

| Pinnacle | 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 | \$19,200 | \$19,584 | \$19,976 | \$20,375 | \$20,783 | \$22,946 |
| Vacancy | \$960 | \$979 | \$999 | \$1,019 | \$1,039 | \$1,147 |
| Operating Income | \$18,240 | \$18,605 | \$18,977 | \$19,356 | \$19,744 | \$21,798 |
| EXPENSES |  |  |  |  |  |  |
| Property taxes | \$2,124 | \$2,166 | \$2,210 | \$2,254 | \$2,299 | \$2,538 |
| Insurance | \$660 | \$673 | \$687 | \$700 | \$714 | \$789 |
| Management | \$1,642 | \$1,674 | \$1,708 | \$1,742 | \$1,777 | \$1,962 |
| Maintenance | \$576 | \$588 | \$599 | \$611 | \$623 | \$688 |
| Total Operating Expenses | \$5,002 | \$5,102 | \$5,204 | \$5,308 | \$5,414 | \$5,977 |
| Income Analyses | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 10 |
| Net Operating Income | \$13,238 | \$13,503 | \$13,773 | \$14,049 | \$14,330 | \$15,821 |
| Debt Service | \$10,808 | \$10,808 | \$10,808 | \$10,808 | \$10,808 | \$10,808 |
| Cash Flow | \$2,430 | \$2,695 | \$2,965 | \$3,240 | \$3,521 | \$5,013 |
| Cash on Cash Return | 5.1\% | 5.7\% | 6.2\% | 6.8\% | 7.4\% | 10.6\% |
| Equity Analysis | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 10 |
| Principal Reduction | \$1,593 | \$1,699 | \$1,813 | \$1,935 | \$2,064 | \$2,885 |
| Annual Appreciation | \$5,700 | \$5,871 | \$6,047 | \$6,229 | \$6,415 | \$7,437 |
| Total Annual Equity Gain | \$7,293 | \$7,570 | \$7,860 | \$8,163 | \$8,480 | \$10,323 |
| 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 | \$2,430 | \$2,695 | \$2,965 | \$3,240 | \$3,521 | \$5,013 |
| Total Annual Eqity | \$7,293 | \$7,570 | \$7,860 | \$8,163 | \$8,480 | \$10,323 |
| Total Income \& Equity | \$9,723 | \$10,265 | \$10,825 | \$11,404 | \$12,001 | \$15,335 |
| Return from Income \& Equity | 20.5\% | 21.6\% | 22.8\% | 24.0\% | 25.3\% | 32.3\% |
|  | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 10 |
| Cummulative Cash flow | \$2,430 | \$5,125 | \$8,090 | \$11,330 | \$14,851 | \$36,873 |
| Cummulative Equity Gain | \$7,293 | \$14,863 | \$22,724 | \$30,887 | \$39,366 | \$87,069 |
| Total Cummulative Income \& Equity | \$9,723 | \$19,988 | \$30,813 | \$42,217 | \$54,218 | \$123,942 |
| Income \& Equity ROI | 20.5\% | 21.6\% | 22.8\% | 24.0\% | 25.3\% | 32.3\% |

## 10 Year Cummulative Return



