

**South Dakota Real  
Estate Commission**

Melissa Miller  
Executive Director  
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**In this issue from the**

**South Dakota Real  
Estate Commission:**

From the Director  
Commission Calendar  
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Summer Edition

June 2020

**From The Director**

I hope you are getting outside and are enjoying this nice summer weather!

I would like to congratulate Commissioners David Bonde and Ryan Wordeman who have both recently been reappointed by Governor Noem to serve another 3-year term.

Starting July 1, 2020, the Commission will be under the leadership of Carol Lawhun who has taken the gavel from Ryan Wordeman as chairman. David Bonde will serve as vice-chair. It's been a pleasure working with Commissioner Wordeman as chair and Commissioner Lawhun as vice-chair and I look forward to working with the new leadership.

Even though we're at the beginning of summer, fall will be here before we know it. If your license renews at the end of this year, be sure to start scheduling courses. By completing the necessary education early, you won't have to worry about it when it's time to renew your license.

Cheers!



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## Commission Calendar

**Tuesday, June 30** - Last day to renew 2019 licenses

**Friday, July 3** - Office closed in observance of Independence Day

**Wednesday, July 15** - Commission Meeting

**Monday, Sept. 7** - Office closed in observance of Labor Day

**Wednesday, Sept. 9, or Thursday, Sept. 10** - Commission Meeting

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## Renewal Reminders

- ⇒ 2019 online renewal closes on June 30.
- ⇒ Those that have not renewed their 2019 license by June 30, will go non-renewal beginning July 1.
- ⇒ 2020 renewal will open Oct. 1 for all licensees due to renew this year.
- ⇒ The office will be emailing a reminder notice for renewal the end of September. Now would be a good time to log in online and make sure we have your correct email listed.
- ⇒ Classroom courses have slowed down due to precautions resulting from the Covid-19 pandemic (some are still being offered via Zoom — check with the instructor of your choice).
- ⇒ Approved online courses are always accepted — all CE hours can be completed online.
- ⇒ Lack of classroom courses will not be an accepted excuse for CE not being completed for the 2020 renewal.



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## **Updates**

- ◇ Beginning July 1, the Real Estate Commission will no longer have an application for a restricted auctioneers license. Current auctioneers are grandfathered in, allowing them to maintain a license since the services they provide will still require a license. Broker/broker associates can perform auctions as part of their scope of practice. New applicants who want to do auctions will apply for a broker associates license. Unlicensed auctioneers can call or take bids.
- ◇ Effective July 1, the property condition disclosure statement form will be revised. It will be updated on our website beginning July 1. Please save the updated form and have your sellers use this version as it is required by law. The form can be found at this link:  
[https://sdlegislature.gov/Statutes/Codified\\_Laws/DisplayStatute.aspx?Type=Statute&Statute=43-4-44](https://sdlegislature.gov/Statutes/Codified_Laws/DisplayStatute.aspx?Type=Statute&Statute=43-4-44)

## **Disciplinary Action**

- ◇ Kristin Brown, N. Sioux City, Broker Associate. Violation of 36-21A-71(31), 36-21A-132(5) and 43-4-43(6). Administrative fine of \$500 plus 6 hours of Agency.

## **Old Scams and the “New Normal”: COVID-19 Invigorates Fraudsters** *(Used with Permission by ARELLO)*

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Clearly, the coronavirus pandemic has subjected virtually everyone to previously unknown levels of social isolation and business disruption; and for many, heightened reliance on digital communications for everything from conducting business to grocery shopping. And, even though numerous jurisdictions are relaxing previously imposed restrictions on social and business activities, many people face ongoing economic stress and uncertainty. Perhaps it is not surprising, then, that real estate-related scams aimed at unwary consumers are emerging (or re-emerging). Here are a few examples:

