

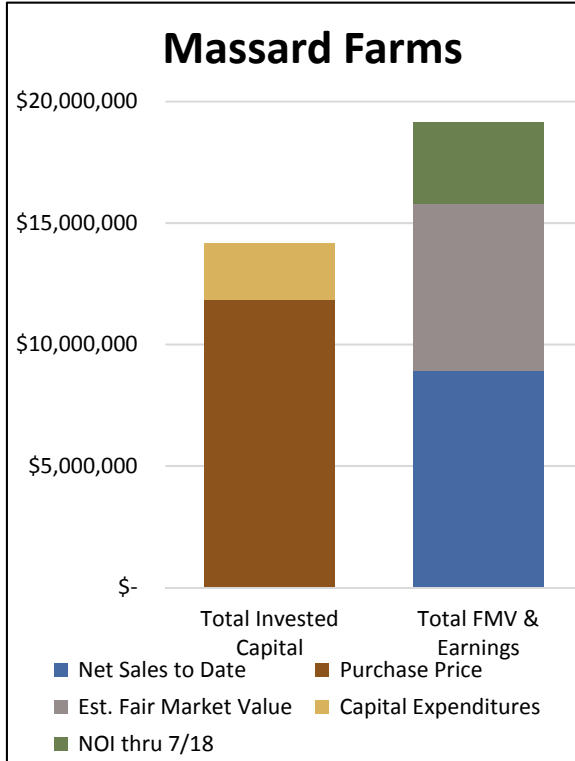
## Pacific West Land, LLC

403 Madison Avenue North, Suite 230  
Bainbridge Island, WA 98110

10/8/2018

October 2018 Update

We are pleased to report that on September 7, 2018, **Pacific West Real Estate Income Fund, LLC (PWREI)** closed the sale of the Kohl's parcel (62,117-sq. ft.) at Massard Farms at a net sale price of \$8,920,432. We originally bought the 133,709-sq. ft. Fort Smith, AR, shopping center in April 2015 for \$11,850,000.



Purchase Price (April 2015)	\$11,850,000
Capital Expenses to date	\$2,336,207
<b>Total</b>	<b>\$14,186,207</b>
Kohl's sale (Sep 2018)	\$8,920,432
<i>Est. value of remaining property</i>	<i>~\$6,865,000</i>
NOI thru 7/30/18	\$3,363,434
<b>Total</b>	<b>\$19,148,866</b>

When we bought Massard Farms in April of '15, it was our intention to sell the Kohl's as quickly as possible, within one year was the goal. We had intended that a significant portion of the sales proceeds would fund PWREI's tenant improvement and capital expenditure

(CapX) reserves. Before selling the Kohl's, we renegotiated their lease to get an extension on the term (number of years the lease would run), shrank the store's footprint—which has created a new space we hope to lease, and put the newly-sized Kohl's on to its own taxable parcel. Once all that was done, the sale itself took much longer than normal. Josh did a great job handling the final negotiations that got us over the finish line.

**Pacific West Real Estate Income II, LLC (PWRE2) has made two more property acquisitions in Georgia.**



On 8/21/18 we closed on the purchase of **Dublin Village**, in Dublin, GA, for \$7,988,256. Originally developed in 2005, Dublin Village is a 98,540 sq. ft. regional destination, Kroger-anchored shopping

center. Kroger is the market dominant grocery store serving a broad trade area with limited grocery competition. There are three outparcel pads totaling 1.3 contiguous acres included in our acquisition.



Within a 35-mile radius of Dublin Village there is no other Kroger or Publix location. Kroger operates a 24-hr, 70,225 sq. ft. store that includes an internal Starbucks and a fueling station. Some of the other tenants in this center include a national pizza chain, a nail salon, an urgent care, and a Japanese steak house. Occupancy is currently 87%.



**Westminster Apartments** is a 40-unit apartment community in Macon, GA, with significant value add opportunity. We purchased Westminster through Auction.com and closed on 8/30/18 for \$917,541 or \$22,939 per door. Current occupancy is ~78%.



