

Jim Woods
Special Report

THE ULTIMATE 'FIXER UPPER' FOR YOUR PORTFOLIO



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The Ultimate Fixer Upper for Your Portfolio

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The Ultimate Fixer Upper for Your Portfolio

By Jim Woods

Editor, Successful Investing, Intelligence Report, Bullseye Stock Trader, Eagle Eye Opener, High Velocity Options, The Deep Woods

“Landlords grow rich in their sleep.”

--John Stuart Mill

The English philosopher and political economist John Stuart Mill is one of the most-influential figures in intellectual history and the classical liberalism movement. Mill is best known for his theory of “Utilitarianism,” which in essence states that an action or type of action is right if it tends to promote happiness or pleasure and wrong if it tends to produce unhappiness or pain.

Now, the details of Utilitarianism are interesting to debate, especially for someone like me who spent his undergraduate years majoring in Philosophy. Yet what might be an even more interesting concept is Mill’s pithy statement here, that “Landlords grow rich in their sleep.”

Indeed, if you’ve ever owned residential and/or commercial investment property you know that it can be a lucrative endeavor—*if* you get the variables right. Yet you also likely know that there are a lot of variables you must get right in order to be successful. Get a few of things wrong in the process, and rather than growing rich in your sleep, you might just wake up in a cold, nightmare-induced sweat.

In this report, I am going to tell you about a company whose mission, business model, structure (a Real Estate Investment Trust, or REIT), expert management and track record of success represents a way for investors to participate and potentially profit mightily from a specialized segment of the real estate market that involves buying distressed assets, fixing them up, and then renting the properties out to credit-worthy tenants.

That’s why I call this the ultimate “fixer upper” for your portfolio, because an investment in this non-public REIT is like having a team of real estate experts in your back pocket, doing all of the hard work for you. All you have

to do is put some money to work in this pre-IPO deal—and start watching your returns accumulate.

A RAD Deal

The name of the company is **RAD Diversified REIT**, and it is a Regulation A+ offering.

What that means is that you can invest directly in the shares of the company without even a brokerage account. Moreover, you don't have to be a "qualified investor" to do so, the way you have to for traditional Initial Public Offerings (IPOs).

Of course, if you are reading this you likely have a long history of putting money to work in the public markets via a brokerage account, and if you've been following the recommendations in my newsletter advisory services, then you have likely done extremely well.

The screenshot shows the RAD Diversified REIT website. At the top left is the RAD Diversified logo. The top navigation bar includes links for HOW IT WORKS, SEC FILING, MEDIA, ABOUT, FAQ, and LOGIN. The main headline reads "Invest In The Most Lucrative Real Estate Market Created By COVID-19". Below this is a detailed paragraph about the company's performance: "Specializing in Tax Lien & Tax Deed Investing, RAD Diversified made a 36.7% annualized return in 2020, *including unrealized gains, (Based on NAV per share at January 1, 2020 compared to NAV per share at January 1, 2021) and has achieved 35.48%, **including unrealized gains, in the past 12 months (Based on NAV per share at November 1, 2020 compared to NAV per share at November 1, 2021). Invest in the Creation, Protection & Preservation of Your Wealth. Enter Your Information Below To Get Started, Today." Below the text are links for "OFFERING CIRCULAR" and "UPDATED OFFERING PRICE". A prominent blue button says "GET STARTED". A progress bar indicates "\$20.1 Million Of \$75 Million Raised". At the bottom, it lists a "Minimum Investment" of "\$1,000" and a "Current Share Price" of "\$18.52". The background of the page features a photograph of a family sitting on a picnic blanket outdoors.

Yet what you might not have had access to before are these pre-IPO, Regulation A+ private and/or non-publicly traded offerings that allow you to buy shares of the company with as little as \$1,000.

Well, RAD Diversified REIT is one such company, and I think it represents an outstanding opportunity for investors looking to supercharge returns in the real estate market without ever swinging a hammer, taking on a commercial or residential mortgage, or having to maintain a physical asset. So, what, exactly is RAD Diversified REIT?

Turning Ugly Into Pretty

In essence, the real estate experts at RAD, “Turn ugly into pretty.”

