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MAY 2025

# REAL PRODUCERS<sup>®</sup>

Paige  
Gary



**Partner Spotlight:**

American  
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**Rising Star:**

Kirsten Riggs

**Broker Feature:**

Lauren Gardiner  
with Parish Realty

**Ask the  
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# A Note From the Publisher

*Providing a platform to celebrate and unite the top real estate professionals across Acadiana!*

BY DRAKE ABSHIRE

Hello Acadiana Realtors!

## Spring Is Here—Let's Make the Most of It!

Here comes one of the busiest seasons in real estate! The market is heating up, phones are ringing, and buyers and sellers alike are making big moves. With school almost out, families are preparing for summertime transitions, which means now is the perfect time to take advantage of the momentum. Whether you're listing homes, helping buyers find their dream property, or making strategic moves in your business, this is the season to thrive.

The key to success during this time? **Stay proactive!** Use this surge of activity to reconnect with past clients, check in on referrals, and ensure your listings are getting maximum exposure. People are ready to make decisions, and the more visible and engaged you are, the better positioned you'll be to close deals.

## Welcome to Our New Preferred Partner!

We are thrilled to welcome **CTL Roofing & Construction** as our newest **Preferred Partner!** If you or your clients have a running list of home improvement projects, look no further. CTL Roofing & Construction is a team of **licensed general contractors** who specialize in roofing, renovations, and all those home upgrades that make a property stand out. Whether it's a seller preparing their home for the market or a new homeowner looking to make improvements, CTL is ready to deliver top-notch results. We are excited about this partnership and look forward to growing together!

## Who's the Next Rising Star? We Want to Know!

As always, we're on the hunt for **Rising Stars** in the real estate world. This isn't just about agents closing big deals—it's also about the **leaders, mentors, and behind-the-scenes professionals** who are making an impact. If you

know someone who is making waves in the industry, let us know! We want to highlight and celebrate the hard-working professionals who are setting new standards and helping others succeed.

Nominations are open, so take a moment to recognize those making a difference. It could be a top-producing agent, a brokerage leader, a marketing specialist, a transaction coordinator, or anyone whose dedication is helping the real estate community thrive. **Send us your nominations, and let's give them the spotlight they deserve!**

## Here's to a Season of Growth & Opportunity!

With so much movement happening in the market, now is the time to **take action, make connections, and maximize opportunities.** Whether it's closing more deals, forming new partnerships, or simply staying top of mind with your clients, make this season work for you.

We're excited to see what the next few months bring, and as always, we're here to support and celebrate the incredible professionals who make this industry great. Let's make this spring one to remember!

With heartfelt thanks,



DRAKE ABSHIRE  
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# KIRSTEN RIGGS



PHOTOGRAPHY BY WESLEY SUN CHEE FORE



**How many years have you been a realtor?** 4 years this month (May)

**What is your career volume as a realtor?** \$7,470,550

**What was your total volume last year?** \$3,121,100

**What awards have you achieved as a realtor?** Top Producer for Evolve Realty in 2023 & 2024

**When did you start your career in real estate?**

I started my real estate career in May 2021 in the peak of Covid.

**What did you do before you became a realtor?**

Before real estate, I was in college at the University of Louisiana at Lafayette (UL) studying Business Management. While I learned a lot, I quickly realized that the traditional college route wasn't for me. Since I was a kid, I always knew I

wanted to build something of my own, which led me to real estate.

**What are you passionate about right now in your business?**

Right now, I'm passionate about building meaningful relationships while also focusing on self-development. I truly believe that as you grow internally, you naturally attract the right opportunities, people, and success for both yourself and your business. The more I invest in personal growth—whether through mindset shift, education, or new experiences—the more aligned I become with the path meant for me. Growth isn't just about business strategy; it's about becoming the person who can sustain the success you're working toward.

**What has been the most rewarding part of your business?**

The most rewarding part of my business has been the connections and relationships I've made because those are here for a lifetime and the joy my clients have once they've closed on their property.

