

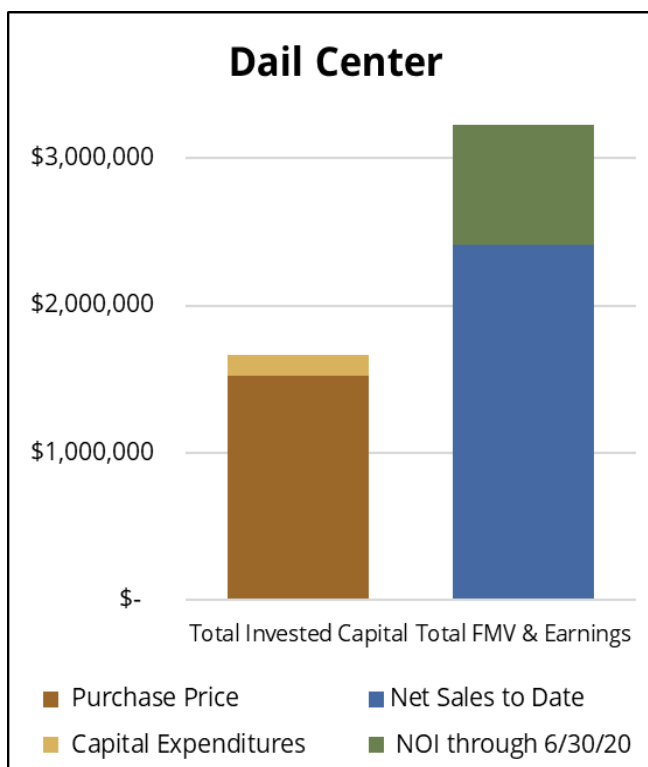
## November 2020 Update

**PWREI signed a new lease in October.** ValuVet Wellness Clinic, a veterinary clinic for dogs & cats, signed a 10-year, 2,000 sq. ft. lease at [Log Pond Plaza](#).

We are pleased to announce that this week, we are making our regularly scheduled quarterly distributions to investors. Distributions to PWREI investors will include a return of capital from the two property sales we announced in last month's update.

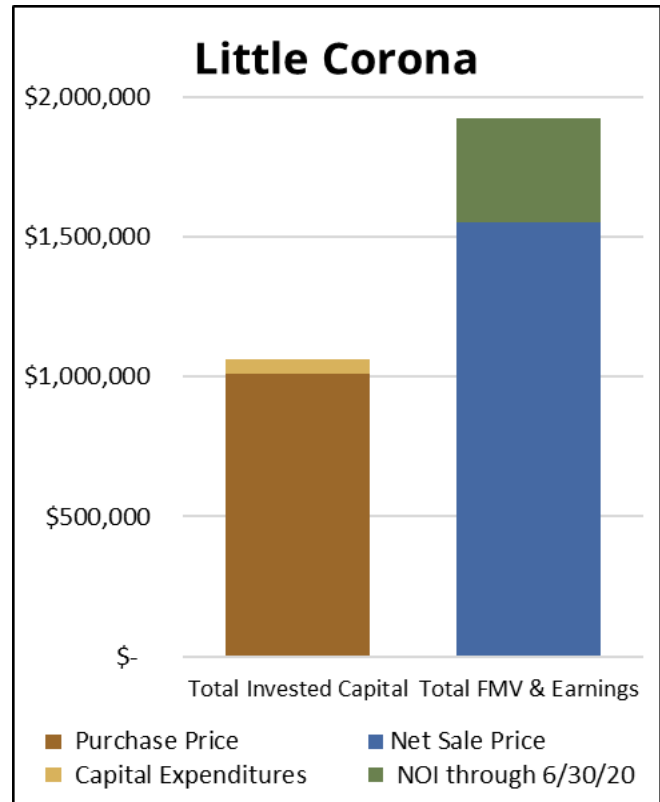
**Dail Center** was sold on August 13, 2020 for \$2.4M. This 16,145-sq. ft. retail center in beautiful Myrtle Beach, South Carolina was 100% owned by PWREI and originally purchased for \$1.5M. When we acquired Dail Center at the end of 2014 it was 38% vacant. The plan was to complete a few big property upgrades, which included putting on a new roof and painting the buildings. These improvements increased the property's curb appeal and helped attract new tenants to fill the vacant units.

Dail Center	
Purchase Price (Dec 2014)	\$1,522,500
Capital Expenses	\$138,989
<b>Total</b>	<b>\$1,661,489</b>
Net Sale Price (Aug 2020)	\$2,414,643
NOI thru 6/30/20	\$746,350
<b>Total</b>	<b>\$3,160,993</b>



**Little Corona** was sold on August 28, 2020, for \$1.55M. This small 6,074-sq. ft. Arizona property was also 100% owned by PWREI. It was originally purchased for \$1M. When we purchased Little Corona at the end of 2014 it was fully occupied. It had one tenant tottering and one tenant with a lease rate well below market. We painted the exterior of the building to give it a renewed look. We were able to complete lease renewals for both restaurant tenants and raise their rents. The decision was made to allow an endcap tenant to vacate, due to a lower than market rent rate on their lease. Although it took some time, we were able to lease the endcap space to a national user, Athletico, at a market rent rate for a seven-year term.