What that means is that they look for residential and multi-family properties in key real estate markets across the U.S. that they can buy at a discount. Often, these purchases are made in properties with tax liens, tax deeds, and foreclosures.

Indeed, it is the company’s ability to use multiple channels to purchase properties *well below market value* and leverage the knowledge and experience of its management team to maximize returns for our investors.

So, think of it as a twist on the old Wall Street maxim, “Buy low, sell high.”

With RAD, it’s “Buy low, rent high, collect the rents, pay a distribution, increase the share price for investors.”

Here’s the basic strategy RAD employs to get this job done, a strategy with they call “The Compound Acceleration.”

According to RAD’s official language, “We rehab, we rent, we leverage, we repeat. We will spend more money to find good deals than anyone else, obtaining more properties than anyone else. We buy something to make it better and we spend more money to make our properties more valuable.”

That’s why I call this company the ultimate fixer-upper for your portfolio, because the experts at RAD know how to find the properties, and how to “fix them up” to increase their value, and how to translate value into the share price of their REIT.

So, just to be clear, RAD purchases real estate/real property, performs rehabs where necessary, then leases the properties, collects rents, and distributes income as dividends to shareholders. And sometimes they’ll also

sell those properties in the open market for a tidy profit. RAD makes money by realizing revenues from rents and interest on certain investments, as well as the profits from real estate sales, as well as capital gains from increases in the value of its real estate portfolio.

But how well has this strategy worked? I mean, as a reader of mine you know I am all about the earnings prowess of companies and the returns they offer. So, how about the following audited results:

RAD Diversified made a 36.7% annualized return in 2020, *including unrealized gains, (Based on NAV per share at January 1, 2020 compared to NAV per share at January 1, 2021) and has achieved 35.48%, **including unrealized gains, in the past 12 months (Based on NAV per share at November 1, 2020 compared to NAV per share at November 1, 2021).

**Annualized returns represent past performance, including unrealized gains, which is no guarantee of future results. Investment returns and principal value will fluctuate so that when shares are redeemed, they may be worth more or less than their original cost. Current performance may be higher or lower than the performance shown.*

***Based on NAV per share at November 1, 2020 compared to NAV per share at November 1, 2021. The NAV will be the sum of the total fair value of each of the properties listed in the quarterly internal fair value assessment report minus the leverage attached to each of those properties, plus the addition of any other assets, plus all liabilities we hold, divided by the number of our common shares outstanding as of the end of the prior fiscal quarter.*

As you know, that is a major league high performance, and it's the kind of performance that you want when considering putting your money to work.

A Confluence of Perfect Timing

Timing is everything in life, and that's no different when it comes to the timing of a good investment idea.

For RAD, there's been a what I call a confluence of perfect timing providing a tailwind for its business, and for you, the investors.

First off, we had this little outlier, Black Swan event that was the global pandemic. Not only did the pandemic create massive economic dislocation and creative destruction for many industries, but it also created opportunities in the real estate market that were a perfect fit for RAD.

Now, because the experts at RAD know where to look for the best deals to fit their strategy, they are drawn to areas where the cost of properties are not to scale of the economy in that area. As RAD puts it, “We focus on economies that have advantageous tax lien and tax deed laws that result in rapid growth and location maturity.”

What that means is that during difficult economic times, RAD is able to buy up distressed assets in areas where the demand for rental properties remains strong. And since they have purchased and rehabbed their properties at favorable metrics, they can take advantage of increased demand for rental properties in those key areas. That dynamic allows RAD to rent these properties more quickly, to better-qualified tenants, at higher monthly rental levels.

So, the dynamics in the real estate world in pandemic 2020 were fertile for RAD. The reason why is because RAD buys homes and rental properties largely in urban areas with growing demand. And it does so via the aforementioned shopping around for properties with tax liens at deeds at auctions, and through finding homeowners that need to sell their properties fast.

Basically, a tax lien on a property is a claim filed with government against a debtor’s property. Liens are held until the property owner pays the amount owed. Tax deeds are issued when an owner fails to pay taxes on a property and then grants legal ownership to the government. Those properties are then sold at auction to for basically the amount of the back taxes.