**The Rental Scam:** Given "new normal" social distancing and property showing restrictions in many jurisdictions it may seem perfectly reasonable for a landlord to offer a property for rent, but decline to show it or sign a lease in person. This presents a perfect environment for criminals to steal advance rent payments and security deposits. This scheme often involves lifting rental property information, photos, videos, etc. from legitimate listings and other sources. The ad is then altered to reflect the scammer's contact information, but may still show the name of the actual listing real estate licensee or owner. In some cases, perpetrators illegally gain access to the property, change the locks, and leave keys for the victim to self-show the property or "move in" after the required payments have been made. In other cases, fraudsters have advertised properties that don't exist, they don't own, or are not actually for rent. These ads display phony apartment complex images and/or unit photos/videos, hoping to entice unwary consumers who are willing to pay rent and deposits upfront and "sight-unseen." These and other variations present a potential trap for would-be renters who are interested in contactless transactions due to coronavirus concerns. The Federal Trade Commission [offers several tips](#) on how consumers can avoid these scams.

**Foreclosure "Rescue" Schemes:** Estimates vary, but some four million mortgage borrowers have already sought mortgage payment forbearance and other coronavirus-related relief being made available for FHA, Fannie Mae, Freddie Mac, and other government-backed mortgage loans (See, [April 2020 Boundaries](#) and the article below). A number like that is bound to attract "foreclosure rescue" scammers who promise financially at-risk homeowners that they will help avert foreclosure by negotiating lower mortgage payments or principal reductions with servicers or lenders. In many cases they do little or nothing for the advance, and sometimes multiple, fees that they collect. Some perpetrators offer a "Forensic Audit" of mortgage loan documents, which will supposedly catch non-compliance with mortgage lending/servicing laws and help to negotiate better loan modification terms. Other schemers promise to negotiate payment reductions, but instead file bankruptcy petitions on behalf of borrowers that only temporarily stall foreclosure. Other scams have included questionable "mass joinder" multi-party lawsuits promising to force lenders/servicers to modify mortgage loans, and short sale schemes that promise to expedite, or even guarantee, a successful short sale transaction. Whatever the variation, consumers rarely receive any benefit from these schemes and are usually unable to recover their money.

**Cont.**

## COVID-19 (Cont.)

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Advice on how to avoid these scams is available from numerous sources, such as the [Federal Deposit Insurance Corporation](#) and [www.makinghomeaffordable.gov](http://www.makinghomeaffordable.gov). Also, the Federal Trade Commission Act and the federal Mortgage Assistance Relief Services (MARS) Rule [known as "Regulation O"], and similar laws in some states, prohibit false or misleading representations, require specific disclosures about the nature of the foreclosure relief services to be provided, prohibit upfront fees, and impose recordkeeping requirements on companies providing such services.

Escrow/Closing Wire Fraud: This widely publicized but still prevalent scam involves a hacker who gains access to the email accounts of real estate transaction participants (real estate licensees, attorneys, lender, title company, etc.) and monitors transaction communications in order to capture escrow/closing money-wiring instructions. The hacker then sends a last-minute, authentic-looking email instructing the buyer or other fund holder to wire the money to a different, disguised, and sometimes overseas, account.

Due to the coronavirus, more real estate transaction processes are being conducted online. For example, many states that previously required in-person document notarization are, at least temporarily, allowing remote notarization through digital vehicles such as Zoom, Skype, etc.; thus expanding the online handling of potentially sensitive real estate transaction documents. Also, many transaction participants are working from home and may be conducting business through personal email and other communication tools that might be less secure than business entity communication systems. This can also make it harder for parties and other transaction participants to spot email address anomalies that are a harbinger of potential wire fraud. Government entities, stakeholder companies, and numerous industry associations have been warning about this scam, and how to avoid it, for several years. For a few examples, click [here](#) and [here](#).