In other exciting news, we are very pleased to announce that we have **hired a new accountant** to join the PWL team. Maribina Reynolds has 17 years of accounting and financial reporting experience. She earned a Bachelor of Science in Business Administration with a focus in accounting from the University of Arkansas. She continued her education at Western Governor’s University where she earned a Master of Business Administration. Before joining our team, she worked at Housing Kitsap. Her favorite pastimes include spending time with her dog and reading.

Like offices across America, we are talking a lot about football now that the season has started. PWL’s **fantasy football** league kicked off three weeks ago. PWL Property Manager Zach Garrett’s *Screamin’ Toddlers* have dominated scoring, thanks to his prophetic pick of Patrick Mahomes in the 14th round of the draft. I believe Zach’s three young children inspired his team name. My own *The Favreites2Win* have scored the second most points behind the Toddlers, despite Tom Brady’s early struggles. We have many University of Washington Husky fans on the staff. Lots of people wear purple on Fridays. They are happy with the team’s early success.

If you’d like to meet for breakfast or lunch on Bainbridge Island, please give me a shout.

Thanks –

Martin A. Stever  
 206-780-3944  
 martin@pacificwestland.com

**PWREO Scorecard**  
**(approximate investment by PWREO)**  
**all data as of 8/31/18**

**Palm Bay Commons — SOLD April 2013** PWREO sold this 9,000 sq. ft. property in April 2013 for \$1.35M. The property was purchased in May 2012.

Initial Investment	Profit	Deal Multiple	Gross IRR
\$936,659	\$338,191	1.51x	48.42%

**Eastern and St. Rose — SOLD August 2013** PWREO sold this property in August 2013 for \$6.5M. PWREO owned 22% of this property. Purchased for \$3.21M in December 2011, this 20,180 sq. ft. commercial property is located at the northwest corner of Eastern Ave and St. Rose Parkway in Henderson, NV.

Initial Investment	Profit	Deal Multiple	Gross IRR
\$709,000	\$547,131	1.84x	46.68%

**Jonesboro-Towne Crest — SOLD May 2015** PWREO purchased this property in May 2012. This 20,109 sq. ft. commercial property is located at the corner of Jonesboro Road and Vinings Drive in McDonough, GA. This property sold on May 18, 2015 for ~\$3.3M net.

Initial Investment	Profit	Deal Multiple	Gross IRR
\$1,559,778	\$1,591,182	2.05x	28.34%

**Shoppes at Princeton Lakes — SOLD July 2015** PWREO owned 25% of this property located in Atlanta, GA. It was purchased in May 2013 for \$3.1M. The property includes one retail building with 13,264 sq. ft. of space. This property sold on July 7, 2015 for ~\$4.15M net.

Initial Investment	Profit	Deal Multiple	Gross IRR
\$775,000	\$310,873	1.55x	24.44%

**Shoppes of Andover — SOLD August 2015** This 21,599 sq. ft. property in Orlando, FL, was purchased in August 2012. The location is easily accessible from the interstate and benefits from Publix as a shadow-anchor. This property was sold on August 6, 2015 for ~\$4.62M net.

Initial Investment	Profit	Deal Multiple	Gross IRR
\$2,918,863	\$1,859,243	1.77x	22.72%

**King's Crossing — SOLD October 2015** This 15,000 sq. ft. property, located in Kennesaw, GA, just outside of Atlanta, was purchased in August 2012. It is located next to a busy Bank of America branch, has excellent visibility from the street, and easy access to I-75. This property was sold on October 16, 2015 for ~\$1.7M net.

Initial Investment	Profit	Deal Multiple	Gross IRR
\$855,401	\$829,486	1.99x	25.70%

**Buenaventura Lakes — SOLD November 2015** This property was purchased in May 2013 for \$2.8M and is located in Kissimmee, FL, just outside of Orlando. The property consists of 23,625 sq. ft. of inline retail space. The property was 91% owned by PWREO. The Bank of America parcel was sold on May 9, 2014 for \$1.23M. The remaining property sold on November 4, 2015 for ~\$3.362M net.

