

# RENTAL REVIEW

• MARCH/APRIL •

THE OFFICIAL NEWSLETTER OF THE  
SOUTH DAKOTA MULTI-HOUSING ASSOCIATION

**NEW MEMBER BENEFIT**

**APARTMENTALIZE**

**LEGISLATIVE UPDATE**

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## SDMHA MISSION STATEMENT:

Advancing the residential rental community by providing leadership, education, advocacy and partnerships.



**SDMHA**  
SINCE 1970

**JOIN A LOCAL  
OR STATEWIDE  
COMMITTEE  
IN 2021**

CONTACT DENISE FOR MORE DETAILS  
(INFO@SDMHA.COM)

## **Leadership, Education, Advocacy & Partnerships.**

L.E.A.P. – As we move into these coming months we will be asking how, where, and with what purpose we as an association will want to meet. Address our industry’s concerns, and basically congregating to enjoy the professionalism of people doing business within the association and enticing those outside to join.

I will be looking for your input on how, where, and when is the most appropriate way to let us continue with associate vendors to bring information to us, industry supporters to have opportunity to address the members, and our members to be reached by both electronic and in person meetings. This should bring more ownership to our program and give everyone opportunity to stay informed and plug into the future of what we do.

As you know our legislature state wide and federally have had our publics concerns for eviction in front of them and have weighed in through agencies on stipulations for us to follow for non eviction. If you have issue that we as the association can help clear let us know.

As always, I would like to assure our members that your thoughts and directions are important, and that my door is always open, and communication is welcome.

**Let’s make the difference where we can.**



Todd C. Hollan

President

NWE Management Company



# WELCOME NEW MEMBERS:

## Vermillion CHAPTER

Guthmiller Holdings

# MEMBER TO MEMBER DISCOUNTS

Did you know all  
the **discounts** your  
membership in SDMHA  
allows you?



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Dependent on quantity – call for details  
605-368-2568  
[www.thorntoncarpets.com](http://www.thorntoncarpets.com)

## NOT A MEMBER, BUT WANT TO BE?

To join go to  
[www.sdmha.com](http://www.sdmha.com) OR CONTACT

**Denise Hanzlik**  
EXECUTIVE DIRECTOR  
[info@sdmha.com](mailto:info@sdmha.com)



# TOWNHALL THURSDAY

We hope that you have been enjoying our virtual meetings. **Remember they are recorded and are available for you to listen to anytime** at: <https://www.sdmha.com/town-hall-recordings> (you must be signed into your user account to access these recordings).

**Due to low numbers of attendees  
future TownHall Sessions have not been scheduled.**

WE NEED YOUR INPUT. If you prefer that they continue and there is a topic you want to hear more about, please let us know via phone (605-336-7756) or email @ [info@sdmha.com](mailto:info@sdmha.com).

Thank you to these contributors from January and February TownHall Sessions:



## MARCH 2021

### Women's History Month

**8:** ADVOCATE

**9:** Leasing 101 part 2

**15-19:** Property Managers Licensing Class, Pro-Ed

**16:** Leasing 101 part 3

**17:** Happy St. Patrick's Day!

**23:** Leasing 101 final

**25:** Great Shots Extravaganza

## APRIL 2021

**4:** Happy Easter!

**14:** Black Hills Meeting (TBD)

**15:** Sioux Falls Meeting (TBD)

**21:** SDMHA Board Meeting

March is the perfect month to take big steps forward in building your career. That's why in the month of March, Visto is making it easy to get up and march forward in your career.

# Lean In & Learn Forward with Visto

**Buy two courses - Get 20% Off**

**Buy three or more courses - Get 25% Off**

<https://store.gowithvisto.org/pages/visto-lean-in-learn-forward>

AND THE WINNERS ARE....



