



REALTOR® SPOTLIGHT

Selling a home by owner is tempting with websites such as Zillow to help with information acquisition. However, some do not realize 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.

Amber Gideon Stewart



My favorite part of living and selling real estate in Texarkana...

Whether reconnecting with childhood friends, former colleagues from my years in education, or meeting new faces through real estate, I enjoy getting to know people at their current stage in life. It is fun to see how connected our community is, with people and events intertwining in many ways.

The best advice I ever received...

"Strength through adversity." One of my teachers said this to me when I was in the ninth grade. Every time I encounter a tough situation, I remember this.

The most rewarding part of my job...

Helping people! Whether it's helping someone buy their first home, guiding them through the sale to find their next, or supporting those selling due to a loss or relocation, I enjoy assisting people through every stage of life.

Nonprofit I wish more people knew about...

I have two. 1. Opportunities, Inc.—Many people do not realize the number of children and adults with disabilities in our community who benefit from this organization. 2. Junior League of Texarkana—You hear of Mistletoe Market (formerly Mistletoe Fair). Still, most people do not realize that these women work tirelessly that weekend to raise money to give back to the underprivileged children of our community. I choose to support both on the local level.

What advice I would give to first-time homebuyers...

Start by saving money and finding a REALTOR® you trust—don't hesitate to interview a few. Let your trusted REALTOR® help you find a lender, and then go from there. There are so many steps in this process. It is important to work with people who have experience. If you choose a REALTOR® or lender who is new to the market (we all start somewhere), ensure they have the guidance needed to get you to your goal.

Hometown
Texarkana, Arkansas

Binge watch
Friends

Favorite song
"Come Jesus Come" by CeCe Winans & Cody Johnson

Favorite sports team
Arkansas Razorbacks

If my life were a reality show, it would be called...
Coordinated Chaos

Use one emoji to describe working in real estate



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Summer Gerrald



What sets me apart from others...

I blend market expertise with a deeply personal approach. For me, real estate isn't just about transactions; it's about guiding people through one of the most meaningful decisions of their lives. I take time to truly listen, to understand not only what my clients need in a home, but what they hope to feel when they walk through the door. I combine that insight with a data-driven strategy, meticulous attention to detail, and thoughtful presentation to position each property and each client for success. My clients know they have more than a REALTOR®. They have a trusted partner who protects their investment, celebrates their milestones, and walks with them every step of the way.

What advice I would give to first-time homebuyers...

Begin with clarity, know your budget, your non-negotiables, and the lifestyle you envision. Surround yourself with a trusted team, starting with a knowledgeable REALTOR® who can guide you through each step. Be prepared to act decisively when you find the right property, but remain patient enough to wait for the home that truly fits your needs. Understand that market conditions will influence your strategy, so lean on professional guidance to interpret the data and negotiate effectively. Above all, approach the process with both your head and your heart. Purchasing your first home is as much about building a solid investment as it is about creating a space where your life can unfold.

How I stay updated on the latest market trends...

I monitor current sales data, price fluctuations, and days-on-market trends to gauge the pace of activity. I pay close attention to shifts in buyer demand and inventory levels, and I stay connected with local professionals to exchange first-hand insights. I also follow community and economic developments that can influence the market, ensuring I have both the numbers and the context behind them.

Hometown
Texarkana

Most-used app
Audible, I'm never not listening to a book or ten.

Go to beverage
San Pellegrino

If my life was a real estate reality show, it would be called...
Curb Appeal & Chaos



exp
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Linda Leach



How do I define my success...

My successes have been built by assisting my clients in achieving their goals and dreams, not by dollar amounts or sales figures. I define success by seeing the satisfaction on my clients' faces when we secure the best possible price for their homes or find their dream property. It's the phone call from a client who was referred to me by a friend or family member that truly defines my success. Knowing that my dedication and hard work earned their trust and recommendation is extremely rewarding.

My typical workday...

In real estate, there is no typical day, and no two days are ever the same. One day might involve working in the office, managing contracts, and negotiating offers. At the same time, another could find me delivering staging items to prepare a home for professional photos. I might spend another day showing multiple properties to an out-of-state client and convincing them to call Texarkana home. The unpredictability of the job is what I love most. I start each day early with a workout before diving into the "typical day."

The most rewarding part of my job...

Preparing a home for the market is a passion of mine. I take pride in attending to every detail, from decluttering and rearranging furniture to staging the home to its most luxurious potential, regardless of price point. I often work right until the photographer arrives to ensure everything is perfect. Seeing the final result when the property goes live is truly gratifying and one of the most rewarding parts of being a REALTOR®.

The funniest thing that has ever happened to me during a showing...

It involved a seller's cat determined to escape as we showed the home. I chased that cat down the street in a dress and heels and coaxed it back inside. I am sure it provided quite a laugh for any neighbors who witnessed it!

Favorite food

Thai

Hobby

Barrel Racing

Dream vacation

The beach, books, and frozen drinks.

First thing I do at the office

My day begins by creating a plan of action. I prioritize urgent tasks, review the MLS for new listings, price changes, market status, and address any overnight calls or emails.

Most used apps

Podcast and Audible. I love to learn and I'm always listening to something even while walking my dogs or driving.

If my life were a reality show, it would be called...
Texas Cowgirl REALTOR®



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Virginia Ann Prazak

Broker/Owner-Raffaelli Realtors

What keeps me coming back every day...

I have the privilege of working with some of my absolute favorite people in town, and they have brought so much joy to my life. It is amazing to be surrounded by those you admire and those who make you belly laugh daily.

