

RENTAL REVIEW

THE OFFICIAL NEWSLETTER OF THE
SOUTH DAKOTA MULTI-HOUSING ASSOCIATION



HAPPY NEW YEAR



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Chairs Message:

Happy New Year and Holidays to all our wonderful members!! 2026 is here, and I'd like to personally thank our outgoing President Jeff Brooks from Costello Property Management, for his tireless work and wit and for truly leaving our organization better than when he started. I would also like to thank Jill Madsen from Bender Midwest Property Services, Shawn Storhaug from Brookings Property Management Inc and Lydia Freedom from Alpine Property Management for their continued support of SDMHA and for many years serving on our board.

Along with thanking outgoing members, I'd like to officially welcome Ryan Sheldon (Central View LLC), Jared Smith (Costello Property Management), Scott Grebner (Brown County Rentals LLC), and Tessa Frank (Equity Real Estate Management) for joining the

board and sharing their time and expertise with our organization.

As we move into 2026, SDMHA remains a trusted resource for you and your teams. Now entering our 56th year, we balance tradition with ongoing growth and change in the industry. I encourage all members - current and future - to take on one or more of this year's challenges.

- **Attend a Chapter Meeting** – If you don't have one close, reach out and let's talk about creating a chapter or starting a new recurring set of meetings
- **High Five (or rub elbows) With a Board Member** – Get to know your board members and when you see one, say hello and tell them how the organization can help you
- **Post on the New Job Board** – Transitions happen, why not look and recruit local using our new Job Board
- **Take Advantage of Membership Benefits** – Use the forms we have, NAA products & certificates, Fair Housing training, and the new access to our online trainings.
- **Use our Associate Members** - they offer SDMHA valuable support. Check the member directory on our website and consider their services.
- Recruit for SDMHA by inviting vendors who aren't members, bringing co-workers who haven't attended meetings, or referring companies that could benefit from our services.

My name is Todd Tucker and I'm your new Board Chair for 2026! I'm the Community Director for Antelope Ridge in Box Elder where I've been for almost 8 years and have been a member of SDMHA the entire time. I've served as a Board Member, Treasurer and Vice Chair prior to this year and look forward to working with all of you for a prosperous and wonderful 2026. When I'm not working (which seems to be rarely ever ☺) I'm happily married to my wife Sarah of almost 10 years and have 4 children (Makenna, Kaylee, Kayson and Bentley) who keep me on my toes and young at heart. Cheers to the New Year and to all of you, we would be nothing without our members and we're very grateful for all of you!

With Gratitude,
Todd Tucker
Chairman, 2026

LIVABLE SMART TIP

Preparing for winter storms means more than just clearing gutters and removing debris from flat roofs. Take a hard look at trees and other large plantings around your properties. Dead limbs can fall and severely damage buildings or block roadways. Because it can be harder to tell if a limb is dead or alive in the leafless winter months, try this simple branch test. Break a few smaller branches on the questionable limb; if they snap and break quickly without arching, they are dead. Looking for more ways to save? Come save with Livable - learn how we can increase your profit margins today at www.liveable.com

WELCOME NEW MEMBERS:

Sioux Falls CHAPTER

- Regal Electric
- Professional Insurors Agency
- A&B Business
- East Woods Apartments
- SmartJobBoard
- Select Painting
- Tzadik Management
- Legacy Village
- Red Oak Properties,LLC
- Moen Rental Properties
- West Briar Commons

Brookings CHAPTER

- The Reserve Flats

Vermillion CHAPTER

- Sutton Place Apts.

MEMBERS WE ARE SAD TO SEE GO:

- 153 Holdings
- Appfolio
- Benz Apts.
- BlueCast Holdings, LLC
- Eastman Properties
- Idema Duplex
- Intellirent
- Plumbing & Heating Wholesale
- Precision Garage Door Service of SF
- Premier Real Estate - KM Rentals
- The Dryer Vent Cleaning Co.
- Wells Fargo Bank

MEMBERS

LOOKING AHEAD

SDMHA REPRESENTS YOU!

