



FEBRUARY 2025

Local Owner Spotlight - Sean Fogarty

Artisan Capital Group

Newsletter of Iowa Realty Commercial

Dear Esteemed Clients,

This week we had the pleasure of sitting down with Sean Fogarty, Partner at Artisan Capital Group.

Who is Artisan Capital Group?

Artisan Capital Group (ACG) is a multi-family investment manager focused on acquisitions, asset management, property management and construction oversight for its capital partners. ACG's primary strategy is to provide superior risk-adjusted returns by acquiring multi-family and student housing assets in markets often overlooked and undervalued by traditional capital sources. Now that description was taken straight from their website, and as true and accurate as that is, we wanted to take a slightly different approach and focus a bit more on the personal side behind the business. We've met and worked with successful businesses and behind the scenes is always exceptional leadership surrounded by a talented team. Sean is part of that leadership at Artisan.

Sean is a Des Moines native, growing up on the south side. Starting from a young age, he was exposed to the small business. His family owned and operated several Dairy Queen locations. Sean described how this helped shape his work ethic, business acumen and even the value-add strategy they use on many of their real estate acquisitions. He recalled how his family started adding value to Dairy Queen locations by adding drive thru's. It's common place now to see drive thru's on coffee shops and restaurants but in the late 1900's it was a new and innovative way to increase revenue (As a side note, my 9-year-old son loves to describe events in the "Late 1900's" It's technically accurate and makes me feel especially old). Sean attended Dowling High School and then the University of Northern Iowa. He was focused on finance but remembered a particular real estate class that had a significant impact on him. Northern Iowa didn't yet have the real estate program that they do now, but they did have a class where they brought in active real estate professionals to teach the course. It was enough for Sean to give real estate a closer look.

Like most college students after graduation, Sean needed a job and a paycheck. He started what would turn out to be a very successful and tenured career in real estate with an internship at... IOWA REALTY COMMERCIAL. Sean has an extensive resume in 30+ years of commercial real estate, especially multifamily housing. We could do three more newsletters just trying to cover his experience. We want to skip ahead a bit but it's outlined very nicely on his biography on the Artisan website provided below.

<https://www.artisancapitalgroup.com/team/>

**(To View the Entire Article, Go To
APARTMENTBROKERSOFIOWA.COM)**



MULTIFAMILY NEWSLETTER

www.apartmentbrokersofiowa.com

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Save The Date

RetCon

Established in 2020, now the leading innovation event of the U.S. real estate market.

March 10-12th 2025 | MGM Grand

3799 S. Las Vegas Blvd. Las Vegas, NV 89109

www.retconconference.com

CRE Converge

Networking and educational conference specializing in multifamily, mixed-use, and more.

Sept. 8-10th 2025 | Sheraton Centre

123 Queen St. W. Toronto, Ontario M5H 2M9

www.naiop.org/events-and-sponsorship

Useful Websites

www.servicemasterrestore.com

Specializing in property restoration after fire, weather, mold, and more.

www.moodyys.com

Find commercial properties for lease and sale, as well as informative articles on business, finance, and real estate.



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WHAT IS YOUR MULTIFAMILY PROPERTY WORTH?

I am always happy to do a **FREE, NO OBLIGATION**, Real Estate Review for your multifamily property. 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 www.apartmentbrokersofiowa.com

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

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