**What was your biggest challenge as a realtor?**

The biggest challenge I faced was definitely adjusting to the pace and unpredictability of the real estate world. Every day is different, and every day has its own set of hurdles. I quickly learned that the key to success in this business is adaptability.

**How does real estate fit into your dreams and goals?**

Real estate aligns with my dreams and goals by allowing me to build a career based on impact, growth, and time freedom. I'm passionate about helping people find properties that truly fit their needs whether it's a first home, an investment, or a forever space. At the same time, real estate gives me the opportunity to grow my own business, create wealth, and build long-term stability. My goal is to continue expanding my expertise, building strong relationships, and making a lasting mark in the industry.





**What's your favorite part of being a realtor?**

My favorite part is connecting with people and making their dreams a reality. There's nothing like finding the perfect place for someone and knowing you were a part of their journey.

**Define success.**

Success to me is achieving the goals I've set for myself but also having the ability to design my own life on my terms while making a meaningful impact on others and walking in my God-given purpose.



**Tell us about your family.**

My family means everything to me. They've been with me through every milestone, cheering me on and helping me navigate the ups and downs. My mom is actually my broker and runs a successful construction company, so real estate runs in the family! Honestly, I couldn't ask for a better group of people behind me, helping me stay grounded and pushing me to be my best every day.

**Favorite books? Podcasts? Motivational Quotes?**

Although I have many books and podcasts I love, my current favorite book is "The 12 Week Year" which focuses on productivity which is needed in the real estate business. My favorite podcast to listen to is "The Dept with Omar El-Takrori". Favorite quote: "You are the greatest project you will ever work on".

**Are there any charities or organizations you support?**

Yes 100%, I am passionate about helping cultivate the next generation and have

actively been involved in visiting local schools to speak to students about the importance of education, personal development, and pursuing their dreams. While this isn't part of a formal organization, it's something I truly enjoy doing because it allows me to give back to my community and inspire students. Additionally, I proudly support St. Jude Children's Research Hospital. It's an honor to support an organization that not only focuses on healing but also gives hope to families during difficult times.

**What are your hobbies and interests outside of the business?**

Outside of real estate, I enjoy running Klé Esthetics, my esthetics spa where I focus on corrective skin care treatments for all skin types. As far as hobbies, I also love staying active with fitness and indulging in different types of workouts such as pilates, hot yoga or lifting. Another favorite is traveling and seeing the world which inspires me to do more and be more.

**Given your status and expertise, what is some advice you would give the up-and-coming top producer?**

My advice to an up-and-coming top producer is to always stay hungry for knowledge. Never stop learning, whether it's new market trends, negotiation strategies, or just better ways to connect with others. The market is constantly evolving and the most successful agents are the ones who can adapt. Also, remember that this business takes time to grow and success isn't overnight. But if you keep showing up and staying true to your values, the results will follow.

**In closing, is there anything else you would like to communicate using this Acadiana Real Producer platform?**

I just want to say how grateful I am to be part of such a vibrant and supportive community. I've connected with so many amazing people and I'm excited to see what the future holds.







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A mother/daughter duo fills a bucket of mulch at Vermilionville Parish Proud Day

WRITTEN BY SARAH MARY TOCE-DONLON

Have you ever wanted to show a client a gorgeous home but had to plot the route with incredible precision to ensure you missed the unsightly blight and litter on roadways and in various parts of our community? Imagine a future where every route you take is the scenic route—where beautifully maintained neighborhoods, thriving green spaces, and vibrant community hubs welcome homebuyers with open arms. That’s Parish Proud’s vision and mission.

**What is Parish Proud?**

In the heart of Acadiana, where culture and community thrive, there is an organization dedicated to ensuring our shared spaces reflect the vibrancy of the people who call this region home. Parish Proud, incubated five years ago by the Stuller Family Foundation, was born from a vision: to create a cleaner, greener, and more beautiful Acadiana. Founded on the principle of stewardship—a lesson Matt Stuller

learned as a Boy Scout—Parish Proud has evolved from a grassroots effort into Acadiana’s only Placemaking nonprofit, leading the charge in litter mitigation, beautification, and community revitalization.