Initial Investment	Profit	Deal Multiple	Gross IRR
\$2,402,405	\$1,537,890	1.77x	34.45%

**Shoppes of Maitland — SOLD December 2015** Purchased in December 2012, this property is located in Maitland, FL, a suburb of Orlando. The property consists of a 3,820 sq. ft. Regions Bank with drive-thru and a 16,441 sq. ft. retail shops building with second story office spaces. Regions Bank parcel sold February 2014 for \$3.986M. The remaining property sold on December 9, 2015 for ~\$3.1M net.

Initial Investment	Profit	Deal Multiple	Gross IRR
\$4,109,872	\$2,840,230	1.85x	43.20%

**Crabapple Station — SOLD December 2015** This property was purchased in February 2013 and is located in Milton, GA, a suburb of Atlanta. The property consists of 18,943 sq. ft. of retail space in three buildings. This property sold on December 30, 2015 for ~\$4.17M net.

Initial Investment	Profit	Deal Multiple	Gross IRR
\$2,625,000	\$1,558,819	1.80x	26.38%

**Westminster Crossings — SOLD May 2016** PWREO purchased 50% of this property located in Westminster, CO, in August 2012. It totals 28,713 sq. ft. and is shadow-anchored by Lowe's Home Improvement. This property sold on May 9, 2016 for ~\$3.9M net to PWREO.

Initial Investment	Profit	Deal Multiple	Gross IRR
\$1,948,347	\$1,784,859	2.24x	25.90%

**Fort Apache Shopping Center — SOLD June 2016** PWREO purchased the note secured by this property in Las Vegas, NV, for \$1.85M and took ownership in August 2013 via trustee's sale. The property consists of 9,819 sq. ft. of retail space. The property sold in June 2016 for ~\$2.7M net.

Initial Investment	Profit	Deal Multiple	Gross IRR
\$1,942,500	\$852,072	1.55x	16.88%

**Bell West Ranch Shops – SOLD August 2016** PWREO purchased this property and assumed an underlying loan in August 2012. The center is located on Bell Road near the growing Loop 303 corridor in Surprise, AZ. The 7,000 sq. ft. O'Reilly Auto Parts pad sold in October 2012 for ~\$1.98M net, which was used to pay down the loan. The remaining 20,225 sq. ft. of retail space sold on August 15, 2016 for ~\$3.82M net, with owner carryback financing. Final investment analysis numbers will be available when buyer pays off the loan balance.

Initial Investment	Profit	Deal Multiple	Gross IRR
\$4,692,339	\$1,471,964	1.53x	16.79%

**91st and Northern (Peoria Crossing) – SOLD August 2016** PWREO purchased this property in June 2012. This 7,900 sq. ft. commercial building is located in the popular Peoria Crossings shopping center just off Arizona Loop 101. The building is anchored by a 2,700 sq. ft. Streets of New York restaurant. Property sold on August 31, 2016 for ~\$2.1M net.

Initial Investment	Profit	Deal Multiple	Gross IRR
\$1,057,874	\$1,031,050	2.03x	18.86%

**Stonebridge Shops – SOLD December 2016** This property is located in Mesa, AZ, and was 50% owned by PWREO. The property was purchased in August 2012 for \$2.65M. The property consists of 30,235 square feet of shops, shadow-anchored by Safeway. It was sold on December 22, 2016 for ~\$4.44M net.

Initial Investment	Profit	Deal Multiple	Gross IRR
\$1,306,793	\$808,909	1.76x	16.17%

**Northlake Promenade – SOLD December 2016** This property, located in Atlanta, GA, was purchased in September 2012 for \$3.4M. The property was 80% owned by PWREO. The AT&T portion of the building sold on April 23, 2013 for \$1.825M. The remaining shops were sold on December 29, 2016 for ~\$4.05M net.

Initial Investment	Profit	Deal Multiple	Gross IRR
\$2,742,170	\$1,887,301	2.32x	40.40%

**International Promenade – SOLD July 2017** PWREO purchased this property in April 2012. The 35,296 sq. ft. commercial property is located at the corner of US Highway 192 and Vineland Road in Kissimmee, FL. The Taco Bell parcel sold for \$1.9M on September 17, 2013. The remainder of the property was sold on July 13, 2017 for ~\$5.375M net.