Unlike foreclosures, which were put on hold during the pandemic, the tax liens and deed auctions continued throughout the tough economic times. But there isn’t much information on these properties, unless you have the expertise to identify the right markets, and the ability to rehabilitate properties the way the experts at RAD can.

We know this, because in 2020 RAD bought approximately \$1 million in tax auction properties, and after taking possession (and before renovations) the

appraised market value of those properties was \$1.4 million. So, a 40% gain basically right out of the starting gate.

Now, the pandemic timing was outstanding for RAD, but that's not the only well-timed tailwind pushing REIT sails these days. Another bullish tailwind is inflation.

The Inflation REIT Thesis

This report was written in December 2021, and inflation is here.

In fact, after years of being conspicuously absent, rising prices for durable goods, energy, food, housing, etc., are beginning to cause distinct dislocations in the economy.

Check out the chart here of annual inflation rate as published monthly by the U.S. Bureau of Labor Statistics. The obvious trend being a sharp uptick in 2021. To put things in perspective, October 2021 showed the strongest year-over-year consumer price gain since 1991.



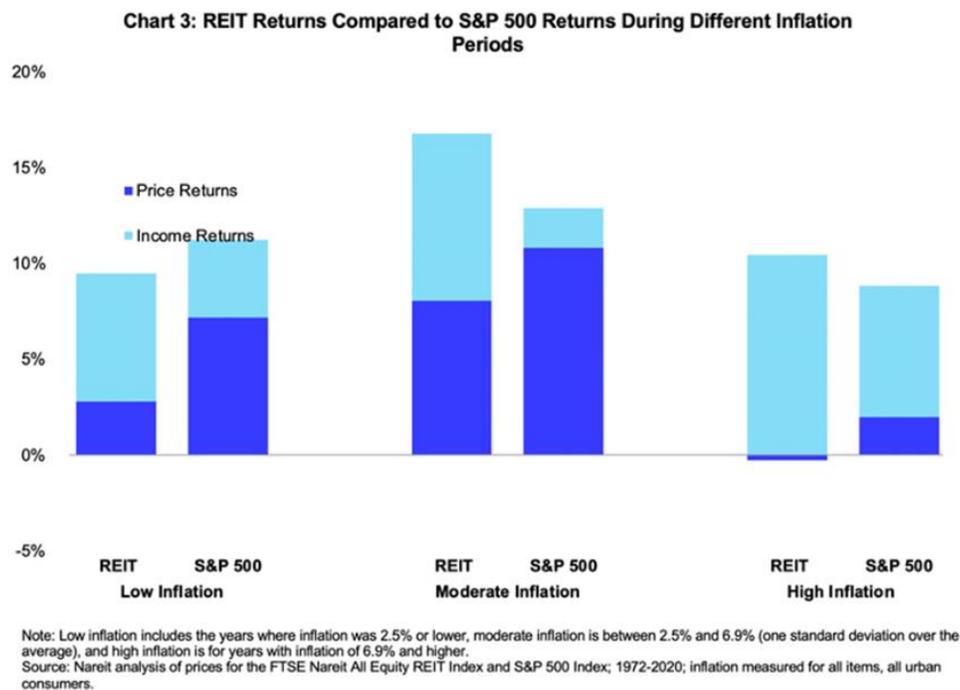
SOURCE: TRADINGECONOMICS.COM | U.S. BUREAU OF LABOR STATISTICS

Now, one key area of the financial markets that has historically outperformed during inflationary periods is real estate, and specifically REITs.

Why do REITs work in an inflationary environment? Because real estate rents and values are typically positively correlated with rising prices. Landlords work in step-ups in annualized rental income as part of their

leaseholder strategy. That provides reliable growth and income to the asset holder that is designed to outpace above-average inflationary trends.

A thought-provoking [analysis conducted by Nareit](#) looked at an index of diversified REIT returns versus the S&P 500 Index between 1972 and 2020. The results concluded that during periods of moderate and high inflation, the combination of price and dividends (total return) in REITs eclipsed that of the benchmark U.S. equity index.



This historical context makes for an enticing proposition when considering where you want to allocate your investment capital, because a smart investor needs to include an inflation-fighting component.

