



2023 REALTOR® SPOTLIGHT

Selling a home by owner is tempting with websites such as Zillow to help with information acquisition. Some do not realize, however, how much time and money a REALTOR® can actually save a homeowner. Bringing their knowledge of the housing market and experience to the table provides a potentially cost-saving experience to buyers and sellers.

A Legacy of Excellence

Established in 1981 by Ann Raffaelli and her son Steve Raffaelli, Raffaelli Realtors has grown from a modest agency to a leading force in the Texarkana real estate market. Ann Raffaelli had a focus on top-notch customer service and personalized attention to every client. It is no surprise that her namesake, Virginia Ann Raffaelli Prazak continues on the same path. Broker Prazak is a third-generation REALTOR® born in the industry. Growing up amidst a family of real estate professionals, she learned the business from the ground up, answering phones and painting rent houses in her youth. This upbringing instilled in her a deep appreciation for the value of property, the art of negotiation, and the importance of building lasting relationships with clients.

At the heart of Raffaelli Realtors' success lies an unwavering commitment to their clients. Recognizing that real estate transactions are significant milestones in people's lives, the team approaches each transaction with a personalized touch. Whether someone is buying their first home, upgrading to a larger property, or downsizing, they take the time to understand their client's unique needs and preferences.

When you ask Prazak about the most important factor in any real estate transaction, without hesitation her response is, "A knowledgeable REALTOR®." It is this perspective that has led to the agency's growth under Prazak's direction. Prazak has assembled a team of highly qualified agents she would be confident to use as her own REALTOR®.

The women who comprise this dynamic team include Virginia Ann Raffaelli Prazak, Ericka Anthony, Lorraine Bell, Kristi Crane, Boopie Hash, Kelsi Mills, Karen Mote, and Tessa Ray.

Prazak is a licensed broker in Texas and Arkansas. She adds her legal expertise to the agency as a practicing attorney in Texas and Arkansas. She also has Certified Residential Specialists (CRS),



Certified Risk Manager (CRM), Accredited Buyer's Representative (ABR), and Pricing Strategy Advisor (PSA) designations. Karen Mote has almost two decades of experience, along with 500 hours of yoga training. Tessa Ray draws on her 28 years in education in order to help buyers and sellers navigate through the transaction process. This has resulted in over 39 million dollars in real estate transactions since July of 2020. Kristi Crane is also a multimillion dollar producer and has accomplished this while raising her family of ten. Lorraine Bell is a cancer survivor and her clients are blown away by her attention to detail, transparency, and outgoing, never-met-a-stranger personality. Erika Anthony and Kelsi Mills have been in real estate for over six combined years and started as understudies with the legendary Steve Raffaelli.

In a city as dynamic and diverse as Texarkana, finding a real estate partner that truly understands the local market is essential. With an office of seasoned professionals at the helm, Raffaelli Realtors continue to significantly impact the Texarkana real estate landscape, ensuring their clients' dreams become a reality.

Christy Hibbs



Best career moment so far...

Beating the odds of real estate and becoming a broker and then start my own company, 5 Talent Realty.

How I knew this is what I wanted to do...

I've had a variety of careers in my life and stumbled upon real estate by being a real estate photographer. My love of design, photography, and homes joined together in 2017 when I got my real estate license.

How I define success...

Success is so hard to define and can look different for everyone. For me, starting my own real estate brokerage while growing and maintaining a family is what success is to me.

Most rewarding part of my job...

Sitting at the closing table and watching the clients, now friends, sign on the dotted line to have the American dream of home ownership. Homes are where intimate and cherished moments are shared, birthdays and holidays are celebrated, children grow, and memories are made. You can't put a price on any of that.

Best advice I ever received...

"If it doesn't kill you... it just makes you stronger"
—Matt Schneider, RIP. Matt was my middle and high school swim coach and when we would complain or want to quit, he was quick to share that wisdom. I have continued to use it in every aspect of my life.

Hometown

Texarkana

Favorite Meal In Town

Ginger Chicken at Ironwood

Favorite Food

Pizza

Dream Vacation

Tahitian hut on the water

Hobby

Photography

Most Recent Splurge

A new camera lens



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Amber Gideon Stewart

My typical workday...