Timeshare Resales: Struggling homeowners who also own timeshare units may be the targets of illicit timeshare resale, or "exit," schemes. There are variations, of course, but perpetrators often represent that they have a willing buyer or tenant for the timeshare units of owners who may be desperate to sell, rid themselves of loan payments, and eliminate burdensome ongoing maintenance/management costs. In return for upfront fees, perpetrators often promise quick sales, full return on the owner's initial investment, and even substantial profits. Victims eventually learn that the representations and promises are false and that assurances of "guaranteed" refunds are worthless and/or depend on the payment of even more fees. Some scammers falsely represent that they have real estate licenses, impersonate legitimate licensees, and/or make phony claims of affiliation with respected industry organizations such as the American Resort Development Association (ARDA). ARDA's Resort Owners' Coalition (ARDA-ROC) recently issued a press release in which Robert Clements, vice president of regulatory affairs and ARDA general counsel said, "It is unfortunate, but during this time of crisis, we are seeing an uptick in promotions by many timeshare exit companies making unfounded claims about future special assessments and increases in maintenance fees due to the coronavirus."

**Cont.**

## COVID-19 (Cont.)

ARDA-ROC maintains a helpful online [Timeshare Resale Center](#) and [Resale Guidelines](#) that provide consumers with valuable information about resale transactions, available options, avoiding scams, and how to locate reputable timeshare resellers. ARDA has also launched a [Coalition for Responsible Exit](#), whose website walks consumers through important steps associated with cancelling, changing, or exiting a timeshare.

These are only a few examples of the many real estate-related scams that have appeared, or are likely to, during the coronavirus era; a rather grim reminder that when things gets tough, there are always scammers out there who are trying to make it tougher.

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## New Licensees 09.01.19 - 06.01.20

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### Broker

Bintz, Steven  
Bircher, Aaron  
Brinker, Shannon  
Byrum, Nicole  
Dion, Dennis  
Grobecke, Teresa  
Hawkins, Isaac  
Haydon, Adam  
Hinckley, Joel  
Laborevitch, Val  
Luke, Timothy  
Martin, Timothy  
Neisen, David  
Nelson, Robb  
Norgaard, Michael  
Post, Doran 'Jeff'  
Sanchez, Leonardo  
Spector, Milo  
Thomas, Ronn  
Thompson, Craig  
Tronson, Alan  
Zach, Samuel

Fariport, NY  
Whiting, IA  
Rapid City  
Sioux Falls  
Minot, ND  
San Francisco, CA  
Spokane, WA  
St. Paul, MN  
Heber, UT  
Vernon Hills, IL  
Sioux Falls  
Lincoln, NE  
Detroit Lakes, MN  
Windsor, CO  
Tyler, MN  
Omaha, NE  
Mesa, AZ  
Walnut Creek, CA  
Lakeville, MN  
Bloomington, IL  
Missoula, MT  
Humphrey, NE

### Broker Associate

Abourezk, Richard  
Adams, Larry  
Arndt, Amber  
Auringer, Lawrence  
Bandel, Janet  
Banker, Courtney  
Barber, Cale  
Bauer, Carrie  
Bittner, Christa  
Biwier, Erin  
Bolter, Lisa  
Brandrup, Jennifer  
Brazendale, Matthew  
Broding, Elise  
Bruski, Vicki  
Calderwood, Alex  
Callahan, Kyle  
Carlyle, Jana  
Carpenter, Beau  
Carroll, Michael  
Castaneda, Cynthia  
Christian, Lindsey  
Colichieski, Sergio  
Costopoulos, Emily  
Cramer, Brian  
Cranny, Timothy  
Davis, Shantell  
Denton, Holly  
Diaz, Claudia

Rapid City  
Rapid City  
Eagle River, AK  
Sioux Falls  
Hill City  
Piedmont  
Rapid City  
Sioux Falls  
Saint Joseph, MO  
Tea  
Harrisburg  
Rapid City  
Sioux Falls  
Sioux Falls  
Rapid City  
Sturgis  
Box Elder  
Rapid City  
Dell Rapids  
Rapid City  
Rapid City  
Watertown  
Rapid City  
Sturgis  
Sioux Falls  
Sioux Falls  
Hill City  
Rapid City  
Sioux Falls