Valentine's

# SCAVENGER HUNT

TAKE A PHOTO WITH ALL OF THE ITEMS YOU FIND! EMAIL DENISE (INFO@NDAA.NET) YOUR SCORE CARD (MAKE SURE IT'S IN THE PICTURE TOO). POST YOUR PHOTO ON OUR FACEBOOK PAGE BEFORE THE END OF THE DAY ON FEBRUARY 14, 2021. THE PERSON WITH THE MOST POINTS WINS. MULTIPLE PRIZE WINNERS.



First Place winning \$150 Amazon Gift Card – Kayla Parks



Look for our next social media contest  
SOON!!



Second Place winning \$50 Target Gift Card – Kathy Sona



# MEMBERS

LOOKING AHEAD

SDMHA REPRESENTS YOU!

34,745 Total Units • 110 Total Associate Members

**Sorry to see these Members go:**

Barbara May Properties  
Meridan Property Management  
MWF Home Solutions  
Sioux Falls Shopping News



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& Reduce  
Risk



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default community settings,  
reporting & e-signatures.



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All PMS Software

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retrain staff!

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NAA's newest performance management and compliance software allows property management companies to consolidate processes and systems into one place for ease of use, transparency and communication for your teams.

**Automate and trust that your properties are remaining compliant.**



## Benefits:

- Mitigate risk across your entire portfolio
- Extend the list of costly equipment
- Achieve consistency and compliance
- Save time and avoid costly violations
- Build accountability and trust through real time visibility



Affiliate  
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Learn more or request a demo at [comply.naahq.org](https://comply.naahq.org).



# For Simple Answers or Serious Help

211 connects people with community, health & disaster services. Each call is confidential and answered by expert, caring staff. 211 has over 5,000 resources available statewide, and the list below highlights the common reasons people call 211 for help.



Food/Meals



Housing



Mental Health/  
Addictions



Government  
Programs



Utility  
Assistance



Clothing/Personal/  
Household Needs



Health Care



Support Groups



Income Support/  
Assistance



Disaster  
Services



Call 211 • Text your zip code to 898211 • Email [help@helplinecenter.org](mailto:help@helplinecenter.org)





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Limit one per person

\*Some limitations apply

## **Multifamily Proves Positive for Real Estate Investors**

By [Emily](#) at *Livable*

With retail and hospitality industries in a perpetual state of uncertainty for the foreseeable future, real estate investors have been drawn to multifamily properties. “Interest in multifamily is at a fever pitch right now,” CBRE Vice President Joe Ayers told the [Jacksonville Daily Record](#). There is particular excitement about properties in areas outside of major metros, Ayers explained.

Investcorp also recently expanded its holdings in Jacksonville, as well as other suburban markets, spending \$330 million to buy five class B properties. “Looking ahead, we believe that multifamily real estate, and particularly class B, will continue to be a highly sought-after asset class given its ability to offer consistent yields,” said Michael O’Brien, managing director and co-head of North America real estate at Investcorp.

Ari Rastegar, who owns a real estate company that specializes in “recession resistant” development, agreed with that optimistic opinion in a recent piece for [Forbes](#). “With the need for stable housing and more people pouring into smaller metros, the rental market is one of the few that’s set to boom in 2021,” he said.

He pointed to the number of young people who moved in with their families last year and will be looking to head back out on their own, most likely to apartments, when the economy gets rolling again. “The lasting effects of the pandemic will be far-reaching, particularly among millennials, likely meaning a longer stay on the rental market than previous generations,” he said. “Many will be reluctant or completely unable to make large purchases, such as a house, meaning a sustained demand for rental units for years to come.”

### **Smart Saver Tip of the Month**

Spring can be a great time to find bargains on painting quotes. The still-harsh late winter weather means painting companies are more open to negotiation than they will be when their spring busy season hits. That means now is the time to secure deals for common areas, apartment turnovers or other indoor refreshes.

Visit us at [www.livable.com/blog](http://www.livable.com/blog) and subscribe to *Livable Now* for monthly industry updates and Smart Saver Tips.