35,516 Total Units • 135 Total Associate Members

What we Deliver:

- Commercial Property Cleaning
- Rental move-outs
- Post Construction

What we Promise:

- Fast Response
- Best-in-Class Communication
- High Attention to Detail



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Member Benefits

Forms & Policies

Everything you need to lease and manage your residential rental property. Reviewed by a local attorney and FREE for members

Advocacy

SDMHA is your voice on local, state, and federal legislative issues. We keep you informed and advance your interests within the residential rental housing industry.

Education www.sdmha.com/sponsorships-and-advertising/online-education

NEW in 2026 – every SDMHA member user account has access to 3 hours of online education FREE (as long as you have a user account under a member, you receive this benefit). Below is the current list. Sessions will be added periodically, so check back often.

Digital Marketing	Learn how to tell your story using various social media platforms.
Fungus Amongus	Learn everything you need to know about Mold, what it is, how to prevent it, and what to do when you have it.
Legal Agreements, Contracts & Evictions	Learn WHY you have legal documents and the legal process for evictions
Risk Management	How to protect your property through risk management, property maintenance, and city code enforcement
Show Me The Money	Learn strategies that impact the value of investments, practice determining the value of an investment, and apply a value formula before making any owner/management decisions.
Sioux Falls Rental Registration Education	This session satisfies the education requirement for the Sioux Falls Rental Registration

BONUS: These courses are approved by the SD Real Estate Commission.

We support YOU, your properties, and your staff!

For questions and concerns,
reach out to us!
South Dakota Multi Housing Association
PO Box 90327
Sioux Falls, SD 57109
605-336-7756 | info@sdmha.com



UPCOMING EVENTS

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

JANUARY 2025

- 8 - BLACK HILLS MEETING
- 13 - SDMHA BOARD MEETING
- 15 - SIOUX FALLS MEETING

FEBRUARY 2025

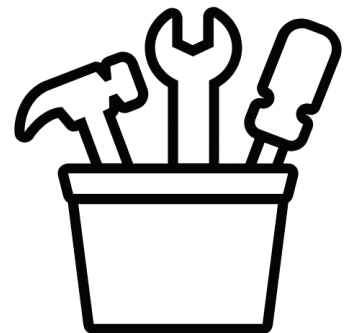
- 10 - HOUSING DAY AT THE CAPITAL
- 12 - BLACK HILLS MEETING
- 17&18 - SMOKE FREE HOUSING VIRTUAL SEMINAR
- 19 - SIOUX FALLS MEETING



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2026 SDMHA SPONSORSHIP AND ADVERTISING OPPORTUNITIES



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A LOCAL, STATE, AND NATIONAL NETWORK
THAT SUPPORTS YOUR BUSINESS GROWTH



OUR MISSION
ADVANCING THE MULTI-HOUSING INDUSTRY
BY PROVIDING LEADERSHIP, EDUCATION,
ADVOCACY & PARTNERSHIPS.

**TO PURCHASE VISIT: [SDMHA.COM/SPONSORSHIPS-AND-ADVERTISING/](https://sdmha.com/sponsorships-and-advertising/)
LOOK FOR OTHER AMAZING OPPORTUNITIES THROUGHOUT 2026**

ADVERTISING PACKAGES



FOR ENTIRE 2026 CALENDAR

GOLD - \$800

- * 1/2 page ad in Rental Review (7.5" x 5") printed and digital version, 6 publications
- * One-Time FEATURE ARTICLE in Rental Review SDMHA Website - Featured listing with link to your website
- * Social Media posts - One time per month to Facebook & Twitter

SILVER - \$400

- * 1/4 page ad in Rental Review (7.5" x 2.5") printed & digital version, 6 publications
- * SDMHA Website - Featured listing with link to your website

