

RENTAL REVIEW

THE OFFICIAL NEWSLETTER OF THE
SOUTH DAKOTA MULTI-HOUSING ASSOCIATION



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BLACK HILLS GOLF

SDMHA MISSION STATEMENT:

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



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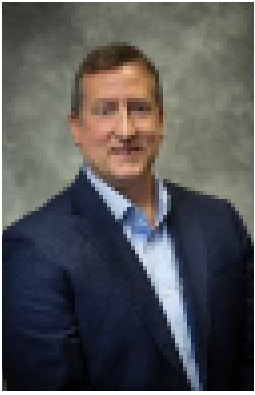
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Chairs Message:

As we continue to advocate for our industry at the highest levels, I'm pleased to share highlights from several key initiatives and upcoming events that reflect the strength and momentum of our association.

2025 NAA Advocate – Washington, D.C.

From March 24–28, Denise Hanzlik, Jill Madsen, and I represented South Dakota at Advocate in Washington, D.C., where we engaged with our South Dakota Congressional delegation in meaningful dialogue on pressing issues impacting our industry. Notably, we discussed the Respect State Housing Laws Act and the escalating cost of property insurance—both critical topics that require continued attention and advocacy.

Formation of Pierre Chapter

We are excited to announce the formation of a new chapter in Pierre. This expansion reflects the ongoing growth of our network and our commitment to serving housing professionals across the state.

Black Hills Golf ParTee

Dust off your clubs and join us for our annual Black Hills Golf Event on Thursday, June 22, at Elks Golf Course in Rapid City. Registration opens at 8 a.m., with a shotgun start at 9 a.m. A meal and awards ceremony will follow. It's a fantastic way to connect, compete, and celebrate our community.

Managing Your Rentals & Fair Housing Course

This April, our Managing Your Rentals & Fair Housing course traveled across South Dakota. Approved by the South Dakota Real Estate Commission for 3 hours of Required continuing education, this course offered a valuable opportunity to enhance your knowledge, stay compliant, and remain competitive in today's evolving rental housing landscape. We hope you attended one of the twelve sessions.

Apartmentalize 2025 – Las Vegas

Apartmentalize, the National Apartment Association's premier annual event, will be held June 11–13 in Las Vegas. This event brings together thousands of rental housing professionals for education, networking, and industry innovation. Our ticket allotment has already sold out, underscoring the strong interest and enthusiasm from our members.

Thank you for your continued engagement and support. Together, we are advancing the rental housing industry in South Dakota and beyond.

Jeff Brooks

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:

Aberdeen CHAPTER

- Pinnacle Property Solutions

Brookings CHAPTER

- TBPk Properties

Black Hills CHAPTER

- Sheridan Lake

Pierre CHAPTER

- Central View, LLC

Sioux Falls CHAPTER

- The Oaks
- Davor Properties
- CB Richard Ellis
- Lainie Donahue Property
- Tzadik Management
- Sierra Vista
- Cottage West Twin Homes
- Oakmont Estates
- Oxbow Park
- Platinum Valley Apts.
- Prairie Winds
- Gables Townhomes
- Axis Property Mgmt

Yankton/Vermillion CHAPTER

- Meridian Property Management

MEMBERS WE ARE SAD TO SEE GO:

J Alex Properties
Fellbaum Property
Silverleaf
Jacobs Homes
Endure Paint & Coatings
Clark Roofing
Stewart Title

MEMBERS

LOOKING AHEAD

SDMHA REPRESENTS **YOU!**

43,288 Total Units • 136 Total Associate Members



GREAT SHOTS 2025



UPCOMING EVENTS

FIND ALL OF OUR EVENTS AT: WWW.SDMHA.COM/EVENTS

MAY
2025

- 6 - Pierre: Managing Your Rentals
- 7 - Spearfish: Managing Your Rentals
- 8 - Black Hills Meeting
- 13 - Webinar: Traditional Leasing is Broken
- 15 - Sioux Falls Meeting

JUNE
2025

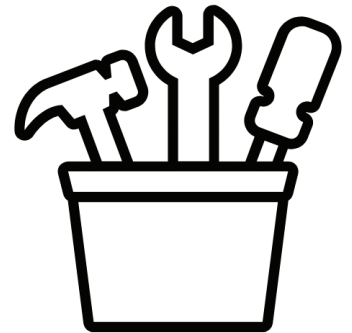
- 11-13 - Apartmentalize 2025
- 19 - Sioux Falls Meeting
- 24 - Black Hills Golf ParTee
- 25 - Webinar: Who is Rental Research