In my opinion, one great way to invest alongside inflation and also to ride the post-pandemic real estate tailwind is to consider RAD Diversified REIT, as it takes advantage of both of these current economic conditions.

American Survivalist Project

Now, in addition to RAD's core business of residential and commercial real estate, the company also has an interesting side to it has seen a lot of growth due to the social unrest in America in recent years, and the desire for citizens to have a "Plan B" if society continues to show signs of breaking down.

RAD calls this division the American Survivalist Project, which is designed for people who want that backup plan in case the proverbial "crap hits the fan" in society, and in the event of societal breakdown of the sort we saw in summer 2020 in cities such as Portland and Seattle. Only next time, it might just be worse.

To provide a refuge here, RAD has some 2,000 acres in a secure location (and another 17,000 acres coming online soon), which includes farmland, hunting areas, water rights—just about everything one would need for an "off-the-grid" style hideout.

To become part of the American Survivalist Project, RAD will lease out 1-acre plots for only \$200 per month. That's not much per individual but multiplied by some 2,000 acres (and a rate of \$2,400 per year), that's some \$4.8 million a year in cash generated from this getaway property. And considering that the original investment in the land was approximately \$7 million, you can see that it won't take much time before the cash is flowing.

The RAD Renaissance Man

At the helm of this venture is a most-interesting individual, Founder, Director and CEO Brandon "Dutch" Mendenhall.

Not your average real estate guy, Mendenhall honed his craft the hard way, via real-world real estate experience. Growing up in a small town with less-than-ideal parental influences, Mendenhall used sports, specifically baseball, as his way out. As an adult, he was able to make a small living in the sport by coaching baseball at the collegiate level.

Unfortunately, the compensation for a college baseball coach wasn't commensurate with Mendenhall's ambition, so he made the move into real estate.

Now, his first deal was not exactly a field of dreams. Instead, it was a nightmare of a three-bedroom house in the drug and crime-infested Southside of Chicago. In fact, the house itself was a virtual crack den, which had been stripped of piping and wiring, and that suffered from flooding.

If Mendenhall was going to make this a success deal, he had to do some big renovations, fast. And after a lot of blood, sweat and dollars, Mendenhall figured out how to turn this fixer upper into a profit.



Jim Woods and Dutch Mendenhall

Of course, it is through the fire and the flames that the strongest steel is forged, and that's certainly true of Mendenhall. In fact, his first experience helped him learn the renovation business, and from there he never looked back.

Now, RAD is the dynamic Mendenhall's baby, but he is not without help.

His partner in the business is Director Amy Vaughn, whose experience includes some two decades of real estate coaching and training, along with a vast amount of real-world dealmaking experience. Together, Amy and Dutch have built a most-impressive 70-plus person team that's been able to accumulate some \$100 million in total assets.



Amy Vaughn, Co-Founder RAD Diversified

The Capital Raise and the Shares

In order to grow the RAD Diversified REIT the way Mendenhall has planned he needs a continuous flow of capital. In fact, when I asked him why he was intent on raising some \$75 million through the Reg A+ offering, he simply stated, “That’s our business model.”

What he means here is that the more capital he can raise, the more real estate he can acquire and the more renovations he can complete—and, of course, the more he can charge in leases and the greater the share price of the REIT becomes.

As for that share price, since officially launching its Reg A+ offering in October 2019, RAD shares have appreciated from \$10 per share to their latest value, \$18.52.

That’s a gain of 85.2% in just over two years! That’s also the kind of gain that I anticipate will build in the months and years to come, especially as RAD continues to reach its capital raise goals.

Now, because RAD Diversified REIT is a non-publicly traded REIT, its share price is not subject to the daily fluctuations of the public equity markets. Instead, each quarter the company calculates the total Net Asset Value (or “Net Equity”). The Net Asset Value is then divided by the total number of shares outstanding. This is the Net Asset Value per Share, which becomes the RAD Diversified REIT share price.

Now, this current offering is capped at \$75 million, which would have been 5 million shares at the initial price of \$10 per share. Yet as the company continues to post earnings and profits, the price per share increases, which means that the number of shares available decreases. The current price per share is the aforementioned \$18.52.

