

about sandra runde

specialties

- ◇ *Commercial sales representation for both buyers and sellers*
- ◇ *Commercial leasing*
- ◇ *Property management*
- ◇ *Appraising commercial property*
- ◇ *Providing real estate training*

licenses and certifications

- ◇ *Certified Commercial Investment Member (CCIM) – designation earned through the Commercial Investment Real Estate Institute.*
- ◇ *State Certified General Appraiser – license issued by South Dakota Department of Commerce and Regulation*
- ◇ *South Dakota Real Estate Broker – license issued by South Dakota Real Estate Commission*
- ◇ *Certified Real Estate Brokerage Manager (CRB)– designation earned through Real Estate Brokerage Managers Council*
- ◇ *Society of Industrial and Office Realtors (SIOR) – designation earned through the National Association of Realtors.*
- ◇ *Certified Career Development Specialist (CCDS)– designation awarded through Prudential for training*

professional affiliations

- ◇ *Professional Appraisers Association of South Dakota*
- ◇ *National Association of Realtors*
- ◇ *Black Hills Board of Realtors*
- ◇ *South Dakota Association of Realtors*
- ◇ *MN/SD CCIM Chapter*

educational background

- ◇ *Master of Business Administration, University of South Dakota, Vermillion, South Dakota*
- ◇ *Additional undergraduate studies, Augustana Lutheran College School of Business, Sioux Falls, South Dakota*
- ◇ *Bachelor of Science in Psychology, Northern Arizona University, Flagstaff, Arizona*



Sandra Runde
Prudential Kahler
REALTORS®®
2401 W Main Street
Rapid City, SD 57702
605-343-7500
800-658-5550
605-343-7486 (fax)
sandra@kahlerinc.com

bio

Sandra's career in the field of real estate started in 1976 in Sioux Falls, SD. As the assistant to the President of Commercial Real Estate, she was actively involved in syndication work, over all management of numerous franchise motels and peripheral involvement with all aspects of property management and commercial investment real estate.

In 1982 she undertook the fiduciary responsibilities of a multi-million dollar corporation. She was involved with the acquisition and disbursement of real estate in a five-state arena; she started the largest property management company in western South Dakota and held officer positions in three major corporations.

Sandra has an innate ability to learn quickly and absorb information rapidly. Her writing abilities, coupled with her superior oral skills, allow her to communicate easily with all types of individuals.

She holds an MBA from the University of South Dakota and a BS in Psychology from Northern Arizona University.



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professional education

Hundreds of hours of preliminary license education as well as all necessary continuing education required to maintain current licenses. Topics include, but are not limited to:

- ◇ *Methodology of syndication of real estate*
- ◇ *Analysis of office buildings*
- ◇ *Leasing shopping centers*
- ◇ *Real estate investment and taxation*
- ◇ *Regression analysis*
- ◇ *South Dakota license law*
- ◇ *Asbestos hazards*
- ◇ *Real estate contracts*
- ◇ *Real property valuation*
- ◇ *Capitalization analysis*
- ◇ *Replacement cost approach to valuation*

professional experience

1976- Present

All aspects of real estate

Property management, real estate development, management of real estate partnerships, active involvement and participation in all stages of real estate ownership, including but not limited to the following:

- ◇ *Market surveys*
- ◇ *Appraisal analysis*
- ◇ *Appraisal for private corporate use*
- ◇ *Tax assessment appeal*
- ◇ *Site selection*
- ◇ *Construction supervision*
- ◇ *In-house valuations*
- ◇ *Replatting*
- ◇ *Rezoning*
- ◇ *Franchise Motel Management*

Additional responsibilities have included management of a multi-million dollar budget, financial planning, acquisition and sale of large real estate investments in numerous states, supervision of staff as well as fiduciary and overall responsibility to several businesses.

1997- Present

Commercial Broker for Prudential Kahler Realtors and Instructor for SD License Law

Duties in this capacity entail representing buyers, sellers, landlords and tenants. Investors are an integral part of the commercial real estate field.

Instruction involves the training of newly licensed agents, on going training of experienced Realtors, interpretation of South Dakota license law as well as an ability to communicate in laymen's terms the bottom line of real estate regulations.

Other functions encompass continuing education training, weekly sales meetings, updates to the owners of the corporation as well as attendance at weekly corporate strategy meetings.

recent business/civic activities

- ◇ *Board Member, BH Board of Realtors*
- ◇ *President, Professional Appraiser's Association of South Dakota*
- ◇ *Commissioner, Rapid City Planning Commission*
- ◇ *Co-Chairperson, Blue Ribbon Committee/County Commissioners*
- ◇ *Board of Directors, Rapid City Regional Hospital*
- ◇ *Adjunct Professor at the South Dakota School of Mines and Technology*
- ◇ *Chairperson, Big Brothers/Big Sisters*
- ◇ *Board Member, United Way*
- ◇ *Board of Governors, National College*
- ◇ *Member, Downtown Business Association*
- ◇ *President, Rental Owner's Association*
- ◇ *Chairperson, Economic Education Committee, Chamber of Commerce*
- ◇ *Board Member, Black Hills Area Council/Boy Scouts*



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