



JW CAPITAL GROUP CASE STUDY

# How JW Capital Group doubled their loan volume in less than 2 years with PeerStreet

**JW Capital Group** is a direct private lender specializing in short-term secured loans. They offer financing for investments in residential and commercial real estate.

**400%** GROWTH  
in one year with PeerStreet

**\$1M** LOAN VOLUME  
per year with PeerStreet

**\$4.3M**  
total loan volume

**23** LOANS

## CHALLENGE

### Scale the business, close more loans

JW Capital's growth was slowing down. In addition to struggling to raise their capital fund, they had a hard time originating loans quickly — their small team couldn't keep up. This hurt relationships with their borrowers, impacting the growth they envisioned for their business.



*We were held back by the old way of doing things, and struggled to keep up with the competition. PeerStreet gave us our freedom back. Now, we're back to doing what we do best."*

Maurice L. Wilson, Mortgage Loan Officer



## SOLUTION

### Marketplace, technology, people

JW Capital tapped into PeerStreet's marketplace to access institutional and investor capital at leading rates. From there, PeerStreet streamlined JW Capital's origination process through automation and digitization — so they could spend less time processing, and more time generating new borrower leads. And PeerStreet's team of experts served as a partner through every step of the process, helping JW Capital scale faster and smarter.

## RESULTS

Now, JW Capital is competing with large financial institutions and fulfilling their borrowers' expectations — **growing their loan volume with PeerStreet by 207% in just under two years**. And, as their efficiency grew, so did their customers' interest in what JW Capital could offer, turning them into the originating partner they set out to become — with no help from a bank, no managing of investors, and no need to hire anyone beyond their nine-person team.



**JW Capital uses the Lender Platform feature DocGen. On average, originators who use DocGen see a 29% reduction in the time it takes to fund a loan.**

## ABOUT US

### Grow your business

PeerStreet gives you the leverage you need to grow your lending business faster: immediate access to diverse capital sources, advanced technology, proprietary data, and a team of professionals committed to helping you succeed. If you're an expert in your local market and are looking for a secure and reliable growth path that puts you in the driver's seat, **let's talk!**



Want more info? Get in touch.

[bizdev@peerstreet.com](mailto:bizdev@peerstreet.com)  
(844) 733-7787