**The Evolution of Parish Proud: From Cleanups to Placemaking**

When Parish Proud first launched, our primary focus was litter mitigation. Through organized cleanups, public service announcements, and education initiatives, we sought to tackle the visible problem of litter in our community. However, we quickly realized that true transformation required more than just picking up litter—it required a shift in how people see and interact with their surroundings. This insight led to our pivot toward Placemaking, an approach that integrates environmental stewardship with revitalization efforts to create spaces people are proud to live, work, and play.

In just five years, Parish Proud has made a significant impact:

- **Hosted 1,675 events**
- **Engaged nearly 10,000 citizens**
- **Beautified over 12 million square feet**
- **Collected 250 tons of litter**
- **Planted 232 trees, offsetting 4,872 kilotons of CO<sub>2</sub>**
- **Saved taxpayers \$817,000 through cost avoidance**

These numbers tell a compelling story of a community rallying together to create a legacy of lasting change.

**Why Does This Matter to Realtors?**

As real estate professionals, you understand better than most the power of place. Buyers aren’t just purchasing homes; they’re investing in neighborhoods, in communities, and in the quality of life a location offers. That’s why the work of Parish Proud is directly aligned with your mission.

**1. Business Development & Property Value:** A clean, well-maintained neighborhood is more attractive to potential buyers and businesses. Studies show that properties in well-kept areas appreciate at higher rates, benefiting homeowners, investors, and the local economy. Realtors who align with beautification efforts can differentiate themselves by offering clients not just a house, but a home in a thriving, cared-for community.

**2. Attracting New Residents & Workforce:** Employers looking to relocate or expand their businesses prioritize areas with strong community infrastructure. A region that actively invests in beautification and shared spaces becomes a magnet for talent, making it easier for realtors to sell homes to newcomers who are choosing where to put down roots.

**3. Building Community Trust & Engagement:** By participating in or sponsoring Parish Proud initiatives,

realtors and brokerages can demonstrate their commitment to community improvement. Whether through neighborhood cleanups, tree plantings, or park revitalizations, your involvement signals to potential clients that you’re invested in more than just transactions—you’re invested in your client’s future in Acadiana.

**Parish Proud Day: Plug-and-Play Community Impact**

**Parish Proud Day** is Acadiana’s largest, family-friendly service project designed to make volunteering both impactful and enjoyable. Think of it as a combination of a “Fixer Upper” renovation project and “The Amazing Race” challenge—bringing together hundreds of individuals and organizations to make a tangible difference in just a few hours. Due to the overwhelming enthusiasm for Parish Proud Day, we’ve begun expanding our strategy to accommodate even more volunteers across multiple locations:

- **Earth Day Celebration – April 2025:** We recently wrapped up our first successful event of 2025 at the Domingue Recreation Center, Clark Field, and The Greenhouse Senior Center, which focused on large-scale beautification projects like a playground and parking lot refresh as well as a press box and a 1600 ft. fence repaint.
- **Love Our Schools Project – September 2025:** Taking place at three schools in Scott, this initiative emphasizes the connection between how educational environments impact a student’s ability to learn. Parish Proud efforts offer families a cleaner, more inviting place to grow.

These events provide an easy entry point for real estate professionals looking to get involved. Whether through team participation, sponsorship, or client engagement initiatives, your brokerage can play a role in reshaping Acadiana’s landscape.



A volunteer preps the pond pavilion at Girard Park before beginning to paint.



How You Can Get Involved

- 1. **Join a Cleanup or Beautification Project:** Get your office involved in a hands-on project to make an immediate difference.
- 2. **Sponsor an Initiative:** Show your commitment to community revitalization by supporting a Parish Proud event.
- 3. **Educate Clients & Homebuyers:** Share information about local Placemaking efforts and the benefits of community involvement.
- 4. **Leverage Parish Proud's Efforts in Your Marketing:** Highlight nearby beautification projects to showcase the value of the areas where you sell homes.