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properties covered



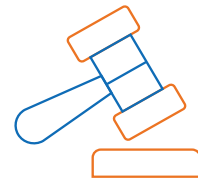
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50

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naahq.org/lease

INVESTOR EXCLUSIVE ECONOMIC INDICATORS

FEBRUARY 2025

156,609
MSA POPULATION

65.24%
LABOR FORCE PARTICIPATION

2.1%
UNEMPLOYMENT

EMPLOYMENT	CURRENT	12 MONTHS % CHANGE
AVERAGE WEEKLY WAGES	\$1,060.73 Previous month: \$1025.92	+4.35%
NONFARM	74,000 Previous month: 73,600	+2.21%
LEISURE AND HOSPITALITY	9,600 Previous month: 9,700	+1.05%
EDUCATION AND HEALTH SERVICES	13,600 Previous month: 13,500	+5.43%
PRIMARY SECTOR PROFESSIONAL SERVICES, FINANCE, INFORMATION AND MANUFACTURING	14,300 Previous month: 14,300	-0.69%

REAL ESTATE	CURRENT	12 MONTHS % CHANGE
ACTIVE LISTINGS*	222 Previous month: 226	+23.3%
DAYS ON THE MARKET*	56 Previous month: 77	-7.98%
57701 MEDIAN LIST PRICE	\$329,900 Previous month: \$327,450	+0.07%
57702 MEDIAN LIST PRICE	\$532,500 Previous month: \$507,425	+4.93%
57703 MEDIAN LIST PRICE	\$396,050 Previous month: \$399,900	-4.55%

* Combining zip codes 57701, 57702, and 57703

ECONOMY	CURRENT	12 MONTHS % CHANGE
RAPID CITY GROSS SALES	\$730,595,575 Previous month: \$929,339,216	-2.0%
AIRPORT PASSENGERS	44,683 Previous month: 52,031	+6.74%
HOTEL OCCUPANCY WESTERN SOUTH DAKOTA	59% Previous month: 59%	+16%

COMMERCIAL REAL ESTATE	MARKET RENT/SF	VACANCY RATE
INDUSTRIAL	\$8.87 YOY: +1.84%	3.1%
RETAIL	\$14.82 YOY: +4.15%	2.6%
OFFICE	\$21.15 YOY: -0.33%	3.6%

BUILDING	CURRENT	YTD
BUILDING PERMITS	127 Previous month: 163	290
BUILDING VALUATION	\$25,712,237 Previous month: \$14.29M	\$40M

INFLATION	CURRENT
NATIONAL CONSUMER PRICE INDEX	3.1% Previous month: 3.3%
REGIONAL CONSUMER PRICE INDEX	3.1% Previous month: 3.4%
PRIME RATE	7.5% Previous month: 7.5%

HOUSING	CURRENT	YTD
NEW HOUSING UNIT PERMITS	11 Previous month: 23	34

Data as of April 14, 2025

NAA GOVERNMENT AFFAIRS

By Nicole Upano, NAA

April 17, 2025

Click [HERE](#) To read the full story

Regulatory Victories

Since January, NAA – alongside real estate industry coalition partners – has secured critical wins for the rental housing industry. As always, bolstering housing affordability and lowering costs remain the focus of NAA's advocacy. Key wins to date include:

