

Members of PWL-managed investments will be attending our annual meeting in April, in person or via Zoom. We will discuss the audited 2024 results and our outlook for the year. We host three such large meetings each year in the Seattle area (two of which we live-stream for those who can't attend in person), typically in April, July, and December. We also host smaller Member meetings in Boise, Portland, the San Francisco Bay Area, Silicon Valley, and occasionally other places on a less predictable schedule.



Please join us in welcoming our newest team member, Robin Dinsmore. Robin recently joined us as PWL's new Administrative Assistant. She is working closely with Kass and Sally. Robin started in her role at the end of February and has been doing a great job getting up to speed on all things PWL and Investor Relations. Originally from the Sunflower State, Kansas, Robin now lives in Silverdale, WA with her husband, Jon, and their two young children. Prior to a season of caring for her children at home, Robin led a department at an international non-profit. We are all very glad to have her upbeat personality and impressive skill set on our team.

PWL has purchased another Club Deal, this time in Montgomery, Alabama. Festival Plaza is a small, 12,000-sq. ft. single-building neighborhood shopping center. PWL acquired this property for \$2.5 million in late December as a value-add opportunity. Due to mismanagement by the previous owner and spending a year in a receivership, this property was a bargain that we



are happy we did not miss. PWL has previously had great success stepping into such situations. As leases renew, both rents and our expected exit price increase.

Corporate Transparency Act (CTA) Compliance Update:

As you may have read, a series of court injunctions and rulings have halted and then reimposed the requirement for businesses to register some of their investors' personal information with the Federal bureaucracy. On January 23rd, the situation was clarified and the last injunction against the law was lifted. The Financial Crimes Enforcement Network (FinCEN) restated that requirements of [beneficial ownership information \(BOI\)](#) filings were fully in place. FinCEN has issued a notice resetting the filing deadline for most companies to March 21st, 2025.

It came as a surprise when the [Treasury Department announced on March 2](#) that it was suspending data collection under the CTA and planning to issue rules such that only entities with foreign investors would be obligated to complete filings. Here at PWL, we applaud the change. Nearly all of the information PWL and its affiliates were obligated to provide to FinCEN was already being sent each year from us to the IRS. Anything we were not sending would be included on investors' tax returns. Therefore, the redundant CTA data collection did not feel like a good use of our time. Our best guess is that compliance cost us \$30,000 last year. Given the IRS had all the information from us necessary to catch anyone failing to pay the appropriate taxes on their PWL investments, which we were told was the reason for the duplicative data collection in the first place, this expense proved annoying.

We are hopeful that the time-consuming requirement that all domestic investors receive a K-3 each year, while mattering not a whit, is also on the mind of [Secretary Bessent](#). *(end grumbling phase)*

The logo for "Club Deals" is displayed within a light blue rectangular box. The text "Club Deals" is written in a white, sans-serif font, with "Club" on the top line and "Deals" on the bottom line.

Club Deals

As you can see from our recent sales, including Sunset Place, we continue to source high-quality, tax-advantaged real estate investments even in this challenging market. **If you're interested in participating, please give me a call.** The terms for club deals are very similar to those underlying PWRE1 & PWRE2. We charge a 1% one-time acquisition fee and 1% per year of asset value. We split the profits 80/20, in favor of investors. The minimum investment is typically \$250K. **In general, Club Deals are only circulated to potential investors who ask about participating.**

1031 Exchanges

In the last two years, PWL helped facilitate **nine 1031 exchanges** for investors, including the very recent [Sunset Place](#) and [Conquistador Apartments](#) exchange. The tight 45-day property identification period is the biggest challenge of the 1031 exchange process. Unlike most of us, Josh and his team analyze every single property that comes onto the market, which is critical to not miss a potentially excellent investment in the current, challenging market. This wide-net view of the current offerings, along with our thorough and conservative evaluations, means we only put opportunities in front of potential investors that we feel will make for truly high-quality investments.

We do not reduce the rigorousness of our evaluation process on properties simply because we have an investor needing to make a 1031 exchange, so the more advance notice we have, the higher the likelihood you will make a successful exchange.

PWL signed four new leases and three extensions in February.



[FedEx](#), the multinational delivery service, signed a new 10-year, 1,700 sq. ft. lease at [Village at Las Sendas](#).



H&R Block, the National Tax Firm, signed a two-year extension for its 2,078 sq. ft. space at [Tupelo Market](#).



[Maurices](#), the national department store chain, exercised an option to extend their 5,100 sq. ft. lease for 1-year at [Greensburg Commons](#).



Code Ninjas, a national learning center franchise, signed a new 5-year lease for 2,400 sq. ft. at [Sauk Point Square](#).



[Sunnyside Breakfast Lounge](#), a local café, also exercised their option to renew their 3,700 sq. ft. lease for 5 years at [Village at Las Sendas](#).

Bliss Nails signed a new 2,500 sq. ft. for 10 years at [Kings Lake Center](#).

Nails Capital signed a new 5-year, 1,500 sq. ft. lease at [Festival Plaza](#).

Final thought: For 24 years I've looked forward to reading [Dan Henninger's](#) column, "Wonder Land," every Thursday in the Wall Street Journal. When I recently read his final column, appropriately titled, "[Farewell to Thursdays](#)," I was surprised to find myself a little choked up. I will miss Dan's clarity, wit, decency, and common sense. I like Dan as much as anyone I've never met, and I wish him only happiness and good health in a long retirement.