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# FOCUS FORWARD

AUG. 31 - SEPT. 2  
CHICAGO

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Bill #	Subject	Description	Committee	Vote	Committee	Vote
SB141	Background Checks	provide for the automatic removal of certain marijuana convictions from a background check record.	Senate Judiciary	Senate passed 24/11	House Judiciary	Amend Failed
HB1011	Boiler	increase certain boiler inspection fees and dedicate more of the fees to the state's boiler inspection program.	House Commerce & Energy	House Passed 53/13	Senate Commerce & Energy	Senate Passed 35/0
HB1074	Boiler	limit the liability regarding authorized boiler inspections.	House Commerce & Energy	House Passed on Consent	Senate Commerce & Energy	Senate Passed 35/0
SB92	Housing	require that certain proposed rules include an affordable housing impact statement.	Senate Local Government	Consent Calendar	House Local Gov't	Passed 68/0
SB185	Housing	make an appropriation to provide for an economic development in Sioux Falls and to declare an emergency.	Senate Commerce & Energy	TABLED		
SB155	Housing	appropriate funds to support revolving funds for workforce housing and to declare an emergency.	Senate State Affairs	TABLED		
HB1045	Landlord/Tenant	revise certain tenant and landlord rights.	House Local Government	DEAD		
HB1002	Licensing	revise certain provisions regarding fingerprint-based background checks for the Real Estate Commission and the appraiser certification program.	House Commerce & Energy	House Passed 69/0	Senate Commerce & Energy	Senate passed 31/0
HB1014	Licensing	establish uniform complaint and declaratory ruling procedures for agencies regulating certain professions and occupations.	House Commerce & Energy	House Passed 67/1	Senate Commerce & Energy	Senate passed 35/1
HB1061	Marijuana	prohibit smoking marijuana and its derivatives in a motor vehicle and create a penalty therefor.	House Judiciary			
SB20	Marijuana	place certain substances on the controlled substances schedule and to declare an emergency.	Senate Health & Human Services	Senate passed 34/0	House Health & Human Services	House passed 59/10
SB35	Marijuana	make an appropriation to implement provisions concerning the legalization, regulation, and taxation of marijuana, and to declare an emergency.	Joint Approp	House passed 61/6	Senate Transportation	Senate passed 31/3
SB57	Marijuana	revise the provisions regarding the South Dakota state employee health plan.	Senate State Affairs	Senate passed 27/7	House Commerce & Energy	House passed 55/13
HB1225	Marijuana	establish provisions concerning the sale of adult-use retail marijuana.	House State Affairs	DEAD		
HB1228	Marijuana	revise provisions regarding industrial hemp and to declare an emergency.	House Ag & Nat Resources	House passed 58/11	Senate Agriculture & Natural Resources	Senate passed 27/6
SB187	Marijuana	establish criteria regarding marijuana.	Health & Human Serv	Senate passed 19/16	House State Affairs	
HB1194	Other	authorize the review of certain executive orders issued by the President of the United States.	House State Affairs	House passed 43/25	Senate Judiciary	
HB1214	Other	provide for permanent daylight savings time when permissible under federal law.	State Affairs	TABLED		
SB190	Personal Rights	revise provisions regarding unfair or discriminatory practices.	Senate Judiciary	TABLED		
SB90	Personal Rights	recognize hair discrimination as an unfair or discriminatory practice.	Senate State Affairs	DEAD		
SB49	Real Estate Tax	revise property tax levies for school districts and to revise the state aid to general and special education formulas.	Senate Education	House passed 66/3		Senate passed 34/0
SB70	Real Estate Tax	revise and reorganize certain provisions regarding the assessment of property for the purposes of taxation.	Senate Taxation	Senate Passed 34/0	House Taxation	House passed 62/4
HB1149	Taxes	establish timberland as a separate classification of property for tax purposes, define the criteria for timberland classification, and set the tax parameters for property classified as timberland.	House Taxation			
SB115	Taxes	revise the definition of the term owner-occupied single-family dwelling for property tax classification purposes.	Senate Taxation	DEAD		