Together, We Shape Acadiana's Future

Acadiana's identity is deeply tied to its rich culture, strong community, and lively spirit. Parish Proud is ensuring that our physical spaces reflect that identity, making our neighborhoods places where people want to live, work, and invest. Realtors have a unique opportunity to be at the forefront of this movement, not only by helping clients find their perfect home but by playing an active role in shaping the communities those homes are a part of. Let's work together to make Acadiana not just a great place to visit, but a place we are all proud to call home.



Parish Proud planned and hosted Keller William's Red Day 2024 at the Children's Museum of Acadiana.



A young man repaints the Parc International Fence at Parish Proud's largest Parish Proud Day in Downtown Lafayette, 2023.

CONTACT US!

If you would like to get involved, please contact Sarah Mary Toce-Donlon at Sarah.Mary@ParishProud.org or visit their website at www.parishproud.org



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# Paige Gary

WRITTEN BY JESS WELLAR  
PHOTOGRAPHY BY WESLEY SUN CHEE FORE

“I wear a bracelet on my wrist every day that says ‘curated’ and ‘elevated’ because it’s such an important reminder,” Paige Gary explains. “I want every client to have an experience that’s memorable, and feels thoughtful, intentional, and above all, special.”

For Paige, professionalism, passion, and her nurturing nature have created a powerful combination that’s defined her career at Real Broker LLC. With consistent annual sales in excess of \$10 million, she’s established herself as a trusted agent who takes her responsibilities seriously while loving every second of it.

## A Natural Fit

After spending 25 years as an interior decorator, Paige had already mastered the art of transforming spaces, building relationships, and a knack for presentation. Her design career also

allowed her the flexibility she needed while raising her four daughters with her husband’s strict schedule as a golf pro. But as the girls got older, she was ready for a change.

Initially balancing real estate part-time while continuing her design work, Paige quickly realized she had found her true passion. “I had always loved looking at homes,” Paige recalls.

“It’s fun and exciting,” she continues. “My interior design background is my secret weapon in real estate. I can walk into a home and immediately suggest how to arrange furniture, declutter, or freshen up a space to make it more appealing and sellable.”

## Prioritizing

### Professionalism

Paige’s emphasis on professionalism is a cornerstone of her success. That attention to detail

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has helped Paige exceed expectations while being a consistent top producer over the years. Her commitment to her craft also earned her Real Broker LLC's prestigious Real Luxury Designation, a recognition held by only two agents in the entire state as well as the Certified Luxury Home Marketing Specialist designation.

"I specialize in providing a luxury experience, but I'll help everyone," she points out. "I love working with first-time homebuyers just as much as luxury clients. No matter who I'm working with, they deserve exceptional service."

"Professionalism is the most important thing to me," Paige affirms. "People form opinions based on how you present yourself, how you dress, and if you're punctual — or even three minutes late for an appointment. Those details matter."

Paige's devotion to her clients has also shaped her reputation as a Realtor who truly cares.

"I've had many clients tell me that I treat them like family, that they feel valued and cared for throughout the process," Paige shares. "They're much more than a commission check to me, and

I think that shows in how I approach my business."

**Better Together**

Paige's nurturing nature extends to her growing real estate team as well. Recently, her daughter Claire joined her in the business, forming The Gary Group.

"We aren't a traditional team, but we work together really well," Paige smiles. "Having Claire on board allows us to always be available to our clients, and it's been an amazing opportunity to combine our skills; she has a marketing degree from UL and previous



“MY INTERIOR DESIGN BACKGROUND IS MY SECRET WEAPON IN REAL ESTATE.”





experience working for a local marketing company.

“I also believe you can’t learn real estate by just attending classes,” she points out. “I have a maternal attitude and love teaching people; I’ve even given talks at my daughter’s sorority about real-world life skills — like how to dress for success or build a solid résumé. I want everyone to succeed, and I’m always happy to share my wisdom.”