Little Corona	
Purchase Price (Dec 2014)	\$1,010,000
Capital Expenses	\$51,547
<b>Total</b>	<b>\$1,061,547</b>
Net Sale Price (Aug 2020)	\$1,551,302
NOI thru 6/30/20	\$371,504
<b>Total</b>	<b>\$1,922,806</b>



PWREI investors have now received returns of capital of 16.5% of their original investment from 4 small sales, total cash returns of about 50%, and PWREI’s value to investors is still well above the size of their original investment.

*“As the supply of manufactured homes decline as a result of zoning restrictions and is combined with U.S. consumers’ search for affordability, net demand for manufactured homes is only expected to increase.” – National Real Estate Investor, September 2020*

I’ve gotten a few questions in the last month from PWL investors that show Opportunity Zone incentives remain confusing. Properly structured OZ investments carry 3 incentives. Here’s a simplified\* list of those 3 incentives.

1. **THE BIG INCENTIVE:** If your investment in a Qualified Opportunity Zone Fund is held for 10 years, **the federal tax on the gains from the investment are zero**. This zero-tax rate applies to both the long-term gain and any depreciation recapture gain.
2. **First small incentive:** The source of your Opportunity Zone capital investment must be from a current gain. Typically, you’d be paying tax on that current gain in this tax year. Instead, the tax on the current gain is deferred until 2026.

3. Second small incentive: When you are taxed in 2026 on the current gain from item 2 in this list, the size of the gain is reduced by 10% then subjected to tax.

**The BIG INCENTIVE is worth about 10x as much as the two small incentives taken together.**

An investment in this QOF is a **socially conscious investment**, as these properties are in areas that typically do not attract investment dollars. We are making new housing available to senior citizens and others of limited means.

The minimum investment in our Qualified Opportunity Zone Fund is \$250,000, and the investment dollars for Opportunity Zones must be sourced from a taxable gain to realize the full tax benefit of an OZ investment. Taxable gains could be from the sale of stocks, bonds, real estate, private companies, or collectibles. **If you would like to receive a brochure Sally and I wrote explaining Opportunity Zone tax incentives**, or would like information about potentially investing in our Manufactured Home Community QOF, please contact me or Sally.

### IRS Opportunity Zone Deadline Relief

The IRS has given Opportunity Zone investors deadline relief in response to the corona chaos. The 6-month deadline for investors to join a QOF after receiving a gain has been extended to anytime in 2020. If you have any gains from last year that were reported to you via a K-1 you received earlier this year, those gains are eligible for OZ tax incentives if invested any time this year in a properly structured QOF. Any direct gain received, for instance from the sale of stocks, bonds, property, or a business that was booked October 2019 or later can also be used for Opportunity Zone investment this year.

Stay healthy and keep smiling –

**Martin A. Stever**

President

[martin@pacificwestland.com](mailto:martin@pacificwestland.com)

(206) 780-3944 direct

(206) 780-4040 office

**Sally Erickson**

Investor Relations & Marketing Manager

[sally@pacificwestland.com](mailto:sally@pacificwestland.com)

(206) 201-3212

## PWREI Scorecard

---

Approximate investment by PWRE2.

Data as of 09/30/2020

### Willow Hill Center

---

The 21,082 sq. ft. center located in Puyallup, WA was purchased in May 2014 with a 83% stake for PWREI. We sold the Starbucks pad in October 2014 for ~\$2.35M net and the Ivar's pad in April 2015 for ~\$1.27M net. The property currently has 10 tenants with the most recognizable being Moneytree, Pho Tai Vietnamese, and Rainier Growlers.

Initial Investment

\$5,625,000

Net Investment

\$2,889,595

Occupancy

100%

2020 Q1 – Q2 NOI

\$199,363

---

## Benjamin Square

---

PWREI purchased this 9,950 sq. ft. property in May 2014. Benjamin Square is in a highly visible center just off of I-5 in Woodland, WA. The property currently has 7 tenants; the national tenants include Starbucks (drive thru), Subway, Papa Murphy's, and H&R block.

Initial Investment	Net Investment	Occupancy	2020 Q1 – Q2 NOI
\$1,900,000	\$1,978,735	70%	\$97,400

---

## Shoppes at Buford

---

This 20,844 sq. ft. property was purchased by PWREI in May 2014 and is located in a Buford, GA. The centers location across the Mall of Georgia puts it in a retail corridor ideal for drawing shoppers. The Shoppes at Buford has a total of 10 tenants, which include Edible Arrangements, Ideal Image, and Design House of Flowers.