Initial Investment	Profit	Deal Multiple	Gross IRR
\$3,167,940	\$3,844,957	2.38x	26.08%

**Shoppes at Summerlin – SOLD August 2017** PWREO owned 50% of this property in the affluent Summerlin area of Las Vegas, NV. The property was purchased in August 2012 for \$2.86M. The center consists of 16,127 sq. ft. It is shadow-anchored by K-Mart, Lowe's, and Trader Joe's. This property was sold on August 11, 2017 for ~\$4.873M net.

Initial Investment	Profit	Deal Multiple	Gross IRR
\$1,467,225	\$1,026,250	2.59x	27.13%

**Hickory Flat – SOLD November 2017** This property is located in Holly Springs, GA, within the greater Atlanta metropolitan area. It was purchased in November 2012. The center includes 19,285 sq. ft. of retail space in two separate buildings as well as a standalone Wendy's pad. Wendy's exercised the option to purchase their parcel on February 29, 2016 for \$735k net. The remaining property sold on November 21, 2017 for ~\$3.264M net.

Initial Investment	Profit	Deal Multiple	Gross IRR
\$2,276,454	\$1,879,345	2.20x	21.25%

**Vistancia Marketplace – SOLD May 2018** This property, located in Peoria, AZ, was purchased in October 2012 for \$25.9M and was 25% owned by PWREO. The Chase pad and Walgreens pad sold in March 2013 for ~\$10.82M combined net. The Safeway pad sold November 2013 for ~\$14.1M net. A vacant restaurant pad sold for ~\$781k net in July 2016. A three-tenant building sold for ~\$2.2M net in September 2016. The three-tenant pad including Banner Health sold on December 18, 2017 for

~\$1.93M net. The remaining shops on the Safeway side of the property sold on April 24, 2018 for ~\$2.9M net. The remainder of this property sold on May 1, 2018 for ~\$4.985M net.

Initial Investment	Profit	Deal Multiple	Gross IRR
\$3,237,500	\$3,088,701	2.08x	37.67%

**Fairway Park Plaza – SOLD May 2018** This property is located in Phoenix, AZ, at the hard corner of 59th Ave and W. Indian School Rd, a high-volume, stabilized intersection. Purchased in November 2012, the property consists of 32,133 sq. ft. of shops space, shadow-anchored by a CVS Pharmacy. This property sold on May 25, 2018 for ~\$3.388M net.

Initial Investment	Profit	Deal Multiple	Gross IRR
\$925,914	\$2,431,271	4.30x	35.36%

**Arrowhead Festival** — PWREO purchased this property in March 2012. The 12,615 sq. ft. commercial property is located at the northeast corner of Bell Road and 73rd Ave in Glendale, AZ. America’s Best Contacts and Eyeglasses relocated within the building and expanded their footprint to over 5,200 sq. ft. in June 2016.

Initial Investment	Net Investment	Occupancy	2018 Q1-Q2 NOI
\$1,739,027	\$1,923,787	79%	\$112,555

**Village Shoppes at Altamonte** — This property is in Altamonte Springs, FL, a suburb of Orlando, and was purchased May 2013. The property consists of 35,381 sq. ft. of retail space. Tenants include Skyra Studios, International Diamond Center, and The Crepevine restaurant, among others. Net investment figure is lower than the initial investment thanks to the proceeds received from the eminent domain taking settlement.

Initial Investment	Net Investment	Occupancy	2018 Q1-Q2 NOI
\$2,900,000	\$1,634,198	81%	\$173,062

**Highlands Shopping Center** — PWREO owns this property located in Clearwater, FL, purchased in June 2013 for \$700k. The property includes two retail buildings with 19,015 sq. ft. of space. The property is shadow anchored by a Walmart Neighborhood Market. The vacant pad on Highland Ave was sold on April 27, 2018 for ~\$416k net. A new lease for 1,970 square feet was signed with Lucky Lady in July and the tenant is building out their suite.

Initial Investment	Net Investment	Occupancy	2018 Q1-Q2 NOI
\$700,000	\$342,232	63%	\$2,697

**Note: 2018 NOI numbers reflect PWREO’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.**