

PASSIVE INCOME

2025 INVESTING IN REAL PROPERTIES

JWB

REAL ESTATE CAPITAL



A GUIDE TO PASSIVE INCOME

JWB makes investing in Jacksonville single-family rental properties simple and profitable.

JWB Overview



A vertically integrated company saving you time & money.

Since 2006, JWB has been redefining real estate investing with one simple mission: to make a meaningful impact on everyone we work with - clients, team members, partners, and residents alike. Our success is rooted in a long-term approach focused on financial stability and creating opportunities that drive lasting results.



We specialize in helping busy professionals from around the world invest in real estate. Through our guidance, clients acquire turnkey rental properties with reliable, long-term tenants already in place — delivering immediate cash flow and the potential for long-term appreciation. Our expert team provides full-service property management for a completely hands-off investing experience.

As the nation's leading vertically integrated real estate investment company, we handle every step of the process in-house - acquiring land years in advance, building new construction homes in prime cash-flow neighborhoods, and managing properties with expert precision. By focusing exclusively on the Jacksonville market, we deliver a streamlined, data-driven investment experience that makes real estate investing simple, smart, and built for long-term success.



#1
BEST PLACES TO WORK,
JACKSONVILLE BUSINESS JOURNAL

Awards

- JBJ - **Best Places to Work** Award (10x)
- Inc 500/5000 - **Fastest Growing Company** Award (14x)
- Gator100 - **Fastest Growing Companies in the World Led by UF Grads** (6x)
- Ernst & Young - **Entrepreneur of the Year, Florida** Award 2022



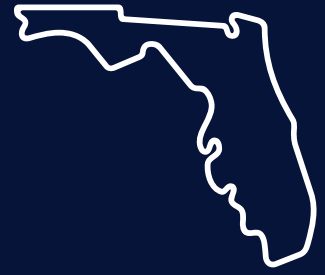
Accomplishments

- Featured in major publications like the **Wall Street Journal** and **NY Times**
- Managing over \$1.3 billion in assets, including turnkey rental properties and private lending

JWB CULTURE & COMMUNITY

- Over 10,000 volunteer hours donated
- 6 homes gifted to Jacksonville residents since 2018
- \$750,000 raised towards charity
- \$65,000 matched towards teammates' charitable donations

Why Jacksonville?



The Ideal Market for Cash Flow & Growth

Jacksonville stands out as one of the premier markets for real estate investors, offering the rare combination of strong cash flow and long-term property appreciation.

While many markets may provide one or the other, few deliver both — and that's where Jacksonville, and JWB, truly shine. With a unique blend of affordable home prices, high rental demand, and exceptional appreciation potential, Jacksonville offers an ideal environment for building long-term wealth through real estate.

At JWB, we manage over 5,500 rental properties, delivering consistent, hands-free returns for investors in one of the nation's most reliable and profitable markets.

JACKSONVILLE MARKET

01 Lower Home Prices

According to the Federal Reserve Economic Data, Median home prices in Jacksonville are 4% LOWER than the national median.

02 Higher Rents

According to the US Census, Jacksonville has .3% higher gross rents than the US Median.

03 Growing Population

Jacksonville is the 5th fastest growing population in the US and the 1st fastest growing median income in Florida.

04 Home Price Appreciation

Jacksonville has 7% MORE home price appreciation than the national median.

Evaluating Properties

How do we choose the right investment properties for our clients?

By focusing on specific neighborhoods within Jacksonville, JWB is able to source, underwrite, and inspect incredible investment opportunities.



