

## Pacific West Land, LLC

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

2/1/2016

February 2016 Update

I hope the football season was a good one for your team(s). Josh won the Pacific West Land Fantasy Football League this year. In a statistical fluke, my team, *The Favreites2Win* finished with the fourth most victories and was the fourth highest scoring team, but was shut out of the 4-team playoff.

On December 30 the sale closed for **Crabapple Station**. The net sale price was \$4,041,077 and NOI to date is ~\$736,219. The property was purchased in February 2013 for \$2,625,000 and capital expenditures during the hold were ~\$151,868.

Purchase Price ( <i>Feb 2013</i> )	\$2,625,000
<u>Capital Expenses</u>	<u>~\$151,868</u>
<b>Total Spend</b>	<b>~\$2,776,868</b>
Net Sale Price ( <i>Dec 2015</i> )	~\$4,014,077
<u>NOI to Date</u>	<u>~\$736,219</u>
<b>Total Earnings</b>	<b>~\$4,777,296</b>

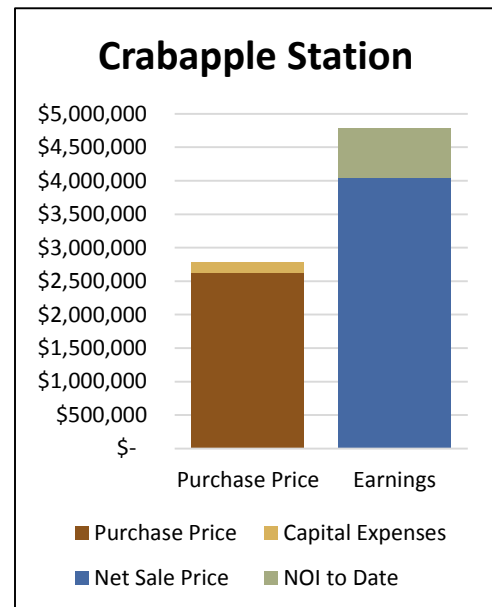
2016 is off to a good start for PWL.

Best --

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

**Distressed Asset Fund Scorecard**  
**(approximate investment by the Fund)**  
**all data as of 12/31/2015, unaudited**

**San Diego County Loan—REPAID** \$1M hard money loan at 18% interest.  
Borrower paid in full and Fund profit amounted to ~\$130.4k.



**Oasis at the Islands—SOLD** The Fund sold this 7,200-square-foot commercial property located in Gilbert, AZ for \$1,255,000 in April 2012. The property was purchased in March 2010, with an original purchase price of \$546k.

Fund Initial Investment	Profit	Multiple	Gross IRR
\$610,078	\$541,817	1.9x	30.79%

**Village at Surprise —SOLD** The sale of this property was completed in April 2013 for \$6.01M. The property was purchased in February 2011 for \$3.108M, and was 30% owned by the Fund.

Fund Initial Investment	Fund Profit	Multiple	Gross IRR
\$939,139	\$781,492	1.89x	36.71%

**Sunset Commons —SOLD** The Popeye’s lease sold in February 2011 for ~\$605k. The sale of the remainder of this property was completed in July 2013 for \$1.85M. It was 100% owned by the Fund.

Fund Initial Investment	Fund Profit	Multiple	Gross IRR
\$627,458	\$1,033,790	1.86x	34.23%

**Desert Bloom Plaza — SOLD** The sale of this property was completed in November 2013 for \$780k. The Fund acquired this 5,099-square-foot Las Vegas retail property through a trustee’s sale in August 2010. The note had a face value of \$800k. It was 100% owned by the Fund.

Fund Initial Investment	Fund Profit	Multiple	Gross IRR
\$376,620	\$538,532	2.27x	29.96%

**Safeway Plaza — SOLD** The sale of this property was completed at the end of January 2014 with a sale price of \$1,275,000 net. The fund acquired the building in March 2011.

Fund Initial Investment	Fund Profit	Multiple	Gross IRR
\$661,670	\$319,250	1.86x	25.30%

**Laveen Village — SOLD** This property was 20% owned by the Fund and was purchased in August 2010 for a total purchase price of \$8M. The Jack in the Box pad sold in December 2010 for \$1.225M. We sold an Office Max pad in June of 2011 for just over \$3M. The remainder of the property sold for \$7.15M on May 1, 2014.