# SDMHA BUYERS GUIDE

## SIOUX FALLS CHAPTER

### ADVERTISING

ARVIG MEDIA .....	507.829.3683
COSTAR GROUP .....	612.799.2733
MY RENTERS GUIDE .....	605.221.1030
RENTPATH .....	701.799.8214
ZILLOW GROUP .....	206.775.4467

### APPLIANCES

DENNY'S APPLIANCE .....	605.261.9314
KARL'S TV & APPLIANCE INC .....	605.336.3244
MAHLANDERS .....	605.336.7798

### APPRAISAL SERVICES

ELWOOD & MARTIN APPRAISALS, LLC.....	605.271.0351
ROGERS APPRAISAL SERVICE, INC.....	605.331.0144
SHAYKETT APPRAISAL COMPANY INC .....	605.332.3553
CB RICHARD ELLIS .....	605.201.0684

### ATTORNEY SERVICES

BANGS MCCULLEN LAW FIRM .....	605.343.1040
CHRISTOPHERSON, ANDERSON, PAULSON & FIDELER .....	605.336.1030
BREIT & BOOMSMA P.C. ....	605.336.8234
LYNN, JACKSON, SHULTZ & LEBRUN, PC.....	605.332.5999

### BANKING SERVICES

BANK MIDWEST.....	605.444.2081
CENTRAL BANK.....	605.782.1820
CORTRUST BANK.....	605.444.4038
DACOTAH BANK .....	605.367.6412
FIRST DAKOTA NATIONAL BANK.....	605.333.8218
FIRST PREMIER BANK .....	605.357.3039
FIRST SAVINGS BANK .....	605.977.4120
FRONTIER BANK .....	605.332.3832
GREAT WESTERN BANK .....	605.336.4442
MINNWEST BANK .....	605.323.3865
SECURITY NATIONAL BANK .....	605.977.9005
WELLS FARGO BANK.....	605.575.7502

### BUILDING SUPPLIES

MENARDS .....	605.362.7159
MENARDS EAST OF SIOUX FALLS .....	605.357.7310
CONTRACTORS SIDING, WINDOWS & ROOFING SUPPLY .....	605.334.7070

### CABLE & INTERNET

CENTURYLINK .....	605.215.5862
FARR TECHNOLOGIES.....	888.687.8765 X 101
ICS ADVANCED TECHNOLOGIES .....	515.232.4453
MIDCO .....	320.402.4508
VAST BROADBAND .....	605.965.9574

### CARPET CLEANING/REPAIR/EMERGENCY SERVICES

CREW .....	605.864.1699
INTEK CLEANING & RESTORATION .....	605.334.9716
RAINBOW INT'L OF SIOUX FALLS.....	605.271.1111
RAPID CITY RESTORATION .....	605.858.2726
SERVICEMASTER OF SIOUX FALLS.....	605.595.3086
SERVPRO OF WEST SIOUX FALLS.....	605.213.3303
EXTREMELY CLEAN .....	605.321.8220

### COLLECTIONS

CREDIT COLLECTIONS BUREAU .....	605.381.5666
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### CONCIERGE SERVICES

TRASH BROS, LLC.....	307.281.6001
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### DATA

ALN APARTMENT DATA .....	800.643.6416
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### FINANCING

ERNST CAPITAL GROUP.....	605.271.7172
NORTHMARQ CAPITAL .....	402.343.0468
NORTHPOINT COMMERCIAL FINANCE .....	678.496.9775

### FLOORING & SUPPLIERS

FLOORING AMERICA .....	605.342.8304
FREED'S FLOORS.....	605.519.6299
HOME DYNAMICS .....	605.361.5467
THORNTON CARPET SALES .....	605.368.2568X2104
MOXIE SERVICES INC .....	605.201.6189