- **FHFA Rescinds Duplicative Landlord-Tenant Requirements:** The Federal Housing Finance Agency (FHFA) rescinded its directive imposing three new federally-mandated landlord-tenant requirements on covered multifamily housing financed through Fannie Mae and Freddie Mac (the Enterprises), which would have required changes to millions of leases. [Deeper Dive](#).
- **Momentum for Housing on Federal Lands:** In March, U.S. Department of Housing and Urban Development (HUD) Secretary Scott Turner and U.S. Department of the Interior (DOI) Secretary Doug Burgum announced the Joint Task Force on Federal Land for Housing. The Task Force aims to find federal land vacancies that can be used for new affordable housing units, assisting with land transfer operations, streamlining regulations and increasing awareness for the urgent need for more housing. [Read more](#).
- **HUD Rescinds Rules:** HUD [terminated the Affirmatively Furthering Fair Housing Rule](#). In December, under the Biden Administration, the Agency also [rescinded a proposed rule on criminal screening](#). Under the Trump Administration, the Agency has removed many guidance documents and notices related to rental housing. NAA continues to monitor closely for rulemakings to be formally withdrawn and removed from the Federal Register.
- **BOI Scope Dramatically Limited:** The Beneficial Ownership Information (BOI) pause on reporting enforcement for U.S. companies has been made permanent with FinCEN's issuance of an interim final rule taking effect on March 26, 2025. The interim final rule [dramatically reduces](#) the rule's scope of what BOI is subject to disclosure.
- **Revisiting "Waters of the United States:"** The U.S. Environmental Protection Agency (EPA) announced that it will work with the U.S. Army Corps of Engineers (Army Corps) to review the definition of "Waters of the United States" (WOTUS) to align it with the Supreme Court's finding in *Sackett v. Environmental Protection Agency*. An appropriately scoped revision to the WOTUS definition would provide much-needed clarity and regulatory relief for developers across the country as they work to meet the nation's rental housing needs. [Read more](#).
- **FCC Withdraws Bulk Billing Ban:** Federal Communications Commission (FCC) Chair Brendan Carr withdrew a Biden-era proposal from circulation that would have banned broadband bulk billing arrangements between property owners and internet service providers, including jeopardizing existing contracts. The Commission's move ensures that residents can continue to benefit from economies of scale, decreased costs and increased access to high-quality internet services in rental communities. [Deeper Dive](#).

- **Efficiency Standards Postponed:** The U.S. Department of Energy (DOE) announced actions to postpone mandated efficiency standards for home appliances, including air conditioners, washers and dryers and water heaters. [Read more.](#)
- **FTC Removes Confusing Blog Guidance:** The Federal Trade Commission (FTC) [removed](#) 300 blog postings from its website, including business guidance by blog which made it difficult for the rental housing industry to understand changes to their federal compliance responsibilities. Blog entries, such as "*Price fixing by algorithm is still price fixing*" and "*Becoming a gold star property manager: Lessons from the FTC's case against Greystar,*" circumvent the established rulemaking process under the Administrative Procedure Act and do not allow the public to comment as FTC imposed new standards. Using its blog, the FTC has reinterpreted or expanded its authority under existing laws.

What's Next

NAA is grateful for the Trump Administration's attention to these regulatory challenges. Without their swift action, federal overregulation of the rental housing industry would continue to impact the cost and availability of affordable housing for millions of Americans.

NAA continues to advocate against policies that exacerbate longstanding affordability challenges and instead for real housing policy solutions.

To learn more about NAA's federal regulatory advocacy, contact publicpolicy@naahq.org.

YIGBY Movement Creates Innovative Housing Shortage Response

By Landon Erickson

April 16, 2025

Click [HERE](#) for full story

The **Yes In God's Back Yard (YIGBY)** movement is gaining momentum across the country, offering an innovative approach to address the nation's housing supply crisis. This legislation encourages the development of multifamily housing on land that has traditionally been underutilized, usually land owned by faith-based institutions and colleges. This is done by streamlining the permitting process and providing relief from restrictive zoning laws and other exclusionary land use policies that threaten to block multifamily projects.

Since 2023, nine states have considered YIGBY legislation: Arizona, California, Colorado, Kentucky, Massachusetts, New York, Texas, Virginia and Washington State.

The U.S. must **[build 4.3 million new apartment homes](#)** by 2035 to meet the nation's demand. It is critical that lawmakers at every level of government prioritize pro-housing policies that lower barriers to construction, development and renovation to address the nation's need for quality housing across all price points.

YIGBY legislation could be an important tool in policymakers' toolbox to boost the supply of affordable housing and will pave the way for further deregulation of local zoning laws that oftentimes prevent the construction of high demand housing. NAA continues to support its affiliate partners' advocacy and track housing policy trends for its members at the state and local levels of government.

\$2.4M FIRE CLAIM DENIED

Are You Protected?



Timothy Wong • 2nd

Arroyo Insurance Services at Northridge / Panorama Insurance
2w • Edited •

[+ Follow](#)

A \$2.4M fire claim denied over a simple sprinkler inspection oversight.

