



Jim DesJardins, Qualifying Broker

HydePark Realty

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In 1988, Jim DesJardins decided to go halves with his brother on a four-unit apartment building in Chicago. Little did he know the investment would trigger an interest, and a career, in real estate.

“Over the years, I purchased two other buildings, sold one, and worked as a Realtor® part-time,” Jim recalls. “Eventually, I became dissatisfied with my day job and decided to go into the real estate business full-time.”

After working as a Realtor® for 10 years in Chicago, and working overseas in Bangladesh and Cape Verde, Jim recently relocated to Albuquerque, where he opened HydePark Realty, named after the Chicago Southside neighborhood he grew up in. The Nob Hill-based business offers a variety of services for those in the real estate market, at reduced prices because it has eliminated unnecessary marketing expenditures associated with other realty businesses.

“Traditionally,” says Jim, “the residential real estate business has been dominated by the full price, full service business model, and lately, a few firms have been offering limited services over the Internet.” HydePark Realty is trying to break that mold.

As for his job, Jim says, “One of the great aspects of being a Realtor® is the variety of functions that one needs to be involved in, and you must always expect the unexpected. As an owner and qualifying broker, this is even more true. In addition to talking with buyers, sellers and other brokers, I get to tour unique properties, meet with vendors and do all the tasks that a small business owner needs to do. The variety helps make my job fun and interesting.”

When he's not working, Jim enjoys running, hiking and cycling. He also recently helped build a Habitat for Humanity home in southwest Albuquerque and participated in trail maintenance activities on the north crest trail of the Sandias.