### Broker Associate *cont.*

Dickelman, Heath  
Dill, Elizabeth  
DiPaola, Kristen  
Doherty, Jana  
Doherty, Kindra  
Doherty, Madysen  
Donley, Sara  
Doohen, Elizabeth  
Dreyer, Clint  
Drury, Jessie  
Dyrdahl, Devon  
Erickson, Elissa  
Eschenbaum, Ty  
Feiner, Hope  
Fiechtner, Roxanne  
Flier, Brianne  
Forster, Amy  
Gran, Brad  
Gulotta, Melvin  
Hancock, Ashley  
Hanson, Bryce  
Hanson, Samuel  
Hatfield, Rhonda  
Haun, Jolene  
Havlik, Stratton  
Hayden, Cindy  
Hoffman, Jonathan  
Horton, Karmen  
Hovey, Shauna  
Huber, Wayne  
Hulzebos, Leah  
Isaac, Reuben  
Jensen, Kelly  
Jones III, John  
Jones, Amber  
Kapsch, Joanna  
Kaufhold, Autumn  
Kerstiens, John  
Klingaman, Kleve  
Kneip, Abigail  
Koch, John  
Kolb, Angel  
Krumvieda, Aaron  
Kuka, Jessica  
Langseth, Marcus  
Leedom, Matthew  
Lewis, Kathleen  
Linsenmeyer, William  
Lund, Joshua  
Lurz, Amanda  
Maloney, Timothy  
Marso, Mary

Sioux Falls  
Rapid City  
Sioux Falls  
Pierre  
Pierre  
Pierre  
Pierre  
Black Hawk  
Sioux Falls  
Sioux Falls  
Rapid City  
Sioux Falls  
Rapid City  
Arlington  
Sioux City  
Brookings  
Valley Springs  
Sioux Falls  
Winner  
Rapid City  
Rapid City  
Sioux Falls  
Sisseton  
Box Elder  
Miller  
Mitchell  
Canton  
Sioux Falls  
Rapid City  
Jefferson  
Sioux Falls  
Brandon  
Brandon  
Langford  
Spearfish  
Harrisburg  
Spearfish  
Sioux Falls  
Piedmont  
Mitchell  
Sioux Falls  
Sioux Falls  
Pierre  
Sioux Falls  
Independence, MN  
N. Sioux City  
Sioux Falls  
Custer  
Garretson  
Harrisburg  
Whitewood  
Vermillion  
Sioux Falls

## **New Licensees (Cont.)**

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Martin, Taunya	Huron
Masloski, Alexis	Sioux Falls
Maxwell, Zachariah	Sioux Falls
Mayo, Jackie	Viborg
Merchant, Melissa	Sioux Falls
Mijangos, CaSandra	N. Sioux City
Miller, Jacey	Rapid City
Milliron, Allie	Sioux Falls
Moline, Haley	Rapid City
Neely, Luke	Rapid City
Neopaney, Kedar	Sioux Falls
Packard, Lacie	Sioux Falls
Pfaffle, Kathryn	Sioux City
Polk, Darius	Tea
Reuer, Katrina	Bowdle
Reynolds, Daris	Brandon
Roemen, Peityn	Madison
Roemmick, Marisa	Aberdeen
Russell, Daniel	Belle Fourche
Schlotte, Dari	Webster
Schweigert, Mark	Winner
Seyer, Jackie	Pierre
Sharman, Travis	Mitchell
Sheffler, Melanie	Sioux Falls
Shrestha, Vivek	Sioux Falls
Sternhagen, Jodi	Groton
Stewart, Matthew	Rapid City
Stockberger, Jacob	Sioux Falls
Stonefield, Amy	Sioux Falls
Sutton, Tyler	Mitchell
Thompson, Brian	Madison
Thompson, Mathais	Rapid City
Trei, Abby	Sioux Falls
Tyler, Aaron	N. Sioux City
Vanderweide, Austin	Sioux Falls
Vanhove, Abbey	Sioux Falls
Vukovich, Ben	Brookings
Wainman, Barnaby	Brookings
Waldner, Victoria	Brookings
Walerius, Brett	Sioux Falls
Walters, Zachary	Sioux Falls
Wiese, Elissa	Sioux Falls
Young, Dale	Wamblee
Zachmeier, Michael	Rapid City

