

UNVEILING THE JOURNEY KEN AND RACHAEL WICK'S RISE IN MULTIFAMILY REAL ESTATE

Newsletter of Iowa Realty Commercial



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48 UNITS MCKINLEY APARTMENTS
DES MOINES, IOWA



HOW THE WICKS TRANSFORMED RENTAL REAL ESTATE INTO A MULTIFAMILY EMPIRE

Dear Esteemed Clients,

In the world of real estate investing, stories of passion, perseverance, and ambition abound. Today, we are excited to shine a spotlight on Ken and Rachael Wick, founders of Higher Point Investing, whose journey is a testament to dedication and dreams realized.

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*Inspired by passion,
guided by integrity,
and fueled by a
commitment to
community impact,
Ken and Rachael
Wick exemplify the
essence of
entrepreneurial
spirit in the realm of
real estate investing.*
”



Ken and Rachael Wick

In 2004, Ken and Rachael Wick, both former teachers, embarked on a remarkable journey into the realm of rental real estate. Despite their demanding roles in education, the couple seized the opportunity to delve into property ownership with the acquisition of a triplex and duplex in their hometown. As their family expanded to include six children, so did their portfolio, with additional single-family homes becoming

part of their burgeoning empire. Juggling property management, repairs, and renovations alongside their teaching commitments, the Wicks exemplified dedication and perseverance in their pursuit of success.

Building Blocks: Nurturing a Growing Portfolio

Amidst their busy schedules, the Wicks set their sights on loftier goals, envisioning ownership of larger multifamily properties. Their aspirations led them to explore avenues for growth and education in commercial real estate. With the support of a national training company, they immersed themselves in learning the intricacies of multifamily syndication, honing their skills and expanding their network within the industry.

Dreams to Reality: Pursuing Multifamily Mastery

In 2019, the Wicks achieved a significant milestone with their first large multifamily acquisition—a 36-unit property in Las Vegas.

This venture marked the beginning of a series of successful investments, including value-add opportunities in hot markets like Las Vegas and Des Moines. Through strategic renovations and rent increases, they maximized the potential of each property, delivering impressive returns to investors and solidifying their position in the multifamily sector.



Strategic Partnerships: The Power of Collaboration

Central to their success is the Wicks' emphasis on collaboration and partnership. Working alongside experienced syndicators and operators, they leveraged collective expertise to navigate complex deals and optimize property performance. Together, they executed a diverse range of investment strategies, from value-add renovations to repositioning and stabilization, ensuring the success of each venture.

Ankeny Acres I



32 UNITS

ANKENY, IOWA

16 UNITS



Ankeny Acres II



Value-Driven Ventures: Creating Impactful Investments

Beyond financial gains, the Wicks are committed to making a positive impact in the communities they serve. Guided by their faith and values, they prioritize workforce housing and affordable rent rates, striving to enhance the quality of life for tenants while delivering strong returns to investors.

Educate and Elevate: Launching Earn As You Learn Multifamily

The Wicks launched Earn As You Learn Multifamily, empowering aspiring real estate investors with hands-on experience, collaborative coursework, and networking opportunities to succeed in the multifamily market.



Explore Higher Point Investing

<https://higherpointinvesting.com/>

A Legacy of Giving: Embracing Social Responsibility

For the Wicks, business success is closely tied to social responsibility, supporting charitable causes, and embodying compassionate entrepreneurship to leave a legacy of generosity.

Future Horizons: Inspiring Future Investors

The Wicks inspire future investors through their portfolio and knowledge, emphasizing collaboration, integrity, and social responsibility in real estate to leave a legacy.

Thank you for joining us, we hope this journey leaves you enriched and empowered.

Kind Regards,

Joanne M. Stevens and Dan Dempsey

CONFIDENTIAL Market
Evaluation of your property

Contact us for a FREE

WHAT IS YOUR PARK WORTH?

I am always happy to do a FREE, NO OBLIGATION, Real Estate Review for your park(s). You ought to know today's market value of your real estate investments.

If this is something you would like, simply give me a call at 319-378-6786, email me at joannestevens@iowarealty.com, or visit <http://joannemstevens.com/>

Joanne Stevens is a specialist in listing and selling mobile home parks and manufactured housing communities throughout the U.S. With her 20 plus years of experience in developing, zoning, owning, retailing, managing, turning around and brokering parks, she can maximize your sale price.