

RENTAL REVIEW

THE OFFICIAL NEWSLETTER OF THE
SOUTH DAKOTA MULTI-HOUSING ASSOCIATION



EQUAL HOUSING
OPPORTUNITY



PROUDLY SPONSORED BY:



CONTENTS

MAY/JUNE 2024

03

CHAIR'S MESSAGE

04

NEW MEMBERS

05

SIOUX FALLS RENTAL
PROPERTY OWNERS

07

MANAGING YOUR
RENTALS

10

CALP

11

SIOUX FALLS GOLF

13

MERIT AWARDS

16-17

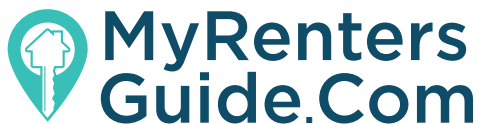
BUYERS DIRECTORY

19

BLACK HILLS GOLF

SDMHA MISSION STATEMENT:

Advancing the multi-housing industry by providing leadership, education, advocacy and partnerships.



MyRenters Guide.Com

MyRentersGuide.com / Michels Digital Solutions

Affordable Packages | Real Time Communication
Effective Advertising with Trackable Results



Receive Professional
Photos, Videos and 3D
Matterport Tours to make
your properties stand out!

**ASK ABOUT OUR
PERSONALIZED
DIGITAL CAMPAIGNS!**

Retargeting YOUR prospects back to YOU!

**NO LONG-TERM CONTRACTS.
MOBILE FRIENDLY.
VERIFIABLE RESULTS.**

CONTACT YOUR MARKETING TEAM TODAY!

(605) 221-1030

sales@myrentersguide.com



CHAIR MESSAGE

For those of you who love the sun, spring is here! For those of you who love the cold, sorry, summer is coming. Whether you enjoy heat or cold, the spring rental season has started! Wishing you all of the best in getting your properties filled!

This may be news that you already know, but if you didn't, SDMHA is an affiliate of the National Apartment Association. NAA works on a national level to provide legislative support, resources, and updates on hot issues. Be sure to visit them at NAAHQ.org to learn more and explore how they support us!

In March the NAA held it's annual "Advocate" convention in Washington, DC. Denise Hanzlik, Jill Madsen and I had the privilege of joining other Multi-Housing Affiliates from across the nation in Washington, DC. We had updates on national issues, met with the staff members of our Senators and reviewed successes and concerns with them. SDMHA was 1 of 7 Affiliates that was awarded the Excelling Affiliate award – great job SDMHA!



Speaking of awards, wishing a big congratulations to ALL the winners and nominees at this year's Merit Awards. We have a very talented group of people in our industry! See page 19 for pictures.

Be sure to watch for upcoming education regarding changes in South Dakota legislation that will affect the eviction process. SDMHA is reviewing the legislation and will be offering information in an upcoming lunch meeting this summer to help you navigate these changes.

And as always! Be sure to contact us if you are interested in any of our committees, we would love to help you get involved!

Growing together!

Lydia Freedom

Chair, South Dakota Multi-housing Association

LIVABLE SMART TIP

Tenant turnovers are a fact of life, now more than ever. But Rentprep offers [some easy ways to reduce turnover](#), from having a strong screening process to creating positive relationships with residents. Another helpful suggestion is to determine your average tenant turnover rate and the typical cost per turnover. Budget this amount into your bottom line so turnover expenses don't take you by surprise. Looking for more ways to save? Come save with Livable - learn how we can increase

your profit margins today at www.livable.com

WELCOME NEW MEMBERS:

Sioux Falls CHAPTER

Skyline Construction

Premier Systems

Glory House Apartments

Brush It On Painting

Jacobs Homes

Atlas Gutter Co

Fitness By Design

The Preserve

Terveen Manufactured Homes

Black Hills CHAPTER

Harmony Heights

Rapid Creek

Brookings CHAPTER

Tobin Property

MEMBERS WE ARE SAD TO SEE GO:

Clarks Landing

Arvig Media

Kats & Swier LLC

Steve O'Dea & Lori Bly

Tea Realty

N-K Properties

ExactEstate PM Software

MEMBERS

LOOKING AHEAD

SDMHA REPRESENTS YOU!

38,647 Total Units • 125 Total Associate Members

SIoux FALLS RENTAL PROPERTY OWNERS

As of January 1, 2024, all property owners, and managers of long- and short-term residential rental units need to obtain a permit from the City of Sioux Falls regardless of their registration status under the City's previous residential registration process.

<https://www.siouxfalls.gov/health-safety/code-enforcement/categories/residential-rental-permit>

Owners using property as long- and short-term housing rentals must get a permit from the City. Residential rental units include any building, structure, and land it occupies that is rented as a place to live or used as a short-term rental unit.

Short-term rentals are any home, cabin or similar building that is rented, leased, or furnished in its entirety to the public on a daily or weekly basis for more than 14 days in a calendar year and is not occupied by an owner or manager during the time of rental. This does not include a bed and breakfast establishment (as defined by ordinance [160.005](#)).