Real estate can look different every day. It always includes checking my email, showing homes, reviewing contracts, and taking care of my clients.

Most rewarding part of my job...

Seeing people's dreams come true through home ownership!

Biggest challenge in my career...

The market has been intense recently, and I constantly encounter new challenges.

Nonprofit I wish more people knew about...

I love any nonprofit that supports kids. From our local education foundations, to Opportunities Inc., I am thankful for all that they do.

What keeps me coming back to my job every day...

I love what I do!

Something I use to maintain my mental health...

Working out.

Best advice I ever received...

"Always stay true to your values and stand up for what is right."

Hometown

Texarkana, Arkansas

Favorite Meal In Town

The mahi at Benchmark

Favorite Food

Mexican

Favorite Song

"I Wanna Dance With Somebody" by Whitney Houston

Favorite Sports Team

The Arkansas Razorbacks

Dream Vacation

Any tropical beach

Most-Used App

My Gmail app

Most Recent Splurge

My Peloton treadmill



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Tessa Ray

What keeps me coming back to my job every day...

Buying and selling a home is life changing, and it's so exciting to have a role in this part of other peoples' lives. I get to experience the joy, and I get to stand beside them in the lows. It's an honor to do both. The problem solving aspect of my job challenges me every day and keeps every transaction unique. However, it's the relationships with people that keep me coming back every day.

Hometown

Texarkana

Dream Vacation

Any beach!

Favorite Song

"Cardigan" by Taylor Swift



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Karen Mote

Best career moment so far...

I had the privilege of representing three generations within a family in all of their real estate needs. It was the best compliment to become the go-to girl for the grandparents, but also their children and grandchildren. Being chosen to guide them through their individual needs makes my heart happy.

Something I use to maintain my mental health...

I am actively engaged in both practicing and instructing yoga at multiple yoga studios in Texarkana, as well as Texas A&M University-Texarkana. This pursuit not only allows me to expand my social connections, but also provides me with a sense of tranquility during challenging circumstances.



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Hometown DeSoto, TX

First Thing You Do At The Office

Say "Hi" to everyone in the office.

Good Read *Atomic Habits* by James Clear

Favorite Sports Team

Dallas Cowboys

(I was born there, it's on my birth certificate.)

PHOTO BY PATTERSON'S



Darla Wilf

Best career moment so far...

Celebrating over six years in real estate!

This year I made a goal for myself to get my broker's license. I accomplished my goal and I am now a broker in Texas and Arkansas. I feel the more knowledge you have in this business the better you can serve your clients. I'm all about customer service and helping people get what they want and need. I'm available to my clients and strive for perfection when it comes to getting the job done and done right! I'm a people person and I love all the awesome people I get to meet and work with in this profession: my sellers and buyers, the people who work at the title companies, inspectors, lenders, appraisers, handymen, electricians, roofers, plumbers, etc. It takes having a good working relationship with all these people to get a real estate transaction from an offer made to close. Being a good REALTOR®/Broker means you must be on your toes at all times and be able to adapt to whatever comes your way in order to do the best job for your clients, and being a good communicator is key! I'm looking forward to the future and like I always say, "Don't Delay, Call Darla Today," for all your real estate needs.



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BROKER



First Thing You Do At The Office

Read all my emails

Favorite Food

Mexican

Hobby

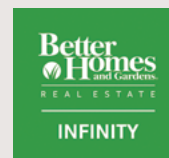
Tennis

Teresa Liepman



Most rewarding part of my job...

The most rewarding part of my job as a broker is when my clients achieve a successful sale, and they are able to proceed with plans to relocate to their desired place. To facilitate this, I implement an advanced marketing and preparation plan for my listings, which can include staging/decor, landscaping, photography, and cutting edge technology to make sure each property looks and performs its best on the market. However, I've learned over the years that this is only one aspect of ensuring clients reach their goals. Overcoming challenges and helping my clients navigate the twists and turns of the process is my superpower. I've been able to do it well over 1000 times, and nothing beats the moment of joy and relief when a client is able to move on to their next chapter.



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Favorite Meal In Town

I love to eat at fun, local restaurants such as Twisted Fork or Zapatas, while listening to our wonderful local musicians.

Dream Vacation

I would love to revisit the beautiful country of Italy.