WEBSITE AD - \$120/YEAR

- * Business card (2" x 3.5") sized ad on sdmha.com website

MONTHLY EVENT - \$150

- * Pick your event in Black Hills or Sioux Falls
-----> *First Come First Serve* <-----
- * 3 minute presentation at the start of a event
- * Flyer distributed to attendees
- * Facebook LIVE feed of your presentation
- * Logo on event postcard, email and Facebook
- * Listing in Rental Review in event calendar

GREAT SHOTS GOLF EXTRAVAGANZA

DATE TBD

EAGLE - \$1,500

- * PREMIUM BAY; Recognition on flyer, website, social media & Rental Review; 1 team of 6; Recognition for food at event; Choice of 2 Tees Snacks & Bucket of domestic beer

BIRDIE - \$1,000

- * Recognition on flyer, website, social media & Rental Review; 1 team of 6; Recognition for food at event

BAR - \$500

- * Name & logo on table at bay; Recognition at event

BEER BUCKETS - \$125

- * Name & logo on bar

SDMHA STATE CONVENTION

OCTOBER 14 & 15, 2026



DIAMOND - \$2,500

-----> 2 AVAILABLE

- * Double Booth Space + Recognition at Opening Ceremony, Class and Trade Show Handouts
- * Premier Sponsor of Event
- * Logo on Marketing of Event
- * Full page ad in Convention Program
- * Recognition at Opening Lunch

PLATINUM - \$1,000

-----> 4 AVAILABLE

- * Recognition at Opening Ceremony, Class and Trade Show Handouts
- * 1/2 page ad in Convention Program
- * Preferred Booth Placement at Trade Show (cost of booth included)
- * Large Company Logo on Signage

EDUCATIONAL - \$700

-----> 6 AVAILABLE

- * Recognition at Opening Ceremony and Trade Show + Stage Time to Promote Company
- * 1/3 page ad in Convention Program
- * Trade Show Booth included
- * Medium Company Logo on Signage
- * Credit at ALL Refreshment Tables

SILVER - \$400

-----> 10 AVAILABLE

- * Recognition at Opening Ceremony and Trade Show
- * 1/3 page ad in Convention Program
- * Trade Show Booth included
- * Small Company Logo on Signage
- * Credit at ALL Refreshment Tables

TRADE SHOW BOOTH

**\$350
MEMBERS**

**\$699
NON-MEMBERS**



SDMHA GOLF CLASSIC EVENTS

SIoux FALLS | JULY 15, 2026
RAPID CITY | DATE TBD



EAGLE - \$1,400

-----> 4 AVAILABLE

- * Hole in One Sponsor + Banner in Clubhouse
- * Recognition in Handouts, Rental Review, and Social Media
- * Golf Team Registration with Meals

BIRDIE - \$1,100

-----> 5 AVAILABLE

- * Beverage Cart Signage + Name on Drink Tickets
- * Recognition in Handouts and Rental Review
- * Golf Team Registration with Meals

HOLE - \$800

-----> \$300 (FOR HOLE ONLY)

-----> 18 AVAILABLE

- * Signage on Hole
- * Recognition on Handouts & Rental Review
- * One (1) Meal Ticket

PAR - \$125

-----> 5 AVAILABLE

- * Signage around Putting Green
- * Recognition on Handouts & Rental Review
- * One (1) Meal Ticket

PIN PRIZE - \$100

-----> 10 AVAILABLE

- * Logo on Competition Pin; Recognition at Awards Ceremony

BLACK HILLS EDUCATION BLITZ

RAPID CITY | SEPTEMBER 8, 2026

SPONSOR - \$500

- Ticket to event
- logo on marketing materials, website, & social media
- Booth at event

BOOTH - \$350

- Ticket to event
- Booth at event

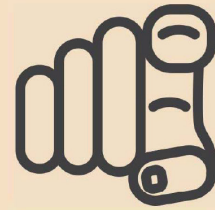
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c: 605.906.0258
e: info@sdmha.com -- **w:** sdmha.com

2
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2
6

WE NEED
YOU!



