Meeting Minutes
SOUTH DAKOTA REAL ESTATE COMMISSION
Via Microsoft Teams
or Call +1 605.679.7263 Conference ID: 525 847 859#
Wednesday, May 12, 2021 at 9:30 a.m. CDT

Chairman Carol Lawhun called the meeting to order at 9:31 a.m. A quorum was participating.

Members Present:  
Dave Bonde  
Carol Lawhun  
Mark Wahlstrom  
Ken Cotton (joined at 9:37 a.m.)

Others Present:  
Melissa Miller, Executive Director, SDREC  
Graham Oey, Staff Attorney, SD Department of Labor and Regulation,  
Tim Bond, Compliance Officer, SDREC,  
Michelle Metzinger, Compliance Officer, SDREC,  
Daniel Moskowitz

Wahlstrom made a motion to approve the agenda. Bonde seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Bonde – yea; Wahlstrom – yea; Lawhun – yea).

Public Comment – No comments were made from the public.

Bonde made motion to approve the March 10, 2021 meeting minutes. Wahlstrom seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Bonde – yea; Wahlstrom – yea; Lawhun – yea).

Cotton joined the meeting at 9:37 a.m.

Summary of the financials for March and April was presented by Director Miller. Wahlstrom made a motion to acknowledge receipt of the March and April financials and to file. Bonde seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Bonde – yea; Wahlstrom – yea; Cotton – yea; Lawhun – yea).

By consensus, no executive session was needed.

**Complaint 2021-004**

Bonde made motion to dismiss Complaint 2021-004. Cotton seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Bonde – yea; Wahlstrom – yea; Cotton – yea; Lawhun – yea).
Complaint 2021-010

Wahlstrom made motion to dismiss Complaint 2021-010. Cotton seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Bonde – yea; Wahlstrom – yea; Cotton – yea; Lawhun – yea).

Commissioner Wordeman sent an email prior to the meeting suggesting that we remove electronic notary from the agenda. If the market has enough interest in having it then they can submit something, and we can always support it if we think it is a good fit. Commissioners agreed.

There was a discussion on FSBOHomes in Sioux Falls. Commission members recommended an in-person meeting be scheduled for the July 14 meeting and to request FSBOHomes to attend in order to discuss FSBOHomes’s business model.

Other Business

Carol asked about the document Graham put together titled Distinctions between Broker Price Opinions, Comparative Market Analyses, Evaluations, and Appraisals. She was wondering about it being added to our website. Director Miller told the commissioners it is being worked on and will be added to the website soon. Carol also asked about the Real Estate Transaction Forms review. Director Miller informed the commissioners that she had a meeting with Graham, Tim and Michelle to discuss each of them to see if there needs to be some updates. We have a request in with BIT to get us information on click through rates.

Next meeting is July 14, 2021.

Wahlstrom made a motion to adjourn the meeting at 10 a.m. Bonde seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Cotton – yea; Bonde – yea; Wahlstrom – yea; Lawhun – yea).

Meeting Adjourned.
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<thead>
<tr>
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<th>Start</th>
<th>End</th>
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<td>529,865.90</td>
<td>DR</td>
<td>**</td>
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<tr>
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<td>477,420.98</td>
<td>DR</td>
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**Column Headers**

- **Name**: Case/Center Balances
- **Address**: State of South Dakota
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<td>CHARGES FOR SALES &amp; SERVICES</td>
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<td>LICENSES, PERMITS &amp; FEES</td>
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<tr>
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** YTD-TO-DATE **

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** CURRENT MONTH **

| 19,223.00 |
| 19,223.00 |
| 2,444.92 |
| 2,444.92 |
| 2,444.92 |
| 2,444.92 |
| 448,319.07 |
| 1,923,318.84 |
| 8,187.25 |
| 2,104.59 |
| 1,753,000.00 |
| 1,753,000.00 |
| 2,228.00 |
| 2,228.00 |
| 9,758.90 |
| 9,758.90 |
| 4,843.33 |
| 17,870.00 |

** BUDGET PERIOD ENDING: 05/31/2021 **

** STATE OF SOUTH DAKOTA **

** BUDGET UNIT 1037 **

** LAMAR & REGULATION AGENCY **

** PAGE 36 **
### Revenue Report Ending 05/31/21

(Additional Report)

<table>
<thead>
<tr>
<th>Description</th>
<th>Budgeted</th>
<th>Current</th>
<th>Rev. to be Rec</th>
<th>YTD</th>
<th>PCT Rec.</th>
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<p>| Total                              | 422,900  | 19,223  | 26,154         | 450,763.99| 106      |</p>
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FOR PERIOD ENDING: 06/29/2021
REVENUE SUMMARY BY BUDGET UNIT
STATE OF SOUTH DAKOTA
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<td>9,758.90</td>
<td>0.00</td>
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<tr>
<td>17,655.00</td>
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</table>

** 469,468,99 00 18,705,00 00 18,705,00 00 2,444,92 0.00 2,444,92 0.00 2,444,92 0.00 2,444,92 0.00 467,044,07 00 18,705,00 0.00 102,314,64 0.00 8,180,25 0.00 2,140,59 0.00 2,140,59 0.00 12,435,00 0.00 1,010,00 0.00 2,348,00 0.00 120,00 0.00 9,758,90 0.00 9,758,90 0.00 9,758,90 0.00 17,655,00 0.00

** 469,468,99 00 18,705,00 00 18,705,00 00 2,444,92 0.00 2,444,92 0.00 2,444,92 0.00 2,444,92 0.00 467,044,07 00 18,705,00 00 102,314,64 0.00 8,180,25 0.00 2,140,59 0.00 2,140,59 0.00 12,435,00 0.00 1,010,00 0.00 2,348,00 0.00 120,00 0.00 9,758,90 0.00 9,758,90 0.00 9,758,90 0.00 17,655,00 0.00
## Revenue Report Ending 06/30/21

(Additional Report)

<table>
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<tr>
<th>Description</th>
<th>Budgeted</th>
<th>Current</th>
<th>Rev. to be Rec</th>
<th>YTD</th>
<th>PCT Rec.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residential Rental Agents</td>
<td>3,000</td>
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<td>(195)</td>
<td>3,195</td>
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<td>Timeshare Agents</td>
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<td>1,000</td>
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</tr>
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<td>(9,477.33)</td>
<td>15,477.33</td>
<td>257</td>
</tr>
<tr>
<td>Timeshare Projects</td>
<td>4,000</td>
<td>1,000</td>
<td>1,574</td>
<td>2,426</td>
<td>60</td>
</tr>
<tr>
<td>Educational Courses</td>
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<td>(1,640)</td>
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<tr>
<td>Change of Address</td>
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<td>(180)</td>
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<td>Certificate of Licensure</td>
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<td>645</td>
<td>(1,285)</td>
<td>3,785</td>
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<tr>
<td>Late Renewal Fees</td>
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<td>1,660</td>
<td>(7,610)</td>
<td>19,610</td>
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<td>Renewal Res Rental Agents</td>
<td>4,000</td>
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<td>2,950</td>
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<td>Renewal Auctioneer</td>
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<td>625</td>
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<td>Renewal Broker</td>
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<td>375</td>
<td>7,125</td>
<td>172,875</td>
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<td>1,600</td>
<td>5,400</td>
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<td>875</td>
<td>125</td>
<td>12</td>
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<td>Renewal Firms</td>
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<td>22,495.66</td>
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<td>Interest Earned</td>
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422,900       18,705       22,324       469,468.99   111