✓ Location

JWB primarily invests in 4 core Jacksonville neighborhoods:

- Arlington
- Northside
- Southside
- Westside

✓ Purchase Price

Our inventory typically ranges in purchase price from \$220k to \$290k

✓ Estimated Return Range

Conventionally Financed IRR's are between 8.5-10.5%

New Construction Evaluation

✓ The Property

- Zip: 32209
- Beds: 3
- Bath: 2.5
- Parking: 1 Car Garage
- Sq.Ft: 1,281

✓ Purchase Price

\$226,020

✓ Estimated Expenses

- Year 1 Rent: \$1,278
- Annual Prop Taxes: \$3,172
- Annual Insurance: \$667
- Annual HOA Dues: \$0
- Year 1 Prop Mgmt: \$2,812

✓ Estimated Returns

- Cash Purchase:
 - IRR: 8.2%
- Conv. Financing:
 - IRR: 9.6%

✓ Assumptions

- Vacancy Rate: 3.0%
- Maintenance Rate: 4.0%
- Rent Appreciation: 3.6%
- Home Appreciation Rate: 4.8%



Renovation Evaluation

✓ The Property

- Zip: 32219
- Beds: 2
- Bath: 1
- Parking: None
- Sq.Ft: 1,092

✓ Purchase Price

\$183,012

✓ Estimated Expenses

- Year 1 Rent: \$1,159
- Annual Prop Taxes: \$1,958
- Annual Insurance: \$2,063
- Annual HOA Dues: \$0
- Year 1 Prop Mgmt: \$2,550

✓ Estimated Returns

- Cash Purchase:
 - IRR: 8.0%
- Conv. Financing:
 - IRR: 9.1%

✓ Assumptions

- Vacancy Rate: 4.0%
- Maintenance Rate: 7.5%
- Appreciation Rate: 4.8%



Client Success

\$307,112,921

**TOTAL PROFITS DELIVERED
FOR JWB CLIENTS**

3 **\$2 Million+ Profit Clients**

38 **\$1 Million+ Profit Clients**

170 **\$500K+ Profit Clients**

763 **\$100K+ Profit Clients**



The 5 Profit Centers

Tax Savings, Net Rental Income, Inflation Hedging,
Home Price Appreciation & Principal Paydown

Real estate investing is a great way to create passive income. But did you know real estate investing actually pays you 5 different ways?

They're called the 5 profit centers.

You don't do one of these at a time, they aren't a pick or choose kind of option. All 5 profit centers play a big part in producing returns for you at different times in your real estate investing journey. On the following pages you can see how the 5 profit centers affected the returns of 3 current JWB clients.



Client #1

Portfolio Review

Portfolio Size: 15 Properties
Conventionally Financed and Cash

5 Profit Centers	2016- Current
Total Net Rental Income	\$549,290
Total Tax Savings	\$70,311
Principal Paydown	\$196,881
Total Home Price Appreciation	\$2,827,482
Total Inflation Hedging	Consumer Price Index



Expected Return on Investment

8.8%



Actual Return on Investment

18%



Did we meet expectations?

YES

Client #2

Portfolio Review

Portfolio Size: 10 Properties
Cash Purchases

5 Profit Centers	2012- Current
Total Net Rental Income	\$616,843
Total Tax Savings	\$40,876
Principal Paydown	\$0
Total Home Price Appreciation	\$965,000
Total Inflation Hedging	Consumer Price Index



Expected Return on Investment

7.01%



Actual Return on Investment

12%



Did we meet expectations?

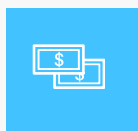
YES

Client #3

Portfolio Review

Portfolio Size: 3 Properties
Cash Purchase Inside Retirement Account

5 Profit Centers	2014- Current
Total Net Rental Income	\$216,952
Total Tax Savings	\$0
Principal Paydown	\$0
Total Home Price Appreciation	\$326,000
Total Inflation Hedging	Consumer Price Index



Expected Return on Investment

7.2%



Actual Return on Investment

12%



Did we meet expectations?

YES

Path to Passive Income

Let us do the heavy lifting...

The path to passive income is unique to each individual client. We are here to help you along the way. We have helped thousands of clients start and continue their journey to financial freedom through passive real estate investments. Your concrete plan and structured goals crystallize the mission we will embark on together to build your investment portfolio. With proven success, JWB will support you through any ups and downs rental properties may bring and ultimately give you the time, ownership, and financial freedom you deserve. Give our team a call to get started!



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