As an association, SDMHA impacts both state and local government. This is accomplished through the contribution and guidance of our committee members.

Our committees advise staff with the consent of the Board of Directors to develop and implement a variety of activities and programs.

With a minimal investment of time, you can **make your mark by serving on a committee!**

SDMHA Mission:

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

Consider Joining and Supporting SDMHA's Industry Efforts with These Committee Opportunities for 2026



MEMBER DEVELOPMENT *(Statewide)*

Provide ambassadorship to new and current members by communicating membership benefits and encouraging participation in activities.

- Invite prospective members
- Welcome new members to meetings and events
- Host at various events
- Assist with new member orientations



EDUCATION *(Statewide)*

Provide members with educational opportunities increasing the knowledge and professionalism of members by planning and executing basic, required and advanced education through online and classroom opportunities.

- Develop membership meeting schedule
- Organize & host annual State Convention
- Promote webinar opportunities
- Develop and promote educational opportunities throughout South Dakota
- Annually offer at least one national program, i.e. CAM, CAMT, CALP, CAPS
- Solicit sponsorships for seminars, classes and conferences
- Solicit and encourage attendance at events



LEGISLATIVE *(Statewide)*

Monitor local, state and federal legislation affecting the rental industry and provide political advocacy on behalf of the membership to improve the business environment.

- Set and assist with fundraising goal for each year
- Work closely with lobbyist
- Be available to attend city, county and state legislative hearings
- Promote SDMHA to politicians at local, state and federal levels

More 2026 SDMHA Committee Opportunities



PRODUCT SERVICES COUNCIL *(by chapter)*

Develop a strong relationship between the multifamily housing industry and businesses that supply goods and services to the apartment industry by providing associate members with opportunities to exhibit, sponsor and advertise to general members.

- Organize Annual Trade Show
- Set Marketing & Advertising Packages



MERIT AWARDS *(Sioux Falls)*

- Determine date and venue for event
- Solicit sponsorships and attendance
- Determine awards and winners judges
- Call for nominations



IRO (INDEPENDENT RENTAL OWNER) *(Statewide)*

- Networking and collaboration among peers
- Monthly zoom calls



FUNRaising/EVENTS

- Assist in event planning, Coordinating and working Events
- Find new ways to engage our members
- Find & implement new fundraising opportunities
- Find & implement new networking opportunities



FUNRaising/EVENTS INCLUDE: ANNUAL GOLF EVENTS

(Rapid City & Sioux Falls)

- Determine date and venue for events
- Solicit sponsors and golf teams
- Solicit prizes and giveaways
- Assist with development of promotional materials
- Assist with public relations blitz

TO JOIN A COMMITTEE, OR FOR MORE INFORMATION PLEASE CONTACT:

PO BOX 90327 • SIOUX FALLS, SOUTH DAKOTA 57109
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2026





commitment today.

2026 DATES: March 17, 18, 25 & 26

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- Measuring and managing your community's reputation
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- 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-2026>



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



Check website for complete info

2026 CALENDAR OF EVENTS

South Dakota Multi Housing Association

JANUARY	FEBRUARY	MARCH
8 Black Hills Meeting 13 Board of Directors 15 Sioux Falls Meeting	10 Housing Day at the Capital 12 Black Hills Meeting 19 Sioux Falls Meeting 17-18 Smoke Free Housing Summit	12 Black Hills Meeting 17, 18, 25, & 26 Cert Leasing Prof 20 Merit Awards 9-13 PM Licensing, Pro-Ed 24-25 Advocate in DC
APRIL	MAY	JUNE
9 Black Hills Meeting 16 Great Shots Extravaganza 29 Sioux Falls Mayoral Candidate Forum	7 Black Hills Meeting 14 Sioux Falls Meeting	18 Sioux Falls Meeting TBD Black Hills Golf 17-18 - Apartmentalize, New Orleans
JULY	AUGUST	SEPTEMBER
15 - Sioux Falls Golf	13 Sioux Falls Meeting Office Closed 10-14	8 Black Hills Education Blitz 17 Sioux Falls Meeting 14-18 PM Licensing, Pro-Ed
OCTOBER	NOVEMBER	DECEMBER
13 - Board of Directors 14 & 15 STATE CONVENTION	12 Black Hills Meeting 19 Sioux Falls Meeting 11-13 NAA Assembly of Delegates	8 Sioux Falls Social 10 Black Hills Social

9 Ways to Save on Operations Costs in 2026

By [Robyn Friedman](#)

Industry experts share smarter ways to lower expenses in the year ahead.