That's what happened to my manufacturing client last quarter—their insurer cited a maintenance clause buried on page 47 of their policy.

The requirement? Quarterly sprinkler inspections documented by a certified provider.

They had done the inspections, but used their facilities team instead of certified contractors. The result: complete claim denial.

This isn't rare. Last year alone, we identified this exact violation in 73% of manufacturing policies we reviewed.

The hidden truth about commercial insurance: Carriers make profits two ways:

1. Collecting premiums
2. Finding legitimate reasons to deny claims

The most dangerous part? These requirements aren't highlighted during policy reviews. They're in technical language that most business owners never see.

After helping my client fight (and eventually win) their claim, we developed a "Critical Compliance Checklist" that has now prevented similar situations for 17 other manufacturers.

Three non-negotiable steps every business should take:

1. Document an annual "technical policy review" with your broker focusing ONLY on maintenance requirements and compliance clauses.
2. Create calendar alerts for every inspection deadline with 14-day advance notices.
3. Maintain a compliance binder (physical AND digital) with all inspection certifications, maintenance records, and proof of required safety protocols.

The \$2,500 you might spend on proper inspections is nothing compared to a multi-million dollar denied claim.

What's the most surprising policy requirement you've discovered in your commercial insurance? And worse—did you find it before or after a claim?

Owners Need to be diligent with maintaining their property now days. Also, the days of just saying "give a quote" are over. If people don't take the time to go through every question on an application with an agent something could be missed.

All my companies I work with are A+ rates, and this is another big item, to make sure you are getting quotes from a financially secure insurance carrier, so these things don't happen

Matt Martin
Martin & Associates
605-336-6470

Finding a company with a good reputation for taking care of their clients and an agent committed to taking care of you is the best 1st step. Annual meetings to review coverages, deductibles, areas of potential concern are my recommendations. Whether independent or captive agents, in this area, you stand a great chance of getting the right person and the right company to take care of you and your needs.

Bill Thompson, Agent
State Farm Insurance
605-339-2520



Gerry Wiatrowski



Amenities attract, but community



retains.

People may sign a lease for the pool, gym, or modern finishes—but they stay because they feel at home. Creating a true sense of belonging means going beyond the basics. A resident rewards program can set your property apart by fostering appreciation, engagement, and loyalty.

Imagine the impact of remembering a resident's birthday, celebrating their lease anniversary, or publicly recognizing them for being a great neighbor. A simple "thank you" or a small reward can turn a short-term renter into a long-term community member. When residents feel valued, they stay.

Are you building a place where people want to stay

Click [HERE](#) to see responses or to add yours.

What is the biggest challenge for Leasing Consultants in today's multifamily world?

THE SOUTH DAKOTA MULTI-HOUSING ASSOCIATION
PRESENTS

2025 SIOUX FALLS GOLF CLASSIC



BRANDON GOLF COURSE
2100 EAST ASPEN BOULEVARD
BRANDON, SD 57005

JUL 16 REGISTRATION
OPENS AT 9:00AM
SHOTGUN
START AT 11:00 AM

REGISTRATION INFO

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

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- 2 CARTS/2 DRINKS PER 4 PERSON TEAM
- STEAK DINNER AND AWARDS AFTER GOLF CONCLUDES

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



**BIRDIE
\$1,200**

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



HOLE • HOLE + TEAM

\$300 • \$800 (INCLUDES GOLF AND MEALS)

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- RECOGNITION ON HANDOUTS
- RECOGNITION IN RENTAL REVIEW
- 1 MEAL TICKET



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**BIRDIE
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- HOLE IN ONE'S



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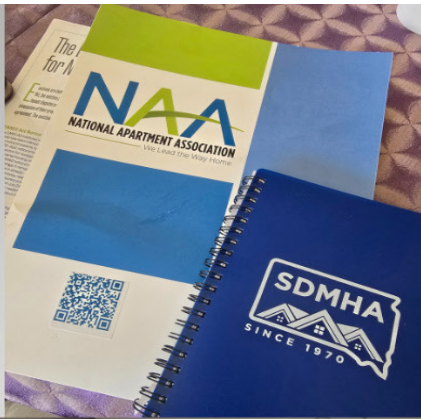
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DID
IT!**