The permit requirement does not apply to properties that qualify as on-campus housing, hospitals, nursing homes, or motels.

Permit Requirements

To obtain a permit, individuals must provide the following:

- Property owner's name, email, mailing address, and phone number.
- If owner resides more than 50 miles from Sioux Falls (city limits), provide a separate contact (name, email, phone number, mailing address) who does live within 50 miles and is able to provide or approve property upkeep.
- Street address of the residential rental unit.
- The number and type of units (examples: apartment, duplex, three sleeping rooms, a single-family house, etc.).
- The name, mailing address, email, phone number, and license number of the individual licensed as a broker, broker associate, property manager, or residential rental agent with the South Dakota Real Estate Commission who manages the residential rental unit (if applicable).
- **\$50 permit fee per address after July 1, 2024. Get your rental property(s) register before July 1st = NO FEE.**
- Verification of completion of the required two hours of course curriculum, or proof of licensure through the South Dakota Real Estate Commission as a broker, broker associate, property manager, or residential rental agent. **We have a FREE video for SDMHA members at <https://www.sdmha.com/sponsorships-and-advertising/sioux-falls-rental-registration-education>**
- Proof of a state sales tax license for any applicant permitting a short-term rental unit. Proof of a state health department lodging license and any other state license required by law.
- Any change in application information must be submitted in writing within 30 calendar days.

Log in to Customer Self Service (CSS) for an application template and guidance on applying for multiple rental addresses. https://css.siouxfalls.gov/energov_prod/selfservice/#/home

UPCOMING EVENTS

MAY
2024

- 7 - Certified Apt Leasing Professional
- 9 - Black Hills Meeting - Elevate Rapid City
- 16 - Sioux Falls Meeting - Eviction Changes
- 20 - Aberdeen, Managing Your Rentals
- 21 - Aberdeen, Managing Your Rentals
- 22 - Pierre, Managing Your Rentals
- 23 - Product Services Council

JUNE
2024

- 11 - Brookings, Managing Your Rentals
- 12 - Watertown, Managing Your Rentals
- 13 - Huron, Managing Your Rentals
- 19-21 - Apartmentalize, Philadelphia
- 20 - Sioux Falls Meeting - SF Police
- 25 - Black Hills Par-Tee
- 25-26 - SD Housing Conference



Maintenance & Cleaning Services

605.697.3175

www.millsproperty.com



Maintenance for Turnovers
Misc Service Calls
Construction Projects



Weekly Common Area Cleaning
Turnover Cleaning
One Time Deep Clean



SPONSORED BY
SOUTH DAKOTA HOUSING 



NEW 3-HOUR COURSE (REQUIRED - 3 CE'S)
MANAGING YOUR RENTALS

- COURSE TOPICS**
- Fair Housing
 - Building Codes
 - South Dakota Law
 - Policies & Procedures



PO Box 90327 | Sioux Falls, SD 57109
605.336.7756
Email: info@sdmha.com

REGISTER HERE sdmha.com/events
CODE LOCATION SPECIFIC EVENT

 **2024 SCHEDULE / DATES**

DATES ARE SUBJECT TO CHANGE AND WILL BE UPDATED

MAY 20	ABERDEEN	4pm - 7pm	K.O. Lee Public Library
MAY 21	ABERDEEN	10am - 1pm	K.O. Lee Public Library
JUNE 11	BROOKINGS	1pm - 4pm	Old Sanctuary Hall
JUNE 12	WATERTOWN	10am - 1pm	Watertown Regional Library
JUNE 13	HURON	9am - Noon	Crossroads Event Center
JULY 24	MITCHELL	1pm - 4pm	For Location, See Website
AUGUST 6	SIOUX FALLS	10am - 1pm	For Location, See Website
AUGUST 6	SIOUX FALLS	4pm - 7pm	For Location, See Website
AUGUST 7	YANKTON	1pm - 4pm	United Way Community Impact Center
AUGUST 8	VERMILLION	1pm - 4pm	USD Al Neuharth Media Center

**YOUR INSTRUCTOR
DENISE HANZLIK**





MAINTENANCE LEGENDS

Are you, or do you know, a maintenance tech that goes above and beyond for their residents? Time to turn those people into Legends.

To learn more and submit your legend, visit maintenancelegends.com

PRESENTED BY



\$ Up to \$15,000 in monthly prizes

Offered by our sponsors.

Educational Grants

Access to trainings including CAMT, CPO, EPA and more.

Paid trip to NAA Apartmentalize 2024

Monthly winners will get to join us in Philadelphia.

A shot at our grand prize

Monthly winners will have a chance to win big.