Initial Investment	Net Investment	Occupancy	2020 Q1 – Q2 NOI
\$2,740,600	\$3,011,339	95%	\$153,118

---

## Auburn Road

---

Located in Dacula, GA, this 8,400 sq. ft. property was purchased by PWREI in August 2014. The center is located at the busy intersection of Auburn Rd. and Jim Moore Rd. and is at the center of a sprawling residential area. Auburn Road's 3 tenants include World Finance, Intracore Healthcare, and Georgia Veterinary.

Initial Investment	Net Investment	Occupancy	2020 Q1 – Q2 NOI
\$1,000,000	\$1,031,598	86%	\$64,778

---

## Roosevelt Place

---

This 14,000 sq. ft. property was purchased in August 2014 by PWREI. The property is located in the industrial corridor of Phoenix, AZ by I-10. This location allows for heavy daytime traffic. In May 2016, the Jack in the Box pad sold for ~\$1.08M. Roosevelt Place currently has 5 tenants, the two largest being Cash America and Filiberto's Mexican Food.

Initial Investment	Net Investment	Occupancy	2020 Q1 – Q2 NOI
\$2,960,000	\$1,945,965	81%	\$113,384

---

## Gulf Breeze

---

PWREI purchased this 27,739 sq. ft. property located in Port Arthur, TX in January 2015. The property is shadow anchored by the major grocery store, H-E-B, and maintains great visibility from both HWY 347 and HWY 365. Of the 17 tenants, Gulf Breeze's 8 national tenants include Edward Jones, Sprint, World Finance, Super Cuts, Republic Finance, The Nutrition Store, Pizza Hut, and a Wells Fargo ATM.

Initial Investment	Net Investment	Occupancy	2020 Q1 – Q2 NOI
\$2,677,500	\$2,805,419	91%	\$183,372

---

## Log Pond Plaza

---

Located in a dense residential area just north of State Route 16 in Newark, OH, this 27,368 sq. ft. property was purchase by PWREI in March 2015. The property is shadow anchored by a Walmart Super Center with a Home Depot across the street. Log Pond boasts a healthy mix of 10 local and national tenants, which include Hertz, Cheng's Chinese, Fiesta Salon, and CATO.

Initial Investment	Net Investment	Occupancy	2020 Q1 – Q2 NOI
\$1,850,000	\$2,037,905	78%	\$101,888

---

## Massard Farms

---

Located in Fort Smith, AR, this large shopping complex was purchased in April 2015. In September 2018, the Kohl's building sold for \$8.9M net. After its sale, PWREI still owns 71,592 sq. ft. leasable space. Massard Farms tenants include an IHOP, Savers, Sports Clips, Firehouse Subs, and Pad Thai Cuisine. In November 2019, a new lease was signed with 10-Gym, hopes to open in November 2020.

Initial Investment	Net Investment	Occupancy	2020 Q1 – Q2 NOI
\$13,415,287	\$6,896,494	100%	\$117,972

---

## Oak Creek Commons

---

This small 10,462 sq. ft. strip center located in Oak Creek, WI was purchased by PWREI in May 2015. Being south of Milwaukee, the area's population growth and average household income are projected to outpace the national average over the next five years. Oak Creek Commons has a healthy mix of 6 tenants, with the most recognizable being Dunkin' Donuts and Great Clips.

Initial Investment	Net Investment	Occupancy	2020 Q1 – Q2 NOI
\$1,191,750	\$1,275,862	90%	\$38,284

---

## Massillon Commons

Located along the busy Lincoln Way corridor in Massillon Ohio, this property was purchased in June 2015 for a 66.7% stake for PWREI. In June 2016, the Home Depot pad sold for ~\$9.36M net with the proceeds used to pay off debt. In addition to a 50,503 sq. ft. Dunham's Sports, Massillon Commons boasts 63,048 sq. ft. of leasable space that include 10 tenants; the largest being P.S. Cook's, Oakpark Preschool, and Stark Medical.

Initial Investment	Net Investment	Occupancy	2020 Q1 – Q2 NOI
\$8,618,667	\$2,457,590	85%	\$111,573

## Greensburg Commons

Purchased in July 2015 for a 66.7% stake for PWREI, this large 88,953 sq. ft. shopping center is located at the intersection of I-74 and State Rd 3 in Greensburg, IN. In December 2016, the Walmart Parcel sold for ~\$13.9M net with most of the proceeds used to pay off debt. Greensburg Commons holds a mix of 16 local and national tenants. The most recognizable tenants are Jimmy Johns, Great Clips, GameStop, GNC, Rent-A-Center, Goodwill, Hibbett, and Bath & Body Works.