In 2026, apartment owners and operators are bidding farewell to a year in which they were challenged by rising inflation, slowing rent growth and the increasing costs of, well, everything, from insurance to utilities to labor and materials costs.

But industry experts remain optimistic and say that there are still meaningful ways to cut operational costs next year by, among other strategies, rethinking processes, getting multiple bids from prospective vendors and integrating technology such as [artificial intelligence](#) into operations.

Here are nine ways apartment operators can save on operations costs in 2026.

1. Marketing Efficiencies

There's no way to know if your [marketing efforts](#) are working without reviewing analytics. Otherwise, you're spending money on marketing without knowing if your strategies are bringing in new prospects.



2. Leasing

One way to lower expenses is to pass them on to residents.

Another way to cut leasing costs is by automating the leasing process, with self-guided tours that allow for on-demand showings and chatbots that engage with prospects 24/7. A better resident experience drives higher renewal rates and more positive reviews, which meaningfully lowers turnover costs and increases organic demand from prospects.”

3. Utilities and sustainability

By cutting utility costs and improving energy efficiency, apartment operators can also achieve cost savings. “Simple, high-ROI retrofits in water and lighting still outperform solar or battery storage in payback efficiency,” said Jeff Klotz, CEO of The Klotz Group of Cos.

4. Property operations and maintenance

Preventive maintenance can help avoid costly equipment repairs and avoid expensive emergency responses—and consolidating and automating preventive maintenance and procurement in a single digital platform can streamline those operations and save staff time.

Klotz implemented an AI-driven work order and vendor routing system that cut average make-ready turnaround from 9.3 days to 4.7 days across the company’s portfolio. The result: \$250 per unit annually in saved vacancy loss and payroll hours. “Tech is not just for leasing,” said Klotz. “It’s the invisible force that shrinks maintenance downtime and payroll creep.”

5. Insurance and risk management

Savings can be achieved by “bundling” multiple policies with the same insurance company. Katie Santarelli, president of Wye River Insurance, Bozzuto’s associated brokerage, said that “the name of the game in insurance is the bigger the better—the more units you insure, the more stable a program you can create.” A master insurance program can save operators money by pooling their risks, she said.

6. Staffing Needs

Automating routine procedures and encouraging residents to make use of technology can help streamline operations and reduce costs.

Staff sharing is another successful approach..

7. Retention Savings

Savvy apartment operators realize that resident retention is an important way to cut turnover costs and improve NOI.

8. Design and Development

Another way to reduce expenses, according to Kayce: focusing more on quality than quantity when it comes to common areas—“not just trying to build more space or check more boxes, but have a truly high-quality experience the minute you walk in the front door.”

9. Thoughtful Vendor Selection

Getting competitive bids when contracts are renewing is one way to help reduce vendor costs in 2026. Another way is to use the same vendors across multiple properties.

Bringing more functions in-house is a powerful way to reduce operational costs. Conklin said that Investors Management Group is adding regional maintenance positions to complete more work in-house. “The goal is to limit outside labor, reduce material markups and accelerate turns and preventive maintenance,” she said.

To learn more great ideas and to read the entire article go to:

<https://www.multihousingnews.com/9-ways-to-save-on-operations-costs-in-2026/>



2026 Legislative Coffees

2026 Legislative session runs from January 13 through March 9.

ABERDEEN: 10am – Noon at Kessler’s Champion Club, NSU Barnett Center, 1200 S Jay St.