#### Faith And Family

Paige’s faith plays a powerful role in her life, influencing both her business approach and her personal outlook.

“I believe that God gives me what I can handle,” Paige states. “He led me to real estate at a time when I could dive right in and devote myself to this career. I’m incredibly blessed, and I don’t take that for granted.”

While she loves going to work each day, Paige’s family is her greatest pride and top priority.

“To me, success is defined by my 36-year marriage — and the fact that I still love him!” Paige laughs. “And also by the four incredible daughters we’ve raised to have drive and ambition, to be honest and kind, and to love one another fiercely. They’re each other’s best friends, and that means the world to me.”

Paige met her husband, David, in college while working at Red’s, a local health club. David is a golf professional at The Wetlands, and together they’ve built a beautiful life with their daughters: Kate, Sarah, Claire, and Anne Marie. The

Gary home is also filled with several furry friends — Ollie, their Yorkie mix, and two cats named Rue and Catfish.

“We’re in an exciting season right now,” Paige beams. “I’m busy planning two weddings for my daughters, one later this year and one for 2026!”

Paige’s passion for serving others is reflected in her deep involvement with the St. Jude Dream Home Giveaway. For the past 15 years, she has volunteered her time and design expertise to create stunning spaces for this impactful event.

“My family and I even took a trip to Memphis to visit the hospital so my kids could see the impact of our work,” she adds. “It’s such a joyful place, and it’s incredible to know we’re contributing to something that changes lives.”

In addition to her work with St. Jude, Paige serves as a Eucharistic Minister at St. Joseph Catholic Church and is on the Building Committee as well as her HOA’s Architectural Committee.

#### Looking Ahead

If there is one thing that is clear, Paige has no plans to slow down anytime soon.

“I love this career too much to even think of retiring,” Paige emphasizes. “I want to be the agent that buyers and sellers think of first, and I want each client to have my signature luxury experience. Every client’s goal becomes my mission, and I love being the person they can count on to make their dream home a reality.”



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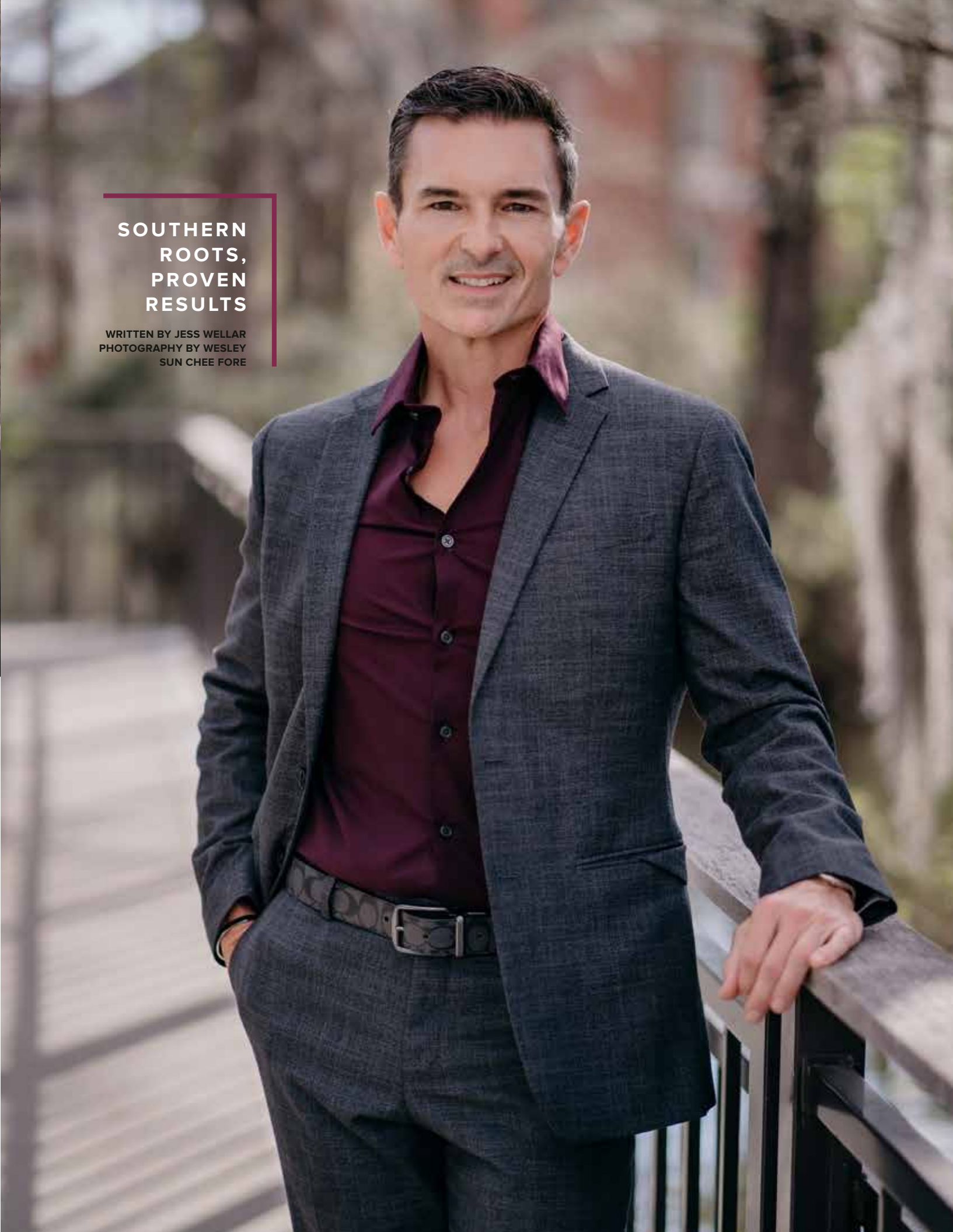







