

Dan Dempsey – Bio

This month marks the one-year anniversary of the creation of our online and email newsletter. The feedback from clients, owners and investors has been immense. We love having the ability to help educate and inspire real estate investors large and small with market insights, local data and our shared experiences. The most popular articles by far have been our local owner and business spotlights. Since our audience has grown over the past year, what better way to reintroduce ourselves than doing our own local owner spotlight. Is this cheating? Maybe... Is it still happening ABSOLUTELY!

I grew up in the Des Moines area and attended Dowling High School. Somewhere along the way, I got the wild idea to join the Marine Corps. I enlisted in the Marine Corps after graduation and was on my way to Marine Corps Recruit Depot, San Diego (where the strongest Marines are made). About 2 years into active duty, I was selected to an Officer Commissioning program. I was able to attend Iowa State University paid for by the Marines. After graduating from Iowa State with a degree in Kinesiology, I was commissioned as an Officer in the Marine Corps and became a Tank Platoon Commander. I served another stint of active duty including a combat deployment searching for IEDs in Helmand Province, Afghanistan.

After that deployment, I met my now wife in Los Angeles on a post deployment vacation. I decided to leave active duty and move back to Iowa. Amazingly, she decided to come along. When we moved back to Iowa, we bought a duplex in Windsor Heights. I had no idea about real estate investing or strategies like house hacking. We just liked the property, and it was WAY better than the barracks. Eventually, I caught on to the fact that it was making money, good money, and we decided to buy another duplex. I read more books, watched more YouTube and started really diving into real estate investing.

Back then I had a full time “W2” job. Within a few months of returning to Iowa, I joined the Des Moines Police Department. While at the DMPD, I worked Patrol, Airport, Gang and Violent Crime Unit, Field Training Officer and was a member of the Metro Star Team (SWAT). I was walking properties by day, fighting crime at night. Over time, the sacrifices I had to make (and my family had to make) just weren’t worth it anymore. Luckily, after about 8 years of investing experience, I was confident enough in our personal real estate portfolio (and my knowledge) to throw off the golden handcuffs, literally, and go all in on real estate.

I ended up getting my real estate license and becoming the agent you know today. As an agent, my main focus has been investment properties, specifically multifamily. That has grown to include a few more asset classes: retail developments, hotel conversions and mixed-use properties.

Outside of real estate, I am an avid supporter of Veteran Groups and Iowa Concerns of Police Survivors. I’ve been married for 10 years to my wonderful wife Amy, a residential Realtor, at Iowa Realty and we have a son, Jackson. He’s a big sports guy and loves the Chiefs.

At the end of the day, real estate has opened a lot of doors for our family, and I want to help others do the same.