February 7th 10am - Noon

February 21st 10am – Noon

March 7th 10am – Noon

BROOKINGS:

February

February

MITCHELL: Chamber Board Room, 601 N Main St.

January 30th 8am – 9am

RAPID CITY: Western Dakota Technical College Event Center, 800 Mickelson Dr.

January 31st – 9am – 11am

SIOUX FALLS: Southeast Technical College

January 31st 10am – 11:30am, Districts 9, 10, 11 & 12

February 21st 10am – 11:30am, Districts 13, 14 & 15

VERMILLION: City Hall, 25 Center St.

February 28th 9am – 11am



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LEGISLATIVE UPDATE

The 101st Legislative session is scheduled to commence on Tuesday, January 13th, with the State of the State address taking place at 1:00 PM. Over the course of thirty-seven days, legislators will be tasked with reviewing bills, engaging in discussions, and working toward outcomes that aim to benefit the citizens of South Dakota.

Currently, there are nineteen proposals from the legislative task force focused on reducing owner-occupied real estate taxes. Efforts are ongoing to ensure that residential rental property is also considered for inclusion in these tax reduction measures. Additionally, the Governor plans to introduce a bill for airport construction funding. This bill will allocate the remaining funds from the Housing Infrastructure Fund to support projects at the Rapid City and Sioux Falls airports. As this develops, our organization is actively working to determine our position and will continue to keep you updated on these proceedings.

Legislative Dynamics

The current political climate within the legislature presents unique challenges. The Republican members are notably divided, with the "Freedom Caucus" on one side and traditional conservatives on the other, resulting in a lack of consensus on many issues. The presence of gubernatorial candidates among the legislators, each seeking to advance their own agendas, adds further complexity. As a result, this session is anticipated to be lengthy and contentious.

National Legislative Update

For now more than a year – and particularly over the past few weeks – actions made by the Federal Trade Commission (FTC) indicate the agency's willingness to regulate rental housing costs and fees and standardize their disclosure. These moves represent a growing area of concern for rental housing providers and one that the National Apartment Association (NAA) is monitoring closely and will continue to provide updates on.

Two settlements the FTC made in September 2024 and, more recently in December 2025, could ultimately have significant implications on how rental cost and fee disclosures are regulated at the federal level and ultimately provide greater clarity in the direction of the Commission's future plans. In his [concurring statement](#) following the 2025 settlement, FTC Chairman Andrew Ferguson noted that he had "directed Commission staff to begin the process of proposing a rule to address unfair or deceptive fees in rental housing."

Suggesting the agency prefers to regulate price transparency across the various business sectors that touch rental housing, the FTC also recently posted a [blog](#) to inform owners, property managers, property management software providers and advertisers of rental properties of their responsibilities to disclose total monthly leasing price to consumers. Finally, the regulator sent [13 letters](#) to property management software companies "warning them they may be violating the law if they inhibit rental property managers and owners from conveying accurate pricing information when marketing rental housing to consumers."

Update (12/18/2025) the U.S. House Financial Services Committee passed both the Housing for the 21st Century Act (H.R. 6644), and the Respect State Housing Laws Act (H.R. 1078),

The package contains several rental housing industry priorities, including:

- The Housing Supply Frameworks Act (H.R.2840), which would direct HUD to publish guidelines and best practices for State and local zoning frameworks;
- The HOME Reform Act of 2025 (H.R. 5878), which would reauthorize and make several needed program improvements to the HOME Investment Partnerships Program.
- The Identifying Barriers to Housing Supply Act (H.R. 4659), which would require Community Development Block Grant (CDBG) recipients to publicly report on their progress removing onerous land use policies; and
- The inspections provisions from the Choice in Affordable Housing Act of 2025 (H.R. 1981), which would streamline the burdensome inspections provision and lease-up voucher holders faster.

SDMHA and NAA are looking out for you!

