

From the Director

It's time for a little cooperation

It's hard to believe we're in a prelude to fall already. This year has been an unusual one, to say the least, both in terms of weather conditions and changes in the real-estate market. This really is a much more interesting, self-adjusting industry than most consumers can see or would believe. The growth in the numbers of Realtors, the change in market demographics, and the impact of the Internet and new business models have all swept over us in the last decade.

Santa Fe is a beautiful, spirit-capturing location. Many "newcomers" have experienced the phenomenon of falling in love with Santa Fe. Many plan on retiring here and may choose to visit their future home a few times a year and rent it out in the interim. Are these the people we want to welcome to our community or do we consider them piranhas eating up our city and causing its demise? All they want is what all of us want: to become homeowners and not go hungry doing so.

It's most unfortunate that many

individuals in this community seem to think that development and real-estate interests are "ruining Santa Fe." This industry, during times of economic slowdown, keeps this city's coffers flowing with income from sales. Those pesky outsiders' money while they are here visiting Santa Fe also feeds the local economy, and sometimes via short-term rentals. Many of them don't see the underbelly of what has been "leading" this community. The ugly, uncooperative spirits of some who like to dub themselves "saviors of the neighborhoods" is what has been "ruining Santa Fe."

In his Santa Fe Review blog, political commentator George Johnson generally spends lots of time badmouthing Realtors and developers, but recently had these words to describe Karen Heldmeyer and her decision to move out of her overtly obstructionist position on the city council; "*She can be quick to take offense and reluctant to let go of a grudge.*" Is it any wonder this city has been in conflict,

turmoil and stagnation for this many years? Our elected officials are supposed to work for ALL of the taxpayers in the city, right?

We have a chance to make some changes on council and stop the "conspiracy theory" amongst our elected officials, which George Johnson also described in his blog: "*One of the great disappointments over the last year has been watching such natural allies as Councilors Bushee, Heldmeyer, Chavez and Chris Calvert, along with Mayor Coss himself, eyeing each other with suspicion, working at cross purposes when together they could change this town.*"

Well, George, I agree with you. But, let's remember that public service is meant to benefit THE ENTIRE COMMUNITY and not pit one sector against the other; and not to tax homeowners more in order to pretend that it will make housing more affordable. How about we take some words of wisdom from Booker T. Washington, educator: "*There are two*



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ways of exerting one's strength: one is pushing down, the other is pulling up."

I want to remind SFAR members that Sept. 9-15 is Realtor Safety Week. Watch the association's newsletter for tips on staying safe out there!

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