Cong. Johnson's Office



Sen. Rounds Office



Dakota's at the Capital

ADVOCATE 2025



Sen. Thune's Office



Dakota's heading to meetings



SDMHA BUYERS GUIDE

SIOUX FALLS CHAPTER

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CENTRAL BANK.....	605.782.1820
CORTRUST BANK.....	605.444.4038
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FIRST DAKOTA NATIONAL BANK	605.333.8218
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MINNWEST BANK	605.323.3865
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STATE FARM INSURANCE - BILL THOMPSON	605.339.2520
THE FIRST NATIONAL BANK IN SIOUX FALLS	605.357.7665
WELLS FARGO BANK.....	605.759.7359

BUILDING SUPPLIES

CONTRACTORS SIDING, WINDOWS & ROOFING SUPPLY	605.334.7070
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CABLE & INTERNET

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MIDCO.....	605-791-7121
TRAVIS ELECTRIC, INC.	605.528.8728

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SERVICEMASTER OF SIOUX FALLS	605.595.3086
SERVPRO OF SIOUX FALLS.....	605.213.3303
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ALN APARTMENT DATA	800.643.6416
APARTMEN RATINGS & SATISFACTS	310.280.4618
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RENTAL RESEARCH SERVICES.....	952.935.5700

EDUCATION

HEALTH CONNECT OF SOUTH DAKOTA	605.371.1000
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EQUIPMENT

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FINANCING

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ERNST CAPITAL GROUP	605.271.7172
HALL BOOK & TAX	605.305.5450

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PS GARAGE DOORS	701.330.1062
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GUTTERS

ATLAS GUTTER CO	605.846.5111
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GOVERNMENT

SD HOUSING DEVELOPMENT AUTHORITY	605.773.3181
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HANDYMAN

ACE HANDYMAN SERVICES SIOUX FALLS	605.271.0150
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MOEN.....	800.628.0569
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ATLAS GUTTER CO	605.846.2111
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MOEN.....	800.628.0569
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LANDSCAPING

WELLER BROTHERS.....	605.351.4748
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FOREVERLAWN BLACK HILLS	605.831.9026
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LAUNDRY

BDS LAUNDRY MANAGEMENT	888.286.7810
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LOCKSMITH

FRED THE FIXER	605.334.5411
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MAINTENANCE SUPPLIES

FERGUSON ENTERPRISES	402.504.0451
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MANAGEMENT

VANTIS COMMERCIAL REAL ESTATE	605.359.4430
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MOVING

ADVANCED MOVING	605.333.6000
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ODOR REMOVAL

BRUSH IT ON PAINTING	605.906.5544
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PAINT & WALL COVERINGS

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BRUSH IT ON PAINTING	605.906.5544
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SHERWIN-WILLIAMS.....	605.254.1953
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MIDWESTERN MECHANICAL INC	605.366.8164
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REAL ESTATE

BENDER COMMERCIAL	605.201.2809
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ELGETHUN CAPITAL MANAGEMENT	605.367.3336
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EMPIRE COMMERCIAL	605.595.5476
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LEE SCHELLING REAL ESTATE	605.582.2119
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NAI-SIOUX FALLS	605.357.7100
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TAX & MANAGEMENT SERVICES.....	605.528.1040
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VANTIS COMMERCIAL REAL ESTATE	605.359.4430
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RECREATIONAL EQUIPMENT