SDMHA BUYERS GUIDE

SIOUX FALLS CHAPTER

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CREDIT COLLECTIONS BUREAU 605.381.5666

DATA

ALN APARTMENT DATA 800.643.6416
 APARTMENT RATINGS & SATISFACTS 310.280.4618
 FORTIFIED SERVICES LLC 605.601.0361
 RENTRAL RESEARCH SERVICES 952.935.5700

EDUCATION

HEALTH CONNECT OF SOUTH DAKOTA 605.371.1000

ELECTRIC

TRAVIS ELECTRIC 605.528.8728

EQUIPMENT

FITNESS BY DESIGN 701.929.9292
 JOHNSON FITNESS & WELLNESS 952.224.1236

FINANCING

CUSHMAN & WAKEFIELD 917.679.8723
 HALL BOOK & TAX 605.305.5450

FLOORING & SUPPLIERS

THORNTON FLOORING & DESIGN CENTER 605.368.2568

GARAGE DOORS

PS GARAGE DOORS 701.330.1062

GUTTERS

ATLAS GUTTER CO 605.846.5111

GOVERNMENT

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

HANDYMAN

ENDURE PAINT & COATINGS 605.951.1275
 MOEN 800.628.0569
 RADIANT ROOFING SIDING 605.496.9595
 ATLAS GUTTER CO 605.846.2111

HARDWARE & MAINTENANCE SUPPLIES

NYBERG'S ACE HARDWARE 605.336.6474
 MOEN 800.628.0569

HEATING

MIDWESTERN MECHANICAL INC 605.366.8164
 TESSIER PLUMBING & HEATING 605.336.3175

INSURANCE

AARON SMITH INSURANCE AGENCY INC 605.361.3515
 MARTIN & ASSOCIATES, LLC 605.336.6470
 RIVERVIEW INSURANCE AGENCY 605.498.0305
 STATE FARM - CREIGHTON SMITH 605.323.2811
 STATE FARM - BILL THOMPSON 605.339.2520

LANDSCAPING

WELLER BROTHERS 605.351.4748

LAUNDRY

BDS LAUNDRY MANAGEMENT 888.286.7810

LOCKSMITH

FRED THE FIXER 605.334.5411

MAINTENANCE SUPPLIES

FERGUSON ENTERPRISES 402.504.0451
 WINSUPPLY 605.333.0703

MOVING

ADVANCED MOVING 605.333.6000

ODOR REMOVAL

BRUSH IT ON PAINTING 605.906.5544

PAINT & WALL COVERINGS

BFB PAINTING, INC 605.376.7755
 BRUSH IT ON PAINTING 605.906.5544
 ENDURE PAINT & COATINGS 605.951.1275
 SHERWIN-WILLIAMS 605.254.1953

PATROL/SECURITY

SIGNAL OF MONTANA 408.855.3590
 SMP SECURITY SERVICES 605.334.9357

PETS

POO-PATROL PET WASTE REMOVAL 605.336.2587

PLUMBING, HEATING & AIR CONDITIONING

FRISBEES PLUMBING & HEATING 605.338.6321
 MOEN 800.628.0569
 MIDWESTERN MECHANICAL INC 605.366.8164

REAL ESTATE

BENDER COMMERCIAL 605.201.2809
 CUSHMAN & WAKEFIELD 917.679.8723
 ELGETHUN CAPITAL MANAGEMENT 605.367.3336
 EMPIRE COMMERCIAL 605.595.5476
 LEE SCHELLING REAL ESTATE 605.582.2119
 NAI-SIOUX FALLS 605.357.7100
 TAX & MANAGEMENT SERVICES 605.528.1040
 VANTIS COMMERCIAL REAL ESTATE 605.359.4430