OUR SPONSORS

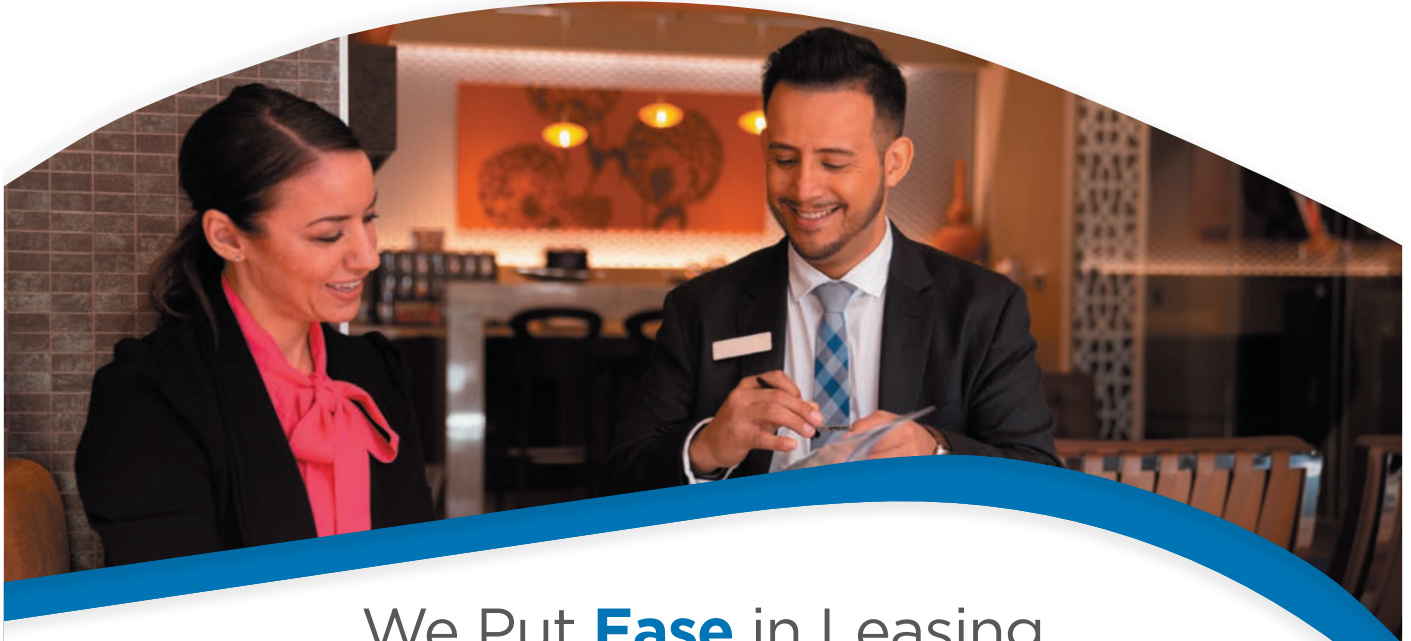


For more information on program entry and rules, including content ownership and selection criteria, please visit maintenancelegends.com
©2023 National Apartment Association | ©2008 - 2023. HDS IP Holding, LLC. All Rights Reserved. HD Supply and the HD Supply logo are trademarks of HDS IP Holding, LLC. For our terms and conditions, visit hdsupplysolutions.com/terms.



Accelerate Your Leasing

NAA Click & Lease is an online leasing tool designed to enhance compliance and accelerate the leasing process. NAA Click & Lease combines legal expertise with easy-to-use technology.



We Put **Ease** in Leasing

Features



Compliant Documents

Lease forms are automatically updated through an annual review process, and are reviewed for compliance with landlord-tenant laws and regulations at the local, state and national levels.



Customizable Lease Package

Add custom documents or language within documents, and configure your lease package to have the documents and information you want in your preferred order.



PMS Integration

The multi-user platform integrates with most property management software.



Litigation Defender Insurance

Triggered whenever a resident challenges a provision of the NAA Click & Lease Form. (Contact NAA for Terms and Conditions.)



Online & Paperless


Web-based software to streamline your leasing operations with E-signatures.



Simple Application

A simple, online rental application helps keep information in one place and optimizes the application process for prospective residents.

Accelerate & Simplify
Your Leasing Today
naahq.org/lease

NAA Click & Lease technology provided by 





Make that career commitment today.

NEW DATES: May 7, 8, 14, 15, & 16

Certified Apartment Leasing Professional

CALP

CERTIFIED APARTMENT
LEASING PROFESSIONAL®

Members: \$365

Non-Members: \$425

WE RECOMMEND THIS COURSE for leasing consultants, concierges, and career changers with hospitality, retail, or customer service experience.

Earning the CALP credential, many people's first industry credential, shows your employer that you're committed to a career in residential property management.

YOU'LL LEARN ABOUT:

- Using technology to generate traffic
- Measuring and managing your community's reputation
- Inspecting the leasing center, tour route, model units, and vacant apartments
- Researching the competition and building relationships with competitors
- Compiling a comprehensive community resource tool
- Creating effective marketing plans
- Relationship sales processes and evaluating your personal sales performance
- Evaluating a prospect's commitment level and overcoming objections
- Preparing prospects for the next steps in the rental process
- Applying fair housing law and communicating rental criteria
- Qualifying prospective residents according to rental policy
- Preparing and reviewing leases with new residents
- Move-in processes
- Responding to resident issues and maintenance requests
- Building relationships with residents and creating a sense of community
- Reporting incidents, maintaining documentation, and taking corrective action
- Maximizing revenue and operational efficiency
- Securing and processing lease renewals
- Conducting a market survey



All sessions will be virtual.