How To Get Into RAD Shares

The beauty of this pre-IPO, Regulation A+ deal is that you can get in on this company now, before it values shares in subsequent quarters, and before it goes IPO. In other words, you can get in on this unique real estate opportunity well before the rest of the public.

Moreover, getting in on RAD is actually quite simple. In fact, it starts by simply going to the company’s website [at this link here](#), and beginning the process.

By directly investing in RAD, you will immediately own shares of this non-publicly traded REIT. And to make sure you have your due diligence covered, both RAD and I recommend you thoroughly read its latest SEC filing (December 2021), which you [can find here](#).

Now, a few more things about this Reg A+ offering. First, in 2020, RAD submitted a COVID-19 Amendment to the SEC, allowing the company to offer a 5% guaranteed distribution to shareholders. You can take this distribution every six months, as they are made in July and January.

Due to the company’s six-month lockup period, in order to receive a distribution in July, it must be requested no later than the previous December 31. In order to receive a distribution in January, it must be requested no later than the previous June 30.

The minimum individual investment in this fund is \$1,000. There also is a limit on how much non-accredited investors can invest, which is up to 10% of your income or net worth, whichever is greater. Yet for accredited investors (an individual who makes over \$200,000 per year in income (\$300,000 if combined with a spouse) or who has a net worth of \$1 million or more, excluding their primary residence) there is no limit.

Finally, one caveat here is that there is no public trading market for these shares, and there is no guarantee that one will become public in the future. RAD Diversified REIT is not listed on any trading market or stock exchange, and the company's ability to list its stock in the future is not certain.

That said, RAD Diversified REIT will be the buyer of your shares if you choose to sell them. As Dutch told me, "We like buying back stock."

So, if you get into the fund and want to exit, that is your way to do so. Here again, do your due diligence, and consider this factor when investing in RAD. And, if you have questions about any of the details of the offering, simply go to its FAQ page on the website [by clicking here now.](#)

Final Thoughts

As investors who follow the equity recommendations in my newsletter advisory services, you know that I am all about finding outstanding market opportunities in the public markets.

Yet I am also constantly in search of alpha, and when I can bring an opportunity to capture that alpha via the non-publicly traded, Regulation A+ offering market, I feel compelled to bring it to your attention.

It is for this reason that I decided to tell you about RAD Diversified REIT, and it's why I think this investment opportunity could be one of those "right place, right time" investments that, if acted upon now, can deliver strong upside in the years to come.

And while there are no guarantees with Reg A+ offerings, or any other investment, based on my assessment of RAD Diversified REIT and the market conditions in this space, now is a great time to look into this opportunity.

In the name of the best within us,

Jim Woods

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Biography



Jim Woods is the editor of *Successful Investing*, *Intelligence Report*, *Bullseye Stock Trader*, and *High Velocity Options* his newest trading service. He is a 20-plus-year veteran of the markets with varied experience as a broker, hedge fund trader, financial writer, and newsletter editor.

His books include co-authoring, “Billion Dollar Green: Profit from the Eco Revolution,” and “The Wealth Shield: How to Invest and Protect Your Money from Another Stock Market Crash, Financial Crisis or Global Economic Collapse.” He’s also ghostwritten many books and articles, as well as edited content for some of the investment industry’s biggest luminaries.

His articles have appeared on many leading financial websites, including InvestorPlace.com, Main Street Investor, MarketWatch, Street Authority, Human Events and many others.

Jim formerly worked with *Investor’s Business Daily* founder William J. O’Neil, helping to author training courses in the CANSLIM stock-picking methodology.

In the five-year period from 2015 to 2020, the independent firm TipRanks ranked Jim the No. 1 financial blogger in the world (out of more than 7,000). TipRanks calculates that during that period, he made 361 successful recommendations out of 497 total, earning a success rate of 73% and a +16.6% average return per recommendation.

He is known in professional and personal circles as “The Renaissance Man,” because his expertise includes such varied fields as composing and performing music; Western horsemanship, combat marksmanship, martial arts, auto racing and bodybuilding.

Jim holds a BA in philosophy from the University of California, Los Angeles, and is a former U.S. Army paratrooper. A self-described “radical for capitalism,” he celebrates the virtue of making money from his Southern California horse ranch.