### GOVERNMENT

SD HOUSING DEVELOPMENT AUTHORITY .....	605.773.3181
SIOUX FALLS PLANNING & DEVELOPMENT SERVICES .....	605.367.8177

### HARDWARE & MAINTENANCE SUPPLIES

NYBERG'S ACE HARDWARE .....	605.336.6474
MOEN .....	800.628.0569

### HEALTH

AVERA .....	605.940.8497
HEALTH CONNECT OF SOUTH DAKOTA .....	605.371.1000

### HOUSING

SIOUX EMPIRE HOUSING PARTNERS.....	605.212.0969
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### INSURANCE

AARON SMITH INSURANCE AGENCY INC.....	605.361.3515
AFLAC.....	605.777.2233
FISCHER ROUNDS AND ASSOCIATES.....	605.334.0004
MARSH & MCLENNAN AGENCY.....	605.231.0841
MARTIN & ASSOCIATES, LLC .....	605.336.6470
MCKINNEY OLSON INSURANCE .....	605.339.3147
RIVERVIEW INSURANCE AGENCY.....	605.498.0305
WILCOXON INSURANCE.....	605.271.6600

### LANDSCAPING

WELLER BROTHERS .....	605.351.4748
THE PORCH SWING STORE .....	888.767.6875

### LAUNDRY

BDS LAUNDRY MANAGEMENT .....	888.286.7810
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### LIGHTING

YESCO SOUTH DAKOTA EAST .....	605.696.3576
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### LOCKSMITH

FRED THE FIXER.....	605.334.5411
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### ODOR REMOVAL

AIRE-MASTER OF THE PLAINS.....	605.275.0302
SIMPLY FRESH CLEANING .....	605.521.6400

### PAINT & WALL COVERINGS

NORBERG PAINTS .....	605.332.6821
BFB PAINTING, INC. ....	605.376.7755
DIAMOND VOGEL PAINTS .....	605.334.2051
PPG PAINTS .....	605.515.2215