Register at: <https://www.sdmha.com/events/calp-2024/register>



South Dakota Multi-Housing Association
PO Box 90327, Sioux Falls, SD 57109



THE SOUTH DAKOTA MULTI-HOUSING ASSOCIATION
PRESENTS

2024 SIOUX FALLS GOLF CLASSIC



BRANDON GOLF COURSE
2100 EAST ASPEN BOULEVARD
BRANDON, SD 57005

JULY 17 REGISTRATION
OPENS AT 9:00AM
SHOTGUN
START AT 11:00 AM

REGISTRATION INFO

NO REFUNDS AFTER JULY 1, 2024

\$500 TEAM / \$600 FOR NON-MEMBER
\$125 PLAYER / \$150 FOR NON-MEMBER



- 18 HOLES OF GOLF, 2 MULLIGANS PER GOLFER
- 2 CARTS/2 DRINKS PER 4 PERSON TEAM
- STEAK DINNER AND AWARDS AFTER GOLF CONCLUDES



PRIZES AWARDED FOR 1ST & 2ND PLACE

- STRAIGHTEST DRIVE
- LONGEST DRIVE
- SHORTEST DRIVE
- CLOSEST TO THE PIN
- LONGEST PUTT
- HOLE IN ONE'S

SPONSORSHIPS

NO REFUNDS AFTER JULY 1, 2024



EAGLE
\$1,400

- HOLE IN ONE SPONSOR
- BANNER ON CLUBHOUSE
- RECOGNITION ON SOCIAL MEDIA & HANDOUTS
- RECOGNITION IN RENTAL REVIEW
- GOLF TEAM REGISTRATION WITH MEALS



HOLE / HOLE + TEAM
\$300 / \$800

- (INCLUDES GOLF AND MEALS)
- SIGNAGE ON HOLE
 - RECOGNITION ON HANDOUTS
 - RECOGNITION IN RENTAL REVIEW
 - 1 MEAL TICKET



BIRDIE
\$1,100

- BEVERAGE CART SIGNAGE
- COMPANY NAME ON DRINK TICKETS
- RECOGNITION ON SOCIAL MEDIA
- RECOGNITION IN RENTAL REVIEW
- GOLF TEAM REGISTRATION WITH MEALS



PAR
\$125

- SIGNAGE AROUND PUTTING GREEN
- RECOGNITION ON HANDOUTS
- RECOGNITION IN RENTAL REVIEW
- 1 MEAL TICKET



PUTT & PLAY
\$10 FOR 3 PUTTS

- EARN TICKET FOR EVERY PUTT MADE
- RAFFLE HELD; WINNER GETS HALF OF POT

**** NEW ****
PUTT & PLAY

- \$10 FOR 3 PUTTS
- EVERY MADE PUTT EARNS A RAFFLE TICKET
- CASH PRIZE TO RAFFLE TICKETWINNER

EXTRA CARTS
FOR SPONSORS ONLY

\$65

REGISTER AT
SDMHA.COM/EVENTS

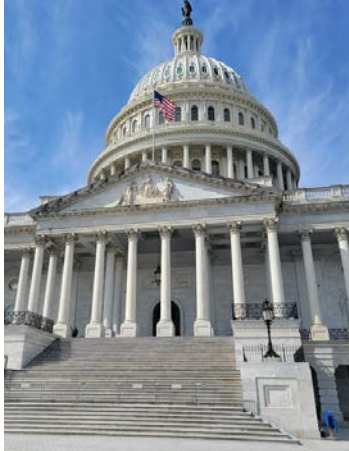
SIOUX FALLS
GOLF CLASSIC

**EAGLE
SPONSORS**

 **MyRentersGuide.com**

 **First PREMIER Bank**
Member FDIC
PREMIER Bankcard

**BIRDIE
SPONSORS**



ADVOCATE

2024





**Property Maintenance
Market - Dan Nasby**



**Property Mgr - Market
Will Olson**



**Merit
Awards**
MARCH 8, 2024



**Property Mgr - Affordable
Tami Lawson**



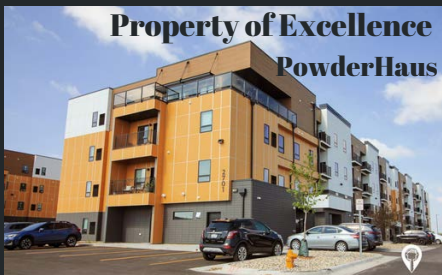
**Trade Partner
Fran Rice**



**Property Owner of the Year
Wayne & Gwynn Hansen**



**Property of Excellence
Vineyard Heights**



**Property of Excellence
PowderHaus**



**Property Maintenance
Affordable - Aaron Scott**

ELEVATE INVESTOR EXCLUSIVE RAPID CITY ECONOMIC INDICATORS

FEBRUARY 2024

154,829
MSA POPULATION

2.6%
UNEMPLOYMENT

64.15%
LABOR FORCE PARTICIPATION

EMPLOYMENT	CURRENT	12 MONTHS % CHANGE
AVERAGE WEEKLY WAGES	\$1024.34 Previous month: \$961.95	+13.58%
NONFARM	72,700 Previous month: 72,400	+2.68%
LEISURE AND HOSPITALITY	9,500 Previous month: 9,400	+5.56%
EDUCATION AND HEALTH SERVICES	12,900 Previous month: 12,900	+0.78%
PRIMARY SECTOR PROFESSIONAL SERVICES, FINANCE, INFORMATION AND MANUFACTURING	14,400 Previous month: 14,300	+1.41%