Initial Investment	Net Investment	Occupancy	2020 Q1 – Q2 NOI
\$12,512,000	\$3,450,124	58%	\$166,826

## Gateway Center

PWREI purchased this 28,056 sq. ft. mixed retail space, located in Newberry, SC, in October 2015. Gateway Center sits at the intersection of US 76 and Main St. and is shadow anchored by a Walmart. With 12 tenants, the center's most notable occupants include GameStop, Quick Credit, Nexien, and T-Mobile.

Initial Investment	Net Investment	Occupancy	2020 Q1 – Q2 NOI
\$2,030,055	\$2,233,215	100%	\$149,821

## Powder Springs

Purchased in October 2015 by PWREI, this 15,050 sq. ft. strip center is located on Richard D. Sailors Pkwy in Powder Springs, GA. Upon purchase of the property, we acquired a vacant pad that was sold in February 2016 for ~\$280k net. Powder Springs is shadow anchored by a Home Depot and has a total of 7 tenants. The largest being, Premier Martial Arts, Johnny's Pizza, and Hanger Prosthetics.

Initial Investment	Net Investment	Occupancy	2020 Q1 – Q2 NOI
\$1,100,000	\$976,903	91%	\$67,022

## Sugarcreek Crossing

---

Located in Centerville, OH, PWREI purchased Sugarcreek Crossing in October 2015 and holds a 66.7% stake. Upon purchase, the property included three parcels: ground leased Cracker Barrel pad that was eventually sold in May 2016 for ~\$2.28M net; a tire discounters pad that was sold in December 2016 for ~\$2.96M net; and a multi-tenant retail building containing a UPS store, a Chiropractic office, and Edward Jones, among others. Work to create an additional 3,425 sq. ft. of retail space in a former bank drive-thru is now complete, and a new tenant, Milan Laser is scheduled to open in this space later in 2020.

Initial Investment	Net Investment	Occupancy	2020 Q1 – Q2 NOI
\$5,117,333	\$2,069,157	92%	\$88,764

---

## East West Market

---

Purchased as a joint deal with Castleberry Promenade, PWREI acquired this 17,017 sq. ft property in February 2016. East West Market is located along the East West Connector in Austell, GA. The 1.09-acre Dunkin Donuts pad sold in June 2020 for ~\$522k net. The property currently holds 6 tenants, the largest being WellStar Health System, American Health Imaging, and Thumbs Up Diner.

Initial Investment	Net Investment	Occupancy	2020 Q1 – Q2 NOI
\$2,660,000	\$2,704,587	100%	\$138,198

---

## Castleberry Promenade

---

PWREI acquired this 26,651 sq. ft. property in February 2016 as a joint deal with East West Market. Castleberry Promenade is located at the busy intersection of Bethelview Rd. and Castleberry Rd. in Cumming, GA. Upon purchase, the property included leasable space as well as two small developable pads. This property currently has 11 tenants, among them: Liberty Tax, Kumon Learning, Castleberry Ale House, and Ovo Salon West.

Initial Investment	Net Investment	Occupancy	2020 Q1 – Q2 NOI
\$2,906,000	\$3,040,460	100%	\$161,320

---

## Village at Las Sendas

---

PWREI purchased this 39,144 sq. ft property in June 2016 for a 33.4% stake. The Village at Las Sendas is located at the intersection of McDowell Rd. and Power Rd. in Mesa, AZ. This shopping center has a diverse mix of 16 national and local tenants, with the most recognizable being Chipotle, Jimmy Johns, and Smashburger.

Initial Investment	Net Investment	Occupancy	2020 Q1 – Q2 NOI
\$2,922,500	\$2,988,043	95%	\$76,399

---

## Little Corona – SOLD August 2020

---

Located at the busy intersection of Rural Rd. and Ray Rd. in Chandler, AZ, this 6,074 sq. ft. property was purchased by PWREI in December 2014. Little Corona was sold in August 2020 for \$1.55M. At the time of sale, Little Corona held 100% occupancy.

Initial Investment	Profit	Deal Multiple	Gross IRR
\$1,010,000	\$1,170,646	1.84x	13%

---

## Dail Center – SOLD August 2020

---

Dail Center was purchased by PWREI in December 2014. This 16,145 sq. ft. center is located along US Route 17 in famous Myrtle Beach, SC. Due to its popular location, the area attracts over 14 million visitors each year. In August 2020, Dail Center was sold for \$2.4M and was 100% occupied.

Initial Investment	Profit	Deal Multiple	Gross IRR
\$1,522,500	\$1,990,807	2.08x	16%

---

**Note: 2020 NOI numbers reflect the PWRE2's portion of the total. All profit, NOI, Gross IRR, and Deal Multiple calculations presented are unaudited gross estimates. All numbers within this report are unaudited and should be considered as close approximations. Members receive the audited results on an annual basis.**