RECREATIONAL EQUIPMENT

PARK & PLAY USA.....701.515.0022

RECYCLING & SANITATION

PIONEER BUILDERS LLC.....605.359.1968

NOVAK SANITARY SERVICE.....605.338.7126

RESIDENT SCREENING

RENTAL RESEARCH.....952.935.5700

WESTERN VERIFY.....801.694.4842

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

RADIANT ROOFING.....605.496.9595

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

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

TOWING

ALL AMERICAN TOWING.....605.332.3100

UTILITY BILLING

CONSERVIVE.....443.981.0270

LIVABLE.....650.720.5466

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

PROPERTY MELD.....883.639.0050

DATA

ALN APARTMENT DATA.....800.643.6416

APARTMENT RATINGS & SATISFACTS.....310.280.4618

FORTIFIED SERVICES LLC.....605.601.0361

RENTAL RESEARCH SERVICES.....952.935.5700

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

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

RESIDENT SCREENING

RENTAL RESEARCH SERVICES.....952.935.5700

WESTERN VERIFY.....801.694.4842

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

EXACTESTATE PROPERTY MANAGEMENT SOFTWARE.....678.535.2041

TENANT ASSISTANCE

PENNINGTON COUNTY HOUSING & REDEVELOPMENT.....605.394.5350

UTILITY BILLING

LIVABLE.....605.720-5466

CONSERVIVE.....443.981.0270

MULTIFAMILY UTILITY COMPANY INC.....512.963.0971

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

CLEANING

SERVPRO OF RAPID CITY.....605.388.3000

RAPID CITY RESTORATION.....605.858.2726

RAPID RESCUE.....605.858.0903

COLLECTIONS

EXPRESS COLLECTIONS.....605.343.3328

CREDIT COLLECTIONS BUREAU.....605.381.5666

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



2025 Year In Review

WHAT WE DO

Lead

We are the foremost authority on rental housing in South Dakota.

Educate

We successfully launched the Black Hills Education Blitz in the Rapid City area. The "Managing Your Rentals with Fair Housing" event reached nine cities and attracted 334 participants.

Advocate

Presence at 2025 Legislature to promote housing needs.
Led the charge to defeat a Rental Registration ordinance in Mitchell

Partner

Members Collaborating with Members
Partnering with local HBA and Realtors for legislative initiatives and educational opportunities.

2025 Events & Attendance

- Housing Day at The Capital
- Merit Awards
- Managing Your Rentals with Fair Housing Tour, 11 stops, 334 attendees
- Great Shots Extravaganza, 9 teams
- Black Hills Golf, 12 Teams
- Sioux Falls Golf, 36 Teams
- Black Hills Education Blitz, 36 attendees
- State Convention, 129 attendees

As we look to 2026

We are committed to providing you with even greater benefits as valued members.

- In 2026, members will enjoy three hours of complimentary online education per user.
- We are actively addressing residential rental property issues to guarantee inclusion in real estate tax legislation.
- We are broadening our outreach to both current and new areas of South Dakota through educational initiatives.
- Our commitment is to do even more for YOU!

MEMBERSHIP

351

OF UNITS

25,521

CHAPTERS

6



605-336-7756



info@sdmha.com



Black Hills Giving Back

\$580 in cash and
gift cards to



*Holidays are
for giving*



Sioux Falls Giving Back

Those benefiting were:

- Badges For Hope (Rapid City)
- Bishop Dudley House (Sioux Falls)
- Union Gospel Mission (Sioux Falls)

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RENTAL REVIEW

PO BOX 90327 • SIOUX FALLS, SD 57109



CHANGE SERVICE REQUESTED

A BREATH OF FRESH AIR 2026 MULTI-UNIT HOUSING SUMMIT

Two **free** virtual summits with **new and revised content** each day

TUESDAY

February 17, 2026

12-3 PM (MST) | 1-4 PM (CST)

WEDNESDAY

February 18, 2026

8 AM-12 PM (MST) | 9 AM-1 PM (CST)

Six free SDREC CEU's when attending the two 2026 required courses!

The Summit will focus on strengthening property management skills and exploring current policy trends, including education related to tobacco and other substance usage in South Dakota.

PRE-REGISTRATION IS REQUIRED BY FEBRUARY 10, 2026.

Call Health Connect at 888-761-5437



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