ECONOMY	CURRENT	12 MONTHS % CHANGE
RAPID CITY GROSS SALES	\$745,520,983 Previous month: \$891,028,601	+11.11%
AIRPORT PASSENGERS	41,862 Previous month: 45,701	+19.0%
HOTEL OCCUPANCY WESTERN SOUTH DAKOTA	43.1% Previous month: 37.8%	-7.11%

BUILDING	CURRENT	YTD
BUILDING PERMITS	157 Previous month: 161	318
BUILDING VALUATION	\$45.5M Previous month: \$35.4M	\$80.9M

HOUSING	CURRENT	YTD
NEW HOUSING UNIT PERMITS	39 Previous month: 180	219

REAL ESTATE	CURRENT	12 MONTHS % CHANGE
ACTIVE LISTINGS*	180 Previous month: 201	+48.76%
DAYS ON THE MARKET*	61 Previous month: 66	+43.03%
57701 MEDIAN LIST PRICE	\$329,675 Previous month: \$333,200	+0.44%
57702 MEDIAN LIST PRICE	\$507,475 Previous month: \$492,475	-17.98%
57703 MEDIAN LIST PRICE	\$414,950 Previous month: \$378,700	+5.12%

* Combining zip codes 57701, 57702, and 57703

COMMERCIAL REAL ESTATE	MARKET RENT/SF	VACANCY RATE
INDUSTRIAL	\$8.38 YOY: +3.34%	3.90%
RETAIL	\$14.09 YOY: +2.41%	3.66%
OFFICE	\$20.90 YOY: +1.34%	3.70%

INFLATION	CURRENT
NATIONAL CONSUMER PRICE INDEX	3.2% Previous month: 3.2%
REGIONAL CONSUMER PRICE INDEX	2.8% Previous month: 2.7%
PRIME RATE	8.5% Previous month: 8.5%

Data as of April 3, 2024

Economic Indicators

Tracking trends in business is just one way that the Greater Sioux Falls Chamber of Commerce is looking out for our members. Sioux Falls is a great place to do business, in part because of its diverse economy. Check here for economic indicators that help show growth and development.

City of Sioux Falls Building Permit Data

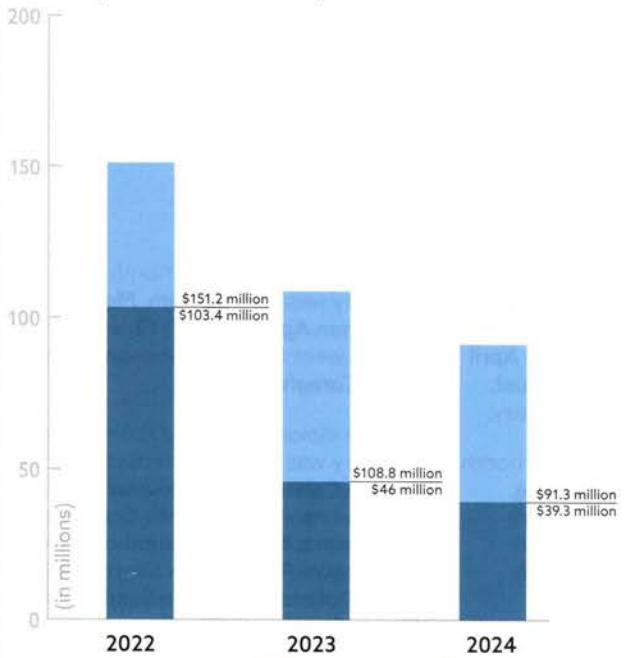
February 2024 - cumulative year to date



Source: City of Sioux Falls

City of Sioux Falls Total Construction Value

February 2024 - cumulative year to date



Source: City of Sioux Falls

Sioux Falls Region Housing Overview

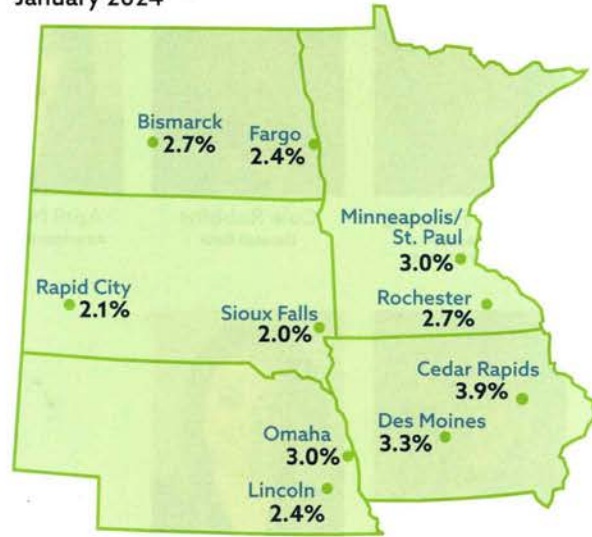
February 2024



Source: RASE (Realtor Association of the Sioux Empire)