PARK & PLAY USA..... 701.515.0022

RECYCLING & SANITATION

PIONEER BUILDERS LLC..... 605.359.1968

NOVAK SANITARY SERVICE 605.338.7126

RESIDENT SCREENING

INTELLIRENT 812.202.1963

RENTAL RESEARCH..... 952.935.5700

WESTERN REPORTING INC 801.417.0420

RESURFACING

HARD TOPS OF SOUTH DAKOTA 605.373.9000

ROOFING

BUILT RIGHT CONSTRUCTION & ROOFING 605.484.1938

CLARK ROOFING & CONSTRUCTION 605.201.2327

LIGHTNING ROOFING & SIDING 605.496.9595

PREMIER SYSTEMS, INC..... 701.540.8218

RESTORATION RX..... 605.759.1531

SKYLINE CONSTRUCTION 605.310.4993

SEWER DRAINING CLEANING

AROUND THE CLOCK/DRAINMASTER..... 605.335.0384

SMOKE-FREE EDUCATION

HEALTH CONNECT OF SOUTH DAKOTA 605.371.1000

SOFTWARE

APPFOLIO 805.364.6098

EXACTESTATE PROPERTY MANAGEMENT SOFTWARE..... 678.535.2041

TENANT ASSISTANCE

INTER-LAKES COMMUNITY ACTION PARTNERSHIP 605.941.9125

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

CONSERVISE 443.981.0270

LIVABLE 650.720.5466

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

PROPERTY MELD 883.639.0050

SDMHA BUYERS GUIDE

RAPID CITY CHAPTER

ADVERTISING

COSTAR GROUP 612.799.2733

MY RENTERS GUIDE..... 605.728.5022

DIGITAL SCREEN GROUP 612.747.8546

APPLIANCES

KARL'S TV & APPLIANCE 605.343.3610

APPRAISAL/REAL ESTATE

PENNINGTON CO DEPT OF EQUALIZATION 605.394.2175

BUILDING SUPPLIES

WEATHER-TITE EXTERIORS 605.939.0208

KNECHT HOME CENTER..... 605.342.4840

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

EDUCATION

HEALTH CONNECT OF SOUTH DAKOTA 605.371.1000

FLOORING

FREED'S FLOORS 605.519.6299

THORNTON FLOORING + DESIGN CENTER 605.877.2228

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

FOREVERLAWN BLACK HILLS 605.342.7644

WARNE CHEMICAL & EQUIPMENT COMPANY INC 605.342.7644

PLUMBING, HEATING & AIR CONDITIONING

MIDWESTERN MECHANICAL INC. 605.831.9026

MOEN..... 800.628.0569

MOLD INSPECTION & CLEANUP

SERVPRO OF RAPID CITY 605.388-3000

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

RENTAL RESEARCH SERVICES..... 952.935.5700

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

SDMHA BUYERS GUIDE

VERMILLION CITY CHAPTER

MAINTENANCE SUPPLIES & WINDOWS

ALL ABOUT SCREENS, LLC 605.391.4714

SDMHA BUYERS GUIDE

BROOKINGS CITY CHAPTER

GOVERNMENT

CITY OF BROOKINGS..... 605.692.6629



ANNOUNCING NEW CHAPTER OF SDMHA



PIERRE

Managing Your Rentals and Fair Housing

May 6th from 1pm - 4pm

Capital City Campus

Topics include: Fair Housing, City Codes, State Laws, and Policies & Procedures

Register at: <https://www.sdmha.com/events/pierre-fair-housing-2025>

Followed by...:

Informational Meeting

May 6th from 4pm - 5:30pm

Snacks & Drinks Available

@ Capital City Campus

THE SOUTH DAKOTA MULTI-HOUSING ASSOCIATION
PRESENTS

MEADOWBROOK GC
3625 JACKSON BLVD
RAPID CITY, SD 57702

2025 BLACK HILLS PAR-TEE

JUNE 24 REGISTRATION
OPENS AT 8:00AM
SHOTGUN
START AT 9:00 AM



REGISTRATION INFO

NO REFUNDS AFTER JUNE 1, 2025



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

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

SPONSORSHIPS

NO REFUNDS AFTER JUNE 1, 2025



EAGLE
\$1,500

- 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
\$1,200

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

**** NEW ****

PLAY BUNDLE

- \$100 PER TEAM OR \$25 INDIVIDUAL
INCLUDES:

- 2 MULLIGANS PER PLAYER
- 5 CARD POKER HAND PER PLAYER
- PAY TO PLAY AT HOLE 12 (FOR TEAM)

MORE DETAILS BELOW

FORMAT IS A
4 PERSON SCRAMBLE

LUNCH & AWARDS IMMEDIATELY FOLLOWING GOLF



REGISTER AT
SDMHA.COM/EVENTS

**2025 BLACK HILLS
PAR-TEE**

EAGLE
SPONSORS

 MyRenters
Guide.Com

 **BUILT RIGHT**
HOUSING & CONSTRUCTION

 **State Farm**
Andy Ainslie
605.448.3338
andy@ainslie.com

BIRDIE
SPONSORS

 **Antelope
RIDGE**
 **NWE** MANAGEMENT
COMPANY



RENTAL REVIEW

PO BOX 90327 • SIOUX FALLS, SD 57109



CHANGE SERVICE REQUESTED

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.liveable.com