### **Res. Rental Agent**

Afa, Luke	Sioux Falls
Arens, Jennifer	Sioux Falls
Bayer, Stephanie	Brookings
Bleeker, Shelby	Sioux Falls
Bormann, Barbara	Hartford
Curran, Lauren	Webster
Dather, Adam	Sioux Falls
Dubbelde, Devin	Sioux Falls
Harmsen, Stacy	Sioux Falls
Hilton, Brayden	Sioux Falls
Hubert, Paige	Aberdeen
Ivanova, Yana	Sioux Falls
Iverson, Jeffrey	Sioux Falls
Johnson, Katherine	Garretson
Juhnke, Hanna	Sioux Falls
Krueger, Alaire	Sioux Falls
Landon, Kenady	Sioux Falls
Magstadt, Sara	Elk Point
Max, Alexandria	Sioux City
McDaniel, Kendall	Sioux Falls
Mettler, Brianna	Sioux Falls
Moyer, Shelby	Spearfish
Muilenburg, Kim	Alexandria
Nelson, Sharie	Rapid City
Richter, Cody	Pierre
Sansone, Michael	Roland
Schiley, Hillary	Webster
Schlichte, Alisha	Sioux Falls
Slemp, Kim	Yankton
Tester, Cassandra	Sioux Falls
Thomas, Summer	Sioux Falls
Thompson, Margaret	Sioux Falls
Velasquez, Kathie	Aberdeen
Walsh, Cherie	Canistota
Walter, Tamara	Yankton



## New Licensees (Cont.)

### Property Manager

Berrier, Kelli	Tea
Burg, Brandon	Madison
Buus, Amy	Box Elder
Carlson, Laura	Sioux Falls
Crow, Rachel	Rapid City
Herb, Anne	Rapid City
Hyronemus, Cieara	Sioux Falls
Leszczynski, Roberta	Rapid City
Rebelein, Kala	Marion
Schnabel, Timothy	Rapid City
Shogren, Teresa	Hot Springs
Sonnenburg, Rebecca	Brookings
Trumbo, Marcus	Brookings
Utterback, Joshua	Sioux Falls
Wagner, Steve	Rapid City

### Req. Home Inspector

Bollin, Dennis	Le Mars, IA
Boyer, Mathew	Pierre
Dicus, Andrew	Tea
Greer, David	Sioux Falls
Kinney, Klint	Huron
Kurtenbach, James	Sioux Falls
Lee, John	Spearfish
Maske, David	Sioux Falls
McComb, Dolan	Black Hawk
Moser, Paul	Rapid City
Nielsen, Justin	Hartford
Richards, Jeffry	Rapid City
Rieger, David	Sioux Falls
Scholten, Tim	Alexandria
Tramp, Kenneth	S. Sioux City, NE

### Salesperson

Craig, Mulinda	Faro, ND
Fergen, Brittini	Sergeant Bluff, IA
Garrett, Jessica	Gillette, WY
Gent, Lauren	Rapid City
Guthmiller, Jace	Omaha, NE
Harris, Kevin	Glendive, MT
Heffner, Robert	Missoula, MT
Kampschnieder, Steve	Papillion, NE
Morse, Ronna	Valentine, NE
Pietz, Joseph	Des Moines, IA
Shook, Nolan	Sioux City, IA
Sullivan, Jared	Omaha, NE
Throckmorton, Karlie	Ankeny, IA
Wetz, Mikayla	Cheyenne, WY
Zellmer, Andrew	Clive, IA

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