The funniest thing that has ever happened to me during a showing...

I opened the basement closet and found a life-size clown standing in the middle of the room. The husband and wife were in the middle of a divorce, and she had left it there for him to discover. Unfortunately, I was the one who found it first.

What inspired me to become a REALTOR®...

I am descended from true real estate giants. My grandmother started this real estate company, my father grew it, and I am following in the footsteps of Texarkana's REALTOR® icons. I am blessed to be the third-generation Raffaelli to own and operate Raffaelli Realtors. At times, I wonder what my grandmother would think if she walked through the doors of 1901 Mall Drive; I know she would be amazed. I have been able to create a new business model that works for buyers and sellers today, and I am so proud.

Binge watch

Bluey, DCC on Netflix, and Superstore

Splurge

Taylor tickets for my Swifties

Favorite food

Caprese sandwich from Julie's Deli on Tuesdays



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BROKER





Claudia Snow

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

I've always been fascinated by homes—whether it was the process of building them, designing their interiors, or imagining the possibilities they held. In school, I took mechanical drawing and loved it so much I even considered becoming an architect. Ultimately, I majored in home economics and taught high school, with interior design being one of my favorite courses to teach. Later, I transitioned into marketing education, and along the way, I began flipping houses. That experience blended my creativity, design skills, and business knowledge—making real estate feel like a natural next step in my career.

Go to comfort food after closing a big deal...

Big deal or small, my go-to celebration food is always Tex-Mex. I'm a true Texas girl and can't go too long without my fix of Mexican flavors!

Secret talent most people don't know...

I spent years flipping houses, from knocking out walls to painting and building cabinets. That hands-on experience transformed me as a REALTOR®—I know what's behind the walls, what can be fixed, and when a space has potential. Now, I walk into a house and envision how to open spaces and maximize its value.



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Lorraine Bell

A memorable experience with a client...

Helping out-of-state clients buy their dream home utilizing video tours and finding out that they love it even more after moving in.

What advice I would give to first-time homebuyers...

Get prequalified or pre-approved first. It is more than just paperwork. It is your ticket to negotiate from a position of strength.

The most unique property I ever sold...

A home built in 1898 with a Murphy bed from the Hotel Grim

If my life was a real estate reality show, it would be called...

Sold on Both Sides of Texarkana State Line, because dreams don't stop at the border.

Binge watch

The Chosen



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Karen Duffey

Nonprofit I wish more people knew about...

We Are Washington—it's inspiring to see the community come together to serve the youth and expand their horizons.

What advice I would give to first-time homebuyers...

The 80/20 RULE for homebuying. When shopping for a home, aim for the one that meets about 80% of your wish list, has 10% you can change, and 10% you simply accept. No house is perfect (even new construction), so focus on what matters most and let go of the rest.

What's different about my business card lately...

I have a new last name: Duffey. Gary Duffey and I got married in front of a small group of friends and family on April 5th.

Hometown

DeSoto, Texas... Go Eagles!!

Most-used app

"Hey Siri" is perfect for the flashlight app



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Jerry Don Killian

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

My previous career was in retail, and ultimately in leading the Client Service organization for a major luxury fashion house. I have always loved delivering individual client experiences, and no two real estate transactions are the same, to say the least!

My favorite part of living and selling real estate in Texarkana...

I'm so fortunate to have the opportunity to not only sell beautiful homes in Texarkana, but also in Sevier and Little River counties, where I grew up and still spend a lot of my time.

What sets me apart from others...

My entire career has been centered around service, so I understand how to advocate for a client and to help them achieve their goals.



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Hobby

Golf is my newest hobby. I'm no good, but it sure is fun... and frustrating!

Secret talent that most people don't know about...

Playing the piano—I was a music major in college



Morgan Nichols

Best career moment so far...

Selling a home to my husband and me has been my favorite career milestone so far. It was such a unique experience to be both the REALTOR® and the buyer, and it made me appreciate the process in a whole new way.

Something I use to maintain my mental health...

I maintain my mental health by staying rooted in my relationship with Jesus. I've been intentional about digging deeper into my faith—joining Bible studies, surrounding myself with encouraging believers, and starting each morning in His Word. It helps me be at peace, keeps my mind clear, my heart grounded, and my perspective in the right place.

Most recent splurge...

Getting our house and puppy all in the same day. That was a big splurge—haha!

Hometown

Texarkana, Texas

Hobby

Working out or just staying active in some way, traveling with my husband or just being with each other, and enjoying quiet moments in God's Word and growing in my faith through Bible studies.



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Tessa Ray

What I love most about living and working in Texarkana...

I love seeing familiar faces when I am out and about. The warmth of a good hug from an old friend I randomly see in Target is such a treat. I love living and working in a town where the people ask about my mom or comment on my grandkids' pictures. I can't imagine living in a place where all the faces were strangers.

My top three must-haves when buying a home...

There are definite requirements that I feel most people share in selecting a home, but my top requirement is that it is not cookie-cutter layout. I also want a home that gives me a sense of peace when I'm there, whether that be found in a nice view, the sound of water, or even in a special room or porch. Lastly, I want a home with character. I love homes that feature design elements built right into the home so that it is beautiful with or without decor.



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Favorite meal in town

The honey butter chicken at Pecan Point is a town treasure. If you haven't tried it, you're missing out!

Dream vacation

I've always wanted to stay in an overwater bungalow! I love any vacation with a beach and clear blue water.