

iShares U.S. Real Estate ETF Strategy Analysis

Why choose an iShares U.S. Real Estate ETF strategy?

Allocating money to an iShares U.S. Real Estate ETF indexed strategy provides the opportunity for clients to diversify their portfolios with exposure to upside in the real estate sector without downside risk.

Returns using rolling periods

Using one-year rolling returns from June 20, 2001 through December 31, 2018, you can see how an iShares U.S. Real Estate point-to-point strategy with an 8.25% cap would have performed compared to an S&P 500® point-to-point strategy with a 7.00% cap. The following analysis includes more than 4,400 observations.

	S&P 500® Annual Point-to-Point with 7.00% Cap		iShares U.S. Real Estate Annual Point-to-Point with 8.25% Cap
Maximum Return	7.00%	Maximum Return	8.25%
Average Return	4.69%	Average Return	4.74%

Returns over last seven years

The tables below show how a \$100,000 purchase payment would have grown over the last seven years using the S&P 500® strategy compared to the U.S. Real Estate strategy.

Year	S&P 500® Annual Point-to-Point			Year	iShares U.S. Real Estate Annual Point-to-Point		
	Index Return	Strategy Return with 7.00% Cap	Account Value		ETF Return	Strategy Return with 8.25% Cap	Account Value
2012	13.40%	7.00%	\$107,000	2012	13.83%	8.25%	\$108,250
2013	29.60%	7.00%	\$114,490	2013	-2.45%	0.00%	\$108,250
2014	11.39%	7.00%	\$122,504	2014	21.81%	8.25%	\$117,181
2015	-0.72%	0.00%	\$122,504	2015	-2.29%	0.00%	\$117,181
2016	9.53%	7.00%	\$131,080	2016	2.47%	2.47%	\$120,075
2017	19.41%	7.00%	\$140,255	2017	5.28%	5.28%	\$126,415
2018	-6.23%	0.00%	\$140,255	2018	-7.49%	0.00%	\$126,415
Avg. Return	10.91%	5.00%	\$140,255	Avg.	4.45%	3.46%	\$126,415

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To learn more about the iShares U.S. Real Estate ETF, visit iShares.com and search ticker symbol IYR.

Maximum and average rolling returns are reflective of the data that was available to us when this flier was created. Returns for last seven years assume that, for the entire seven-year period, clients held a Great American Life® fixed-indexed annuity, allocated 100% of their funds to applicable strategy for each one year term and terms coincided with calendar years. Indexed interest rates for the strategy are based on changes in the index over one-year terms, which are not based on calendar years but begin on the 6th and 20th of a month. The information presented above reflects hypothetical caps, which are not guaranteed rates. The actual caps that we might have applied during this period would have been different and might have been significantly lower. A purchase payment greater than \$100,000 may be required to receive illustrated rates.

The launch date of the iShares U.S. Real Estate ETF was June 12, 2000. Past performance does not guarantee future results. Historical index returns are not indicative of the interest that would have been credited to a fixed-indexed annuity during the same time period.

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