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WRITTEN BY JESS WELLAR  
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SUN CHEE FORE



# NATHAN BRAUD

*with* American South Mortgage

When Nathan Braud joined American South Mortgage as an owner in 2001, he envisioned a company that put relationships, communication, and service first. Today, with over 24 years in the mortgage industry and offices spanning Louisiana and Texas, Nathan’s vision has grown into a thriving business that continues to prioritize the client experience.





Nathan and his daughter, Morgan. She's a licensed loan officer and also handles the company's marketing and social media.

### A Solid Foundation

Born and raised in Thibodaux, Louisiana, Nathan earned a bachelor's degree in management with a minor in finance from Louisiana Tech. While still in college, Nathan began an internship with Wells Fargo. That role turned into a full-time position after graduation, and Nathan quickly worked his way up to local branch manager.

"My background has always been in sales and finance," Nathan recalls. "And after a few years, I noticed the potential and benefits of owning your own mortgage company."

He teamed up with one of his former Wells Fargo managers, Brent Gonzales, in 2001 at American South Mortgage, and the rest, as they say, is history.

### A Company That Cares

Since its inception in 1999, American South Mortgage has grown steadily. The company now boasts seven offices throughout Louisiana and two in Texas, with a new Baton Rouge office recently opened. What began with just two employees has grown into a dedicated 20-person team, serving clients across the Gulf region with licenses from Texas to Florida.

"Our customers like us because we offer competitive rates and fees, quick turnarounds on their loans, and great customer service," Nathan points out.

Realtors especially appreciate the company's proactive communication and ability to guide clients through the entire process. Their company motto 'Your Mortgage Experts' reflects that dedication.

"We treat every client like family and realize that without the partnership of our real estate professionals, we wouldn't be here," Nathan emphasizes. That focus on personalized service has helped American South Mortgage build a strong reputation across the Gulf Coast over the last two and a half decades.

For Nathan though, one of the most fulfilling aspects of his work is helping

clients who may have been turned down elsewhere by getting creative.

