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