Fund Initial Investment	Fund Profit	Multiple	Gross IRR
\$1,600,000	\$647,717	1.67x	28.10%

**Shops at Warm Springs — SOLD** The Fund owned 20% of a 35,242-square-foot property in Las Vegas purchased November 2010 for \$6.5M. A Wells Fargo ground lease sold for \$3.55M, Sinclair’s gas station sold for \$1.4M, and Putter’s restaurant sold for \$700k, all in July 2011. We sold the SBA cell phone tower September 2011 for \$260,000, and completed the sale of the South Building in April 2013 for \$3.195M. Remaining building was sold in July 2014 for \$3.025M.

Fund Initial Investment	Fund Profit	Multiple	Gross IRR
\$1,350,000	\$962,953	1.49x	33.93%

**Shops at Tatum & Dynamite — SOLD** This 8,725-square-foot retail property was purchased by the Fund in December 2010. This property was sold on December 10<sup>th</sup>, 2014 for \$1,687,913 net, with a \$71,000 hold back on future rent collections.

Fund Initial Investment	Fund Profit	Multiple	Gross IRR
\$1,252,078	\$545,288	1.41x	9.16%

**Siena Canyon — SOLD** The Fund purchased this 15,074-square-foot property on Tropicana Ave in Las Vegas, NV in July 2010. The Jack in the Box pad sold for \$1.835M and the Arby’s pad sold for \$1.417M. American Auto sold in October 2013 for \$700k. Sale of remaining 6,000 square feet closed on March 13<sup>th</sup>, 2015 for \$934.9K net.

Fund Initial Investment	Fund Profit	Multiple	Gross IRR
\$3,219,290	\$1,448,795	1.51x	60.94%

**Pepper Ridge Plaza — SOLD** This 19,818-square-foot property in Phoenix was acquired in July 2010 for \$1,939M. It was 50% owned by the Fund. The center was sold on May 12, 2015 for \$1.8M net.

Fund Initial Investment	Fund Profit	Multiple	Gross IRR
\$1,939,461	\$58,849	1.06x	1.30%

**Walmart Country Club Shops — SOLD** This Retail property was 44.9% owned by the Fund. It is located in Mesa, AZ with 17,597 square feet of retail space, purchased in December 2010 for \$2.049M. This property was sold on August 20, 2015 for \$2.185M net.

Fund Initial Investment	Fund Profit	Multiple	Gross IRR
\$1,123,362	-\$21,015	0.88x	-0.15%

**Ahwatukee Hills Plaza — SOLD** This note was purchased by the Fund in December 2010 collateralized by retail property with 7,040 square feet in Phoenix, AZ. This property was sold on 9/11/15 for \$1.928M net.

Fund Initial Investment	Fund Profit	Multiple	Gross IRR
\$732,073	\$1,190,586	2.55x	23.92%

**Foothills Park Plaza —** This commercial center is located in the Ahwatukee neighborhood of Phoenix, AZ, with 20,173 leasable square feet purchased in June 2011. The Fund owns 50% of this property.

Fund Initial Investment	Fund Net Investment	Occupancy	MTD NOI	YTD NOI
\$1,120,722	\$1,232,037	78%	\$8,378	\$97,217

**Plaza in Scottsdale —** This shopping center with 67,441 leasable square feet is 20% owned by the Fund, and is located at the intersection of Scottsdale & Thunderbird in Scottsdale, AZ. It was purchased for \$6.44M in May 2011. Jack in the Box sold in September 2011 for \$1.4M. Starbucks pad sold November 2013 for \$3M. New lease signed with Tru Revolution Fitness for 1,351 square feet.

Fund Initial Investment	Fund Net Investment	Occupancy	MTD NOI	YTD NOI
\$1,300,000	\$856,403	94%	\$14,669	\$123,805

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**Cave Creek Plaza** — This shopping center with 21,595 leasable square feet is located at the intersection of Bell & Cave Creek in north Phoenix, AZ. It was purchased in June 2011 for \$1.58M.

Fund Initial Investment	Fund Net Investment	Occupancy	MTD NOI	YTD NOI
\$1,584,035	\$1,711,888	62%	\$21,443	\$150,949

**Note: MTD and YTD numbers reflect the Distressed Asset Fund's portion of the totals. All profit, NOI, Gross IRR, and Multiple calculations presented are unaudited gross estimates.**

*Due to the length of these messages, our monthly updates will now alternate scorecards of our Real Estate Opportunity Fund and our Distressed Asset Fund.*