

| 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 | \$18,000 | \$18,360 | \$18,727 | \$19,102 | \$19,484 | \$21,512 |
| Vacancy | \$900 | \$918 | \$936 | \$955 | \$974 | \$1,076 |
| Operating Income | \$17,100 | \$17,442 | \$17,791 | \$18,147 | \$18,510 | \$20,436 |
| EXPENSES |  |  |  |  |  |  |
| Property taxes | \$2,340 | \$2,387 | \$2,435 | \$2,483 | \$2,533 | \$2,797 |
| Insurance | \$660 | \$673 | \$687 | \$700 | \$714 | \$789 |
| Management | \$1,539 | \$1,570 | \$1,601 | \$1,633 | \$1,666 | \$1,839 |
| Maintenance | \$720 | \$734 | \$749 | \$764 | \$779 | \$860 |
| Total Operating Expenses | \$5,259 | \$5,364 | \$5,471 | \$5,581 | \$5,693 | \$6,285 |
| Income Analyses | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 10 |
| Net Operating Income | \$11,841 | \$12,078 | \$12,319 | \$12,566 | \$12,817 | \$14,151 |
| Debt Service | \$9,386 | \$9,386 | \$9,386 | \$9,386 | \$9,386 | \$9,386 |
| Cash Flow | \$2,455 | \$2,692 | \$2,933 | \$3,180 | \$3,431 | \$4,765 |
| Cash on Cash Return | 6.0\% | 6.5\% | 7.1\% | 7.7\% | 8.3\% | 11.6\% |
| Equity Analysis | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 10 |
| Principal Reduction | \$1,383 | \$1,476 | \$1,575 | \$1,680 | \$1,793 | \$2,506 |
| Annual Appreciation | \$4,950 | \$5,099 | \$5,251 | \$5,409 | \$5,571 | \$6,459 |
| Total Annual Equity Gain | \$6,333 | \$6,574 | \$6,826 | \$7,089 | \$7,364 | \$8,964 |
| Total Equity Gain \% | 15.4\% | 15.9\% | 16.5\% | 17.2\% | 17.9\% | 21.73\% |
| Income \& Equity Analysis | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 10 |
| Total Annual Income | \$2,455 | \$2,692 | \$2,933 | \$3,180 | \$3,431 | \$4,765 |
| Total Annual Eqity | \$6,333 | \$6,574 | \$6,826 | \$7,089 | \$7,364 | \$8,964 |
| Total Income \& Equity | \$8,788 | \$9,266 | \$9,759 | \$10,269 | \$10,795 | \$13,729 |
| Return from Income \& Equity | 21.3\% | 22.5\% | 23.7\% | 24.9\% | 26.2\% | 33.3\% |
|  | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 10 |
| Cummulative Cash flow | \$2,455 | \$5,146 | \$8,080 | \$11,259 | \$14,690 | \$35,794 |
| Cummulative Equity Gain | \$6,333 | \$12,908 | \$19,734 | \$26,823 | \$34,187 | \$75,613 |
| Total Cummulative Income \& Equity | \$8,788 | \$18,054 | \$27,813 | \$38,082 | \$48,877 | \$111,406 |
| Income \& Equity ROI | 21.3\% | 22.5\% | 23.7\% | 24.9\% | 26.2\% | 33.3\% |

## 10 Year Cummulative Return