"I enjoy the challenges that come with some loan programs," he admits with a smile. "Having the history and knowledge of this business, I often see clients that were told 'no' by our competitors — and it's rewarding to tell them they get a 'yes' from us."

### Proudly Giving Back

In addition to helping homebuyers achieve their goals, Nathan and his team at American Southern Mortgage are devoted to giving back to the communities they serve.

**"Our customers like us because we offer competitive rates and fees, quick turnarounds on their loans, and great customer service."**

"As a company, we volunteer for many organizations in each of our respective markets," Nathan points out with a touch of pride. "We've taken a face-forward approach to giving back, whether it's sponsoring local charities or volunteering hands-on."

His Acadiana team is actively involved in Downtown Houma festival events, volunteering multiple times each year, and most recently, they helped raise over \$4,000 for the Acadiana Veterans Alliance (AVA), an organization dedicated to supporting Louisiana veterans.

### A Family Business

For Nathan, building American South Mortgage has been more than just professional growth — it's a future legacy. His daughter, Morgan, joined the company in 2021 and now handles much of the company's marketing and social media. She's also a licensed loan officer based in Houston.

"It's been incredible to build the business with a strong personal vision, and now have the opportunity



to pass that legacy down to the next generation,” Nathan grins.

Outside of work, Nathan is passionate about music and enjoys traveling to experience live performances when time allows.

“I love seeing new artists at places like Austin City Limits and attending music festivals like JazzFest,” he elaborates. “My next big trip will take me to Bonnaroo next month.”

#### **Always Innovating**

Over the years, Nathan has certainly seen his share of significant changes to the mortgage industry. Technology has made the process faster and more efficient, but it has also introduced complexities that require mortgage professionals to stay sharp.

**“It’s been incredible to build the business with a strong personal vision, and now have the opportunity to pass that legacy down to the next generation.”**

“The mortgage industry is evolving toward greater digitalization, regulatory adaptation, and innovative lending solutions while responding to economic trends and shifting home buyer needs,” Nathan explains.

He notes one loan product that’s especially popular right now is the DSCR loan, designed for investment properties.

“The DSCR loan is based on future rents received for the borrower to qualify,” Nathan elaborates. “It’s very attractive for new investors who might not be able to show traditional cash flow.”

He adds that he will keep expanding the business as the right people come along. But he’s not one to chase.

“I have always taken an organic approach to expanding naturally,” he shares. “I prefer to attract employees to myself rather than the other way around.”

#### **CONTACT US!**

To learn more about American South Mortgage or to book an appointment, visit [www.MyAmSouth.com](http://www.MyAmSouth.com) or call Nathan Braud today at 985-859-3682.

From left to right:  
Brittany Laverne,  
Nicki Scales,  
Nathan Braud,  
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# Lauren Gardiner

Reading  
(While Leading)  
The Room

WRITTEN BY  
JESS WELLAR  
PHOTOGRAPHY  
BY WESLEY SUN  
CHEE FORE



“My only  
concern is for  
my agents.”

in child development psychology. To help cover costs while attending grad school, she earned her real estate license in 2009 after both her grandfather and a cousin encouraged her decision.

“My grandfather was an entrepreneur that started his own company in the ‘60s and he had a deep love for real estate, teaching me about the value behind it all,” Lauren recalls. “And my cousin left medical device sales to practice real estate, explaining you are in control and the skies are the limit...” “So I figured real estate would be something I could do while going to school,” she continues. “But then I fell in love with it and never looked back.”

After earning her broker’s license in 2015, she still had no plans to create her own company.

“I just wanted to work for myself,” she admits. “I come from a long line of entrepreneurs.”

But when agents started reaching out and asking to join her, Parish Realty Acadiana was born. Since then, Lauren has carefully shaped the brokerage into what it is today: intentionally boutique, with just 10 agents on her roster.

“I’m not looking to grow just for the sake of growing,” she points out. “I always want the right fit; agents who are independent, but realize they can always come to me if they need help.”

Her agents know Lauren’s leadership style well: she isn’t a micromanager and there’s no question her background in psychology helps her understand where people are coming from.

