



BROKER Spotlight

Mark Banham



Mark builds relationships, first and foremost. Social by nature, Mark has built a large community of friends and enjoys bringing people new to Santa Fe into his circle. Making introductions between people with common interests, hosting dinner parties, and basically being the go-to guy for what's happening in Santa Fe offers Mark's clients an invaluable introduction into our City Different.

"When they come to Santa Fe, they are excited," Mark says. "I have heard many times – WOW! You have so much going on in Santa Fe! We had no idea."

Mark's business philosophy is simple and very successful, "I don't go away after the transaction – I stay in tune and I stay in touch. Probably 95% of my clients become my friends." His success is evident as he was in the top 10% in sales the last couple of years.

A deep involvement in Santa Fe's gay community is a big part of his business. One of the most rewarding

on-going events is 'Friends of Dorothy', where 200+ friends get together once a month for cocktails and conversation. Mark, with the help of his assistant Ian Lockwood, maintains and grows a website (GaySantaFe.com) and several social media sites, all directed towards strengthening the community and promoting anything and everything that is

fun in Santa Fe – art openings, festivals, markets and fiestas, fundraising, concerts at the railyard, great restaurants, and so much more!

"I DON'T GO AWAY AFTER THE TRANSACTION – I STAY IN TUNE AND I STAY IN TOUCH. PROBABLY 95% OF MY CLIENTS BECOME MY FRIENDS."

Mark first visited Santa Fe Christmas

'97. "Day 3, this place just hugged me – embraced me – and I knew on day 10, without a doubt, this is where I belonged. I went back to Tulsa and decided to wrap up my real estate practice there and move to Santa Fe."

Barker Realty offers an ideal and supportive atmosphere to Mark, allowing him to grow his successful practice. "It's like a family! David, Lisa and the staff are in it to win it - they are always available to help, and they provide all the tools possible to create my success. I enjoy coming to work every day – Barker has an exceptional vibe!"

505 577 5273 | MBANHAM@SANTAFEESTATE.COM

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