

## December 2022 Update

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We hope that you had a hearty, safe, and happy Thanksgiving!

Things are especially busy in the office this week, as the elves are wrapping presents and stuffing Christmas cards. Usually, the first two weeks in December are busy, but this year the calendar is absolutely packed!

A couple of weeks ago, we were asked by one of our investor's service providers for an update on our **exposure to cryptocurrency**. While the email was not intended as a joke, it made me laugh. We did not invest any of our many reserve accounts in crypto or anything funky. The bank holds PWL reserve accounts as regular old deposits earning meager interest or in money markets getting a couple of points of interest. Any interest received benefits the investors who own that LLC's deposits.

Last month, PWL sponsored two tables at the [Stella Maris House Star of Hope Gala](#). Many of the PWL staff attended, along with Codi Scott, the partner from BDO who heads the PWL tax team. We enjoyed a fun-filled evening that raised just over \$92,700. The Stella Maris House is one of Kitsap County's two shelters for women and children. For more information on this vital community organization, please check them out on [Facebook](#).

As we have done each December for several years, here are my book recommendations based on my reading and listening of the last 12 months.

**Best Fiction:** "*Twice 22*" by Ray Bradbury. 44 short stories, nearly every reader will have already come across a few. Includes three of Bradbury's most famous stories, one about a very rainy Venus, "*All Summer in a Day*," one a time travel tale "*The Sound of Thunder*," and one about a lighthouse that disturbs nearby wildlife, "*The Fog Horn*."

**Runners-Up:** "*Honeymoon in Hell*" by Fredric Brown, "*Proceed, Sergeant Lamb*" by Robert Graves.

**Best Non-Fiction:** "*A War Like No Other: How the Athenians & Spartans Fought the Peloponnesian War*" by Professor Victor Davis Hanson. Rather than a chronology of the 30-year war between Athens and Sparta, Hanson instead explores the major issues of the war including motives, internal politics, tactics, naval power, diplomacy, and the effect of plague. This is far more interesting than "General X fought General Y with result Z," rinse and repeat. A truly superior telling of ancient history.

**Runner-Up:** "*My Early Life, 1874-1904*" by Winston S. Churchill.

**Best Audiobook:** "*The Things They Carried*" by Tim O'Brien, narrated by Bryan Cranston. The book won many awards when it first came out, but I missed it then. A series of interlinked short stories about one squad of Marines in Vietnam, the author plays with the medium. The same incident is covered in different stories from slightly different points of view, each of which is true, meaning none of them can be completely true. I've been a fan of Cranston ever since seeing him on Broadway

many years ago. He's only narrated one book for adults other than his own autobiography, and this is it. His performance is terrific.

**Runner-Up:** "*Desert Star*" by Michael Connelly.

If you'd like to meet for breakfast or lunch, please give me a shout so we can get something on the books. Office visitors with an appointment are welcome, and I'm always happy to get out of the office in December!

Stay healthy & keep smiling –

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## PWREI Scorecard

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Approximate investment by PWREI

Data as of 10/30/2022

### Willow Hill Center

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The 21,082 sq. ft. center located in Puyallup, WA was purchased in May 2014 with an 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 9 tenants with the most recognizable being Moneytree, Pho Tai Vietnamese, and Rainier Growlers.

Initial Investment	Net Investment	Occupancy	2022 Q1-Q2 NOI
\$5,625,000	\$2,897,139	100%	\$221,793

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### Benjamin Square

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PWREI purchased this 9,950 sq. ft. property in May 2014. Benjamin Square is in a highly visible center just off I-5 in Woodland, WA. The property currently has 6 tenants; the national tenants include Starbucks (drive thru), Subway, Papa Murphy's, T-Mobile and H&R block.

Initial Investment	Net Investment	Occupancy	2022 Q1-Q2 NOI
\$1,900,000	\$2,020,457	86%	\$82,532

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## Auburn Road

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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 4 tenants include State Farm, Intracore Healthcare, Georgia Veterinary, and Center Stripe Golf.