“I trust my agents to stand on their own feet,” she affirms. “I also encourage

“As a practicing broker, I genuinely want my agents — and other agents — to succeed,” Lauren Gardiner begins. “I am in their shoes and they know to reach out whenever they need any guidance. I’m rooting for each and every one of them to be successful.”

That quote sheds a great deal of light on Lauren’s approach to leadership, a signature blend of support, genuine care, and a knack for keeping things organized.

As the owner and broker of Parish Realty Acadiana, Lauren’s focus is squarely

on her agents, ensuring they have the resources and opportunities they need to provide the best service possible.

“I’m not chasing volume or trophies,” Lauren affirms. “My only concern is for my agents. Do they need leads so they can feed their families?”

**Building A Business With Intention**  
Lauren is the first to admit she had no intention of managing a brokerage. After graduating from LSU with a bachelor’s degree in psychology in 2008, she initially planned to pursue a doctorate





them to have patience with others' emotions and understand they're helping people through some of the biggest purchases or sales of their lives."

She continues, "As a broker, you deal with so many different personalities and it's important to understand human behavior to understand your agents, your clients, and even the agents on the other side of the transaction to know how to pivot."

#### **Service Over Sales**

While Parish Realty Acadiana produced an impressive \$18 million in sales across 90 transactions in 2024, Lauren's focus has never been about hitting a number.

"We're people-oriented, not volume-oriented," she states. "Success for me is when our business thrives off word-of-mouth referrals. It's about the experience we provide for our clients, not just closing deals."

This people-first mindset reflects Lauren's strong belief in relationship-building.

"Integrity and knowledge are everything in this industry," she advises. "And kindness. Agents should always be mindful that they're working as a team with the other agent to get to the closing table with both parties feeling good about the outcome."







Lauren remains a practicing broker, actively selling while supporting her team. That perspective has allowed her to foster a positive, supportive culture within her brokerage by being in the trenches with her agents. To maintain the equilibrium of managing while producing, Lauren credits staying organized with various systems in place, as well as her associate broker, Robyn Wells, for being her steady right hand.

“Robyn is my balance and a great ‘work wife,’” Lauren laughs. “I really couldn’t do this without her. If my agents can’t reach me, they know they can count on Robyn. And we are constantly bouncing ideas off of each other and both thinking outside the box.”

#### **Strong Family Ties**

Away from real estate, Lauren’s life is centered on her tight-knit family.

Married for five years to her husband, Chance, Lauren is a proud mom to her three daughters: Eisley (15), Penelope (13), and Ophelia (10).

“My girls are amazing,” she beams. “They dance, tumble, and play tennis, which keeps us busy!”

Their household is also full of furry (and feathered) family members with plenty of personality.

“We have four pets: two cats (Maui and Fred), a bird (Tweedle), and a bunny (Doug),” Lauren shares. “Our cat Maui thinks he’s a dog, and the other, Fred, thinks he’s a human. Our bird Tweedle likes to cough on people, and bunny Doug is living his best life in the woods behind our home and still occasionally likes to come and eat everything out of my garden!”

The Gardiner family loves to travel when time allows, recently enjoying a trip to Disney with plans to visit Seaside, Florida, next. Back home, Lauren embraces her creative side with hobbies like gardening, cooking, and herbalism, channeling her love of natural remedies by making her own tinctures to promote healing and wellness.

On the homefront, Lauren’s living arrangement is quite special. In 2019, her sister moved next door, and over the years, three of Lauren’s brothers followed suit.

“Our backyards all touch now,” Lauren notes. “It’s like one big compound — we’re always cooking together and hanging out while raising our kids together. It’s a lot of fun!”

While Lauren’s achievements are impressive, she remains grounded and humble, never losing sight of what matters most.

“I love focusing on today and living in the present,” she smiles. “I’m exactly where I need to be, and I’m not going anywhere.”



“I’m exactly where  
I need to be, and I’m  
not going anywhere.”



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