Regional Unemployment Rates

January 2024



Source: Bureau of Labor Statistics

Note: figures represent Metropolitan Statistical Areas (MSA), not just city; rates are not seasonally-adjusted

Agriculture Trends

January 2024



Source: U.S. Department of Agriculture

SDMHA BUYERS GUIDE

SIOUX FALLS CHAPTER

ADVERTISING

RENT.....	678.421.3000
ARVIG MEDIA	507.829.3683
COSTAR GROUP.....	612.799.2733
MY RENTERS GUIDE.....	605.221.1030

APPLIANCES

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

APPRAISAL SERVICES

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

ATTORNEY SERVICES

CHRISTOPHERSON, ANDERSON, PAULSON & FIDELER	605.336.1030
BREIT & BOOMSMA P.C.	605.336.8234
LYNN, JACKSON, SHULTZ & LEBRUN, P.C.	605.332.5999

BANKING SERVICES

BANK MIDWEST.....	605.444.2081
CENTRAL BANK.....	605.782.1820
CORTRUST BANK.....	605.444.4038
DACOTA BANK	605.367.6412
FIRST DAKOTA NATIONAL BANK	605.333.8218
FIRST INTERSTATE BANK	605.336.4442
FIRST PREMIER BANK	605.357.3039
FIRST SAVINGS BANK	605.977.4120
FRONTIER BANK	605.332.3832
MINNWEST BANK	605.323.3865
SECURITY NATIONAL BANK.....	605.977.9005
THE FIRST NATIONAL BANK IN SIOUX FALLS.....	605.357.7665
WELLS FARGO BANK.....	605.759.7359

BUILDING SUPPLIES

WEATHER-TITE EXTERIORS.....	605.939.0208
CONTRACTORS SIDING, WINDOWS & ROOFING SUPPLY	605.334.7070

CABLE & INTERNET

CLARITY TELECOM.....	605.306.2667
QUANTUM FIBER	605.215.5862
TRAVIS ELECTRIC, INC.....	605.528.8728
MIDCO.....	605.791-7121

CARPET CLEANING/REPAIR/EMERGENCY SERVICES

ACE HANDYMAN SERVICES SIOUX FALLS	
605.271.0150SERVPRO OF SIOUX FALLS	605.213.3303
CREW	605.965.2727
INTEK CLEANING & RESTORATION	605.334.9716
RAINBOW RESTORATION OF SIOUX FALLS	605.271.1111
SERVICEMASTER OF SIOUX FALLS	605.595.3086
EXTREMELY CLEAN	605.321.8220
BEST CHOICE CLEANING & RESTORATION	605.334.0633
RESTORATION RX.....	605.759.1531

COLLECTIONS

CREDIT COLLECTIONS BUREAU	605.381.5666
---------------------------------	--------------

CLEANING

TRASH-OUT CREW LLC.....	605.857.5089
POO-PATROL PET WASTE REMOVAL	605.336.2587
THE DRYER VENT CLEANING COMPANY	605.212.4426
SIMPLY FRESH CLEANING	605.521.4600

DATA

ALN APARTMENT DATA.....	800.643.6416
RENTAL RESEARCH SERVICES.....	952.935.5700

EDUCATION

HEALTH CONNECT OF SOUTH DAKOTA	605.371.1000
--------------------------------------	--------------

FINANCING

ERNST CAPITAL GROUP	605.271.7172
HALL BOOK & TAX	605.305.5450
NORTHMARQ CAPITAL.....	402.343.0468
NORTHPOINT COMMERCIAL FINANCE.....	678.496.9775

FLOORING & SUPPLIERS

THORNTON CARPET SALES.....	605-900-6224
STONHARD.....	800.854.0310

GARAGE DOORS

PS GARAGE DOORS.....	701.330.1062
----------------------	--------------

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
-----------------------------	--------------

INSURANCE

WILCOXON INSURANCE	605.366.8461
AARON SMITH INSURANCE AGENCY INC.....	605.361.3515
HEATHER ROWE OFFICE.....	605.777.2233
MARSH & MCLENNAN AGENCY	605.231.0841
MARTIN & ASSOCIATES, LLC.....	605.336.6470
MCKINNEY OLSON INSURANCE.....	605.339.3147
RIVERVIEW INSURANCE AGENCY.....	605.498.0305