If you'd like to meet for breakfast or lunch, please give Martin a shout so we can get something on the calendar.

Warm spring wishes to everyone –

Martin A. Stever
Partner
martin@pacificwestland.com
(206) 780-3944 direct
(206) 780-4040 office

Sally Erickson
Investor Relations & Marketing Manager
sally@pacificwestland.com
(206) 201-3212 direct

PWREI Scorecard

Approximate investment by PWREI
Data as of 1/31/25

Willow Hill Center

The 21,082 sq. ft. center located in Puyallup, WA, was purchased in May 2014 with an 83% stake by 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 8 tenants, the most recognizable being F45 Fitness, Pho Tai Vietnamese, and Rainier Growlers.

Initial Investment	Net Investment	Occupancy	2024 Q4 NOI
\$5,625,000	\$2,943,228	66%	\$302,878

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. Gulf Breeze's tenants include Edward Jones, World Finance, Super Cuts, Republic Finance, Flagship Mail Room, Pizza Hut, and a Wells Fargo ATM. A new lease with Iron Edge Nutrition was signed in December 2024.

Initial Investment	Net Investment	Occupancy	2024 Q4 NOI
\$2,677,500	\$2,889,380	91%	\$367,155

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 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 12 local and national tenants, which include Any Lab Test Now, Cheng's Chinese, Fiesta Salon, CX Staffing, and CATO.

Initial Investment	Net Investment	Occupancy	2024 Q4 NOI
\$1,850,000	\$2,179,603	90%	\$270,926

Massard Farms

This large shopping complex in Fort Smith, AR 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. of leasable space. Massard Farms tenants include an IHOP, Savers, Sports Clips, and Pad Thai Cuisine.

Initial Investment	Net Investment	Occupancy	2024 Q4 NOI
\$13,415,287	\$7,401,127	98%	\$518,871

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 includes 11 tenants, the largest being P.S. Cook's, OakPark Preschool, and Stark Medical.

Initial Investment	Net Investment	Occupancy	2024 Q4 NOI
\$8,618,667	\$2,502,750	87%	\$363,130

Greensburg Commons

Purchased in July 2015 for a 66.7% stake for PWREI, this large 87,581 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 14 local and national tenants. The most recognizable tenants are Jimmy John's, Great Clips, Rent-A-Center, Feeder's Pet Supply, Goodwill, and Bath & Body Works. Marshalls recently opened on October 31st, 2024.

Initial Investment	Net Investment	Occupancy	2024 Q4 NOI
\$12,512,000	\$3,884,907	87%	\$370,945

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 10 tenants, the center's most notable occupants include Quick Credit, Nexien, Shoe Show, CATO and T-Mobile.

Initial Investment	Net Investment	Occupancy	2024 Q4 NOI
\$2,030,055	\$2,233,215	92%	\$365,422

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 purchasing the property, we also acquired a vacant pad that we sold in February 2016 for ~\$280K net. Powder Springs is shadow-anchored by a Home Depot and has 8 tenants total, including Hanger Prosthetics, Premier Martial Arts, Esteem Dental Studio and the newly signed Crystal Rivers Massage and Day Spa.

Initial Investment	Net Investment	Occupancy	2024 Q4 NOI
\$1,100,000	\$745,182	100%	\$223,500

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: 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 Five Guys burgers, among others.

Initial Investment	Net Investment	Occupancy	2024 Q4 NOI
\$5,117,333	\$2,161,342	96%	\$322,418

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	2024 Q4 NOI
\$2,660,000	\$2,206,308	100%	\$322,596

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 12 tenants, among them Kumon Learning, Castleberry Ale House, and Ovo Salon.

Initial Investment	Net Investment	Occupancy	2024 Q4 NOI
\$2,906,000	\$3,237,237	100%	\$393,835

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 John's, and Smashburger. A new lease was signed with a specialty footwear company in December 2024.

Initial Investment	Net Investment	Occupancy	2024 Q4 NOI
\$2,922,500	\$3,030,034	96%	\$252,998

Benjamin Square – SOLD September 2024

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 has 7 tenants and is now 100% leased; the national tenants include Starbucks (drive-thru), Subway, Papa Murphy's, T-Mobile, and H&R Block. Benjamin Square Sold in September 2024 for \$3.46M.

Initial Investment	Profit	Deal Multiple	Deal IRR
\$1,900,000	\$3,876,230	2.68x	12.8%

Auburn Road – SOLD August 2023

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. Auburn Road sold in August 2023 for \$2.2M.

Initial Investment	Profit	Deal Multiple	Deal IRR
\$1,000,000	\$2,457,306	3.1x	16.3%

Oak Creek Commons– SOLD June 2022

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%

Shoppes at Buford – SOLD June 2022

This 20,844 sq. ft. property was purchased by PWREI in May 2014 and is located in Buford, GA. The center's 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%

Roosevelt Place – SOLD November 2021

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%

Dail Center – SOLD August 2020

PWREI purchased Dail Center 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	Deal IRR
\$1,522,500	\$1,990,807	2.08x	16%

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

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

Note: 2024 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.