Initial Investment	Net Investment	Occupancy	2022 Q1-Q2 NOI
\$1,000,000	\$1,043,791	100%	\$51,861

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## Gulf Breeze

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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. Gulf Breeze's 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	2022 Q1-Q2 NOI
\$2,677,500	\$2,874,743	100%	\$246,545

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## Log Pond Plaza

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Located in a dense residential area just north of State Route 16 in Newark, OH, this 27,368 sq. ft. property was purchased 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 11 local and national tenants, which include Hertz, Cheng's Chinese, Fiesta Salon, and CATO.

Initial Investment	Net Investment	Occupancy	2022 Q1-Q2 NOI
\$1,850,000	\$2,151,567	88%	\$98,393

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## Massard Farms

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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.

Initial Investment	Net Investment	Occupancy	2022 Q1-Q2 NOI
\$13,415,287	\$7,333,966	96%	\$278,487

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## Massillon Commons

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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 includes 12 tenants, the largest being P.S. Cook's, OakPark Preschool, and Stark Medical.

Initial Investment	Net Investment	Occupancy	2022 Q1-Q2 NOI
\$8,618,667	\$2,456,425	91%	\$131,851

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## Greensburg Commons

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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 15 local and national tenants. The most recognizable tenants are Jimmy John's, Great Clips, GameStop, GNC, Rent-A-Center, Feeder's Pet Supply, Goodwill, Open Box Outlet and Bath & Body Works.

Initial Investment	Net Investment	Occupancy	2022 Q1-Q2 NOI
\$12,512,000	\$3,644,190	93%	\$165,983

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## Gateway Center

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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	2022 Q1-Q2 NOI
\$2,030,055	\$2,233,215	100%	\$189,027

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## Powder Springs

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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 6 tenants including Hanger Prosthetics and Premier Martial Arts.

Initial Investment	Net Investment	Occupancy	2022 Q1-Q2 NOI
\$1,100,000	\$997,146	81%	\$82,482

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## Sugarcreek Crossing

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Located in Centerville, OH, PWREI purchased Sugarcreek Crossing in October 2015 and holds a 66.7% stake. Upon purchase, the property included three parcels: a 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.

Initial Investment	Net Investment	Occupancy	2022 Q1-Q2 NOI
\$5,117,333	\$2,135,840	82%	\$98,483

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## East West Market

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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 Hearing Imaging, and Thumbs Up Diner.

Initial Investment	Net Investment	Occupancy	2022 Q1-Q2 NOI
\$2,660,000	\$2,206,308	100%	\$155,187

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## Castleberry Promenade

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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 10 tenants, among them Liberty Tax, Kumon Learning, Castleberry Ale House, and Ovo Salon.

Initial Investment	Net Investment	Occupancy	2022 Q1-Q2 NOI
\$2,906,000	\$3,207,943	100%	\$202,616

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## Village at Las Sendas

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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 John's, and Smashburger.

Initial Investment	Net Investment	Occupancy	2022 Q1-Q2 NOI
\$2,922,500	\$3,012,222	100%	\$127,119

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## Little Corona – SOLD August 2020

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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 \$1.57M. At the time of sale, Little Corona held 100% occupancy.

Initial Investment	Profit	Deal Multiple	Gross IRR
\$1,010,000	\$1,170,646	1.82x	13%

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## Dail Center – SOLD August 2020

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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%

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## Roosevelt Place – SOLD November 2021

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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 sold in November 2021 for \$5.02M.

Initial Investment	Profit	Deal Multiple	Deal IRR
\$2,960,000	\$4,620,030	2.55x	19.9%

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## Shoppes at Buford – SOLD June 2022

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This 20,844 sq. ft. property was purchased by PWREI in May 2014 and is located in Buford, GA. The centers' location across from the Mall of Georgia puts it in a retail corridor ideal for drawing shoppers. Shoppes at Buford sold in June 2022 for \$5.7M.

Initial Investment	Profit	Deal Multiple	Deal IRR
\$2,740,600	\$5,699,583	2.68x	15.1%

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## Oak Creek Commons– SOLD June 2022

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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 sold in June 2022 for \$2.5M.

Initial Investment	Profit	Deal Multiple	Deal IRR
\$1,191,750	\$2,499,248	2.81x	18.4%

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**Note: 2022 NOI numbers reflect the PWREI'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 audited results on an annual basis from a PCAOB registered public accounting firm.**

Pacific West Land, LLC • 403 Madison Ave N, Ste 230 • Bainbridge Island, WA 98110 • December 7, 2022

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