STATE FARM - CREIGHTON SMITH

LANDSCAPING

WELLER BROTHERS.....	605.351.4748
GRASS GUYS LAWN CARE.....	605.521.6732

LAUNDRY

BDS LAUNDRY MANAGEMENT	888.286.7810
------------------------------	--------------

LIGHTING

YESCO SOUTH DAKOTA EAST.....	605.696.3576
------------------------------	--------------

LOCKSMITH

FRED THE FIXER	605.334.5411
----------------------	--------------

LODGING

COUNTRY INN & SUITES.....	605.373.0153
---------------------------	--------------

PAINT & WALL COVERINGS

SHERWIN-WILLIAMS.....	605.254.1953
BFB PAINTING, INC.	605.376.7755

PATROL/SECURITY

SMP.....	605.334.9357
----------	--------------

PEST CONTROL

DAKOTA BEDBUG DETECTION.....	605.951.7127
------------------------------	--------------

PLUMBING, HEATING & AIR CONDITIONING

FRISBEES PLUMBING & HEATING	605.338-6321
MOEN.....	800.628-0569
MIDWESTERN MECHANICAL INC	605.366.8164

REAL ESTATE

CAPSTONE COMPANIES.....	800.746.3175
LEE SCHELLING REAL ESTATE	605.582.2119
NAI--SIOUX FALLS	605.357.7100
REALTOR(R) ASSOCIATION OF THE SIOUX EMPIRE.....	605.334.4752
TAX & MANAGEMENT SERVICES LLC.....	605.528.1040

RECREATIONAL EQUIPMENT

PARK & PLAY USA.....	952.224.1236
JOHNSON FITNESS & WELLNESS.....	952.224.1236

RECYCLING & SANITATION

MILLENNIUM RECYCLING INC.....	605.336.1744 X100
PIONEER BUILDERS LLC.....	605.359.1968
NOVAK SANITARY SERVICE	605.338.7126