# SDMHA BUYERS GUIDE

## RAPID CITY CHAPTER

### ADVERTISING

MY RENTERS GUIDE ..... 605.221-1030

### APPLIANCES

KARL'S TV & APPLIANCE..... 605.343-3610

### ATTORNEY

BANGS MCCULLEN LAW FIRM..... 605.343-1040

LYNN, JACKSON, SCHULTZ, LEBRUN ..... 605.332-5999

### CABLE & INTERNET

MIDCO ..... 605.797-7121

### COLLECTIONS

CREDIT COLLECTION BUREAU ..... 605.391-5666

### FLOORING

FLOORING AMERICA ..... 605.342-8304

FREED'S FLOORS ..... 605.519-6299

THORNTON CARPET SALES ..... 605.900-6224

### HOUSING

PENNINGTON COUNTY HOUSING AND REDEVELOPMENT ..... 605.394-5350

### ODOR REMOVAL

SERVPRO OF RAPID CITY..... 605.388.3000

RAPID CITY RESTORATION ..... 605.858.2726

### MOLD INSPECTION & CLEANUP

SERVPRO OF RAPID CITY ..... 605.388-3000

### REAL ESTATE

DUEMELANDS COMMERCIAL REAL ESTATE..... 701.221-9033

### RECYCLING & SANITATION

TRASH BROS, LLC ..... 307.281-6001

### RESIDENT SCREENING

WESTERN REPORTING ..... 801.417-0420

### RESURFACING

GET A GRIP RESURFACING - WEST RIVER ..... 605.858-9600

### UTILITY

LIVABLE ..... 605.720-5466

PROPERTY MELD ..... 605.646-4107

MULTIFAMILY UTILITY COMPANY ..... 800.266-0968

### PATROL

SIOUX MERCHANT PATROL INC ..... 605.334-9357

### PET SERVICES

DOOGOODERS ..... 605.254-2145

### PLUMBING, HEATING & AIR CONDITIONING

FRISBEES PLUMBING & HEATING ..... 605.338-6321

MOEN ..... 800.628-0569

### REAL ESTATE

LEE SCHELLING REAL ESTATE..... 605.582.2119

NAI--SIOUX FALLS ..... 605.357.7100

REALTOR(R) ASSOCIATION OF THE SIOUX EMPI ..... 605.334.4752

TAX & MANAGEMENT SERVICES LLC ..... 605.201.1650

### RECYCLING & SANITATION

SCRAP MART ..... 605.359.1968

NOVAK SANITARY SERVICE ..... 605.338.7126

### RESIDENT SCREENING

WESTERN REPORTING INC ..... 801.417.0420

### RESURFACING

GET A GRIP RESURFACING - WEST RIVER..... 605.858.9600

### ROOFING

RESTORATION RX ..... 605.759.1531

### SECURITY

SAFE-N-SECURE, INC. .... 605.543-5068

### SEWER DRAINING CLEANING

AROUND THE CLOCK/DRAINMASTER ..... 605.335-0384

### TAX PLANNING

ICS TAX INC ..... 605.929-6942

### TENANT ASSISTANCE

MINNEHAHA CO. HUMAN SERVICES..... 605.978.5611

PENNINGTON COUNTY HOUSING & REDEVELOPMENT ..... 605.394.5350

SIOUX FALLS HOUSING & DEVELOPMENT ..... 605.332.0704

### TITLE COMPANIES

LAND TITLE GUARANTY ..... 605.336-1095

STEWART TITLE CO ..... 605.339-3199

### TOWING

ALL AMERICAN TOWING ..... 605.332-3100

### UTILITY BILLING

LIVABLE ..... 650.720.5466

MULTIFAMILY UTILITY COMPANY, INC. .... 800.266.0968 X 729

PROPERTY MELD ..... 605.646.4107

### WINDOWS

ALL ABOUT SCREENS, LLC ..... 605.391-4714



# NEW RENTAL INSURANCE PRODUCTS!



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- Mixed Occupancy Pricing
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Online: <https://www.sdmha.com/events/great-shots-extravaganza-2020>

Sponsorship Level \_\_\_\_\_ \$ \_\_\_\_\_ Sponsorship

Company: \_\_\_\_\_ x \$500 Team/\$100 single = \$ \_\_\_\_\_ Member

Name: \_\_\_\_\_ x \$xxx team/\$xxx single = \$ \_\_\_\_\_ Non Member

Name: \_\_\_\_\_ x \$50 = \$ \_\_\_\_\_ Lunch & Drink only

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**SDMHA**  
GREAT SHOTS EXTRAVAGANZA  
LUNCH & NETWORKING



**DATE:**

Thursday, March 25, 2021 • 3PM - 6PM  
Great Shots • 2505 W Benson Road, Sioux Falls

**REGISTRATION:**

\$500 Team of 6 | \$100 Single Player | \$50 No golf - Food & Drink Ticket  
Includes: Golf, Clubs, Tees, Balls, food, Bucket of Domestic Beer at Bay & 1 Drink Ticket Per Player

**SPONSORSHIP OPPORTUNITIES:**

**EAGLE: \$1,500**

- PREMIUM BAY
- Recognition on marketing, website, social media, & Rental Review.
- Recognition for food at event
- 1 team of 6 (includes golf, clubs, tees & balls)
- Choice of 2 Tees Snacks & Bucket of domestic beer at your bay

**BAR SPONSOR: \$500**

- Name and Logo across bar
- Logo on drink tickets
- Recognition at event

**BIRDIE: \$1,000**

- Recognition on marketing, website, social media, & Rental Review.
- Recognition for food at event
- 1 team of 6 (includes golf, clubs, tees & balls)

**BEER BUCKETS: \$125**

- Branded with your logo and contact information at one bay
- Recognition at event

- Bring your own clubs or clubs available at Great Shots
- Raffle Items available
- After 2020 -we all need the opportunity to be together again and what better way than to play!



# RENTAL REVIEW

PO BOX 90327 • SIOUX FALLS, SD 57109



CHANGE SERVICE REQUESTED

**Reconnect.  
Restart.  
Reenergize.**

# APARTMENTALIZE

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**AUG. 31 - SEPT. 2 | CHICAGO REGISTER NOW**