | \$11,273 |
| Debt Service | \$7,413 | \$7,413 | \$7,413 | \$7,413 | \$7,413 | \$7,413 |
| Cash Flow | \$2,019 | \$2,208 | \$2,400 | \$2,597 | \$2,797 | \$3,860 |
| Cash on Cash Return | 6.4\% | 7.0\% | 7.6\% | 8.2\% | 8.8\% | 12.2\% |
| Equity Analysis | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 10 |
| Principal Reduction | \$1,015 | \$1,086 | \$1,161 | \$1,242 | \$1,329 | \$1,881 |
| Annual Appreciation | \$3,810 | \$3,924 | \$4,042 | \$4,163 | \$4,288 | \$4,971 |
| Total Annual Equity Gain | \$4,825 | \$5,010 | \$5,203 | \$5,406 | \$5,617 | \$6,853 |
| Total Equity Gain \% | 15.2\% | 15.8\% | 16.4\% | 17.0\% | 17.7\% | 21.58\% |
| Income \& Equity Analysis | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 10 |
| Total Annual Income | \$2,019 | \$2,208 | \$2,400 | \$2,597 | \$2,797 | \$3,860 |
| Total Annual Eqity | \$4,825 | \$5,010 | \$5,203 | \$5,406 | \$5,617 | \$6,853 |
| Total Income \& Equity | \$6,844 | \$7,218 | \$7,604 | \$8,002 | \$8,414 | \$10,712 |
| Return from Income \& Equity | 21.6\% | 22.7\% | 23.9\% | 25.2\% | 26.5\% | 33.7\% |
|  | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 10 |
| Cummulative Cash flow | \$2,019 | \$4,227 | \$6,628 | \$9,224 | \$12,021 | \$29,152 |
| Cummulative Equity Gain | \$4,825 | \$9,835 | \$15,039 | \$20,444 | \$26,061 | \$57,699 |
| Total Cummulative Income \& Equity | \$6,844 | \$14,063 | \$21,666 | \$29,669 | \$38,082 | \$86,851 |
| Income \& Equity ROI | 21.6\% | 22.7\% | 23.9\% | 25.2\% | 26.5\% | 33.7\% |