RESIDENT SCREENING

INTELLIRENT	812.202.1963
WESTERN REPORTING INC	801.417.0420

RESURFACING

HARD TOPS OF SOUTH DAKOTA 605.373.9000

ROOFING

RAINTITE ROOFING & CONSTRUCTION 605.381.2277

BUILT RIGHT CONSTRUCTION & ROOFING 605.484.1938

LIGHTNING EXTERIORS 605.305.5463

SEWER DRAINING CLEANING

AROUND THE CLOCK/DRAINMASTER 605.335-0384

SOFTWARE

APPFOLIO 805.364.6098

EXACTESTATE PROPERTY MANAGEMENT SOFTWARE 678.535.2041

TENANT ASSISTANCE

MINNEHAHA CO. HUMAN SERVICES 605.978.5611

SIOUX FALLS HOUSING & DEVELOPMENT 605.332.0704

SIOUX EMPIRE HOUSING PARTNERSHIP 605.339.0942

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

CONSERVISE 443.981.0270

MULTIFAMILY UTILITY COMPANY, INC 800.266.0968 X 729

WINDOWS

ALL ABOUT SCREENS, LLC 605.391-4714

**SDMHA BUYERS GUIDE
RAPID CITY CHAPTER**

ADVERTISING

COSTAR GROUP 612.799.2733

MY RENTERS GUIDE 605.221-1030

RENT 678.421.3000

APPLIANCES

KARL'S TV & APPLIANCE 605.343-3610

APPRAISAL/REAL ESTATE

PENNINGTON CO DEPT OF EQUALIZATION 605.394.2175

ATTORNEY

BANGS MCCULLEN LAW FIRM 605.343-1040

BUILDING SUPPLIES

WEATHER-TITE EXTERIORS 605.939.0208

CABLE & INTERNET

MIDCO 605.797-7121

BLUEPEAK 605.306.2667

QUANTUM FIBER 605.215.5862

CLEANING

SERVPRO OF RAPID CITY 605.388.3000

RAPID CITY RESTORATION 605.858.2726

THE DRYER VENT CLEANING COMPANY 605.212.4426

COLLECTIONS

EXPRESS COLLECTIONS 605.343.3328

DATA

ALN APARTMENT DATA 800.643.6416

RENTAL RESEARCH SERVICES 952.935.5700

EDUCATION

HEALTH CONNECT OF SOUTH DAKOTA 605.371.1000

FLOORING

FREED'S FLOORS 605.519-6299

THORNTON CARPET SALES 605.900-6224

GARAGE DOORS

PS GARAGE DOORS 701.330.1062

GOVERNMENT

SD HOUSING DEVELOPMENT AUTHORITY 605.773.3181

INSURANCE

STATE FARM INSURANCE- ANDY A. AINSLIE AGENCY 605.348.3338

LAUNDRY

BDS LAUNDRY MANAGEMENT 888.286.7810

LANDSCAPING

WARNE CHEMICAL & EQUIPMENT COMPANY INC 605.342.7644

LIGHTING

YESCO SIGN AND LIGHTING SERVICE 605.696.3576

PLUMBING, HEATING & AIR CONDITIONING

MIDWESTERN MECHANICAL INC. 605.261.6519

MOEN 800.628.0569

MOLD INSPECTION & CLEANUP

SERVPRO OF RAPID CITY 605.388-3000

REAL ESTATE

DUEMELANDS COMMERCIAL REAL ESTATE 701.221-9033

RECREATIONAL EQUIPMENT

JOHNSON FITNESS & WELLNESS 852.224.1236

PARK & PLAY USA 701.515.0022

RECYCLING & SANITATION

SANDERS SANITATION 605.673.3174

RESIDENT SCREENING

WESTERN REPORTING 801.417-0420

INTELLIRENT 812.202.1963

RESURFACING

HARD TOPS OF SOUTH DAKOTA 605.373.9000

ROOFING/WINDOWS

BUILT RIGHT CONSTRUCTION & ROOFING 605.484.1938

RAINTITE ROOFING & CONSTRUCTION 605.381.2277

LIGHTNING EXTERIORS 605.305.5463

SOFTWARE

APPFOLIO 805.886.2950

EXACTESTATE PROPERTY MANAGEMENT SOFTWARE 678.535.2041

TENANT ASSISTANCE

PENNINGTON COUNTY HOUSING & REDEVELOPMENT 605.394.5350

ABERDEEN HOUSING AUTHORITY 605.226.2321

UTILITY BILLING

LIVABLE 605.720-5466

CONSERVISE 443.981.0270

MULTIFAMILY UTILITY COMPANY INC 512.963.0971

Sioux Falls Candidate Forum

On March 6th, we teamed up with RASE and HBA of the Sioux Empire to host a Sioux Falls City Council Candidate Forum.



MIDCO
PROPERTIES™

Currently seeking: A long-term connection.

Tech tailored for your multi-unit properties.

Midco.com/Properties

Internet. TV.

THE SOUTH DAKOTA MULTI-HOUSING ASSOCIATION
PRESENTS

MEADOWBROOK GC
3625 JACKSON BLVD
RAPID CITY, SD 57702

2024 BLACK HILLS
PAR-TEE

JUNE 25
REGISTRATION
OPENS AT 8:00AM
SHOTGUN
START AT 9:00 AM



REGISTRATION INFO

NO REFUNDS AFTER JUNE 1, 2024

\$500 TEAM / \$600 FOR NON-MEMBER
\$125 PLAYER / \$150 FOR NON-MEMBER

- 18 HOLES OF GOLF, 2 MULLIGANS PER GOLFER
- 2 CARTS/2 DRINKS PER 4 PERSON TEAM



MORE DETAILS
BELOW

FORMAT IS A
4 PERSON SCRAMBLE

PUTT & PLAY

- \$10 FOR 3 PUTTS
- EVERY MADE PUTT EARNS A RAFFLE TICKET
- CASH PRIZE TO RAFFLE TICKETWINNER

LUNCH & AWARDS
IMMEDIATELY
FOLLOWING GOLF



REGISTER AT
SDMHA.COM/EVENTS

2024 BLACK HILLS
PAR-TEE

SPONSORSHIPS

NO REFUNDS AFTER JUNE 1, 2024

EAGLE
\$1,400

- HOLE IN ONE SPONSOR
- BANNER ON CLUBHOUSE
- RECOGNITION ON SOCIAL MEDIA & HANDOUTS
- RECOGNITION IN RENTAL REVIEW
- GOLF TEAM REGISTRATION WITH LUNCH

HOLE / HOLE + TEAM
\$300 / \$800

- (INCLUDES GOLF AND MEALS)
- SIGNAGE ON HOLE
- RECOGNITION ON HANDOUTS
- RECOGNITION IN RENTAL REVIEW
- 1 LUNCH TICKET

BIRDIE
\$1,100

- BEVERAGE CART SIGNAGE
- COMPANY NAME ON DRINK TICKETS
- RECOGNITION ON SOCIAL MEDIA
- RECOGNITION IN RENTAL REVIEW
- GOLF TEAM REGISTRATION WITH LUNCH

PAR
\$125

- SIGNAGE AROUND PUTTING GREEN
- RECOGNITION ON HANDOUTS
- RECOGNITION IN RENTAL REVIEW
- 1 LUNCH TICKET

PUTT & PLAY
\$10 FOR 3 PUTTS

- EARN TICKET FOR EVERY PUTT MADE
- RAFFLE HELD; WINNER GETS HALF OF POT

EAGLE
SPONSORS



BIRDIE
SPONSORS





RENTAL REVIEW

PO BOX 90327 • SIOUX FALLS, SD 57109



CHANGE SERVICE REQUESTED

With an increased emphasis on washing and sanitizing, there is a temptation to go overboard with assorted specialty cleaning products. But as this article from Apartment Therapy reminds us, a good all-purpose cleaner, a disinfectant, and a glass cleaner can handle most jobs. The author also advocates for discontinuing the use of disposable sponges, mops, and dusters. Not only do the repeated purchases of disposable items add up over time, but they can also spread germs and dirt around more easily than rags or microfiber mops and dusters, which can be washed and reused. Looking for more ways to save?

Come save with Livable - learn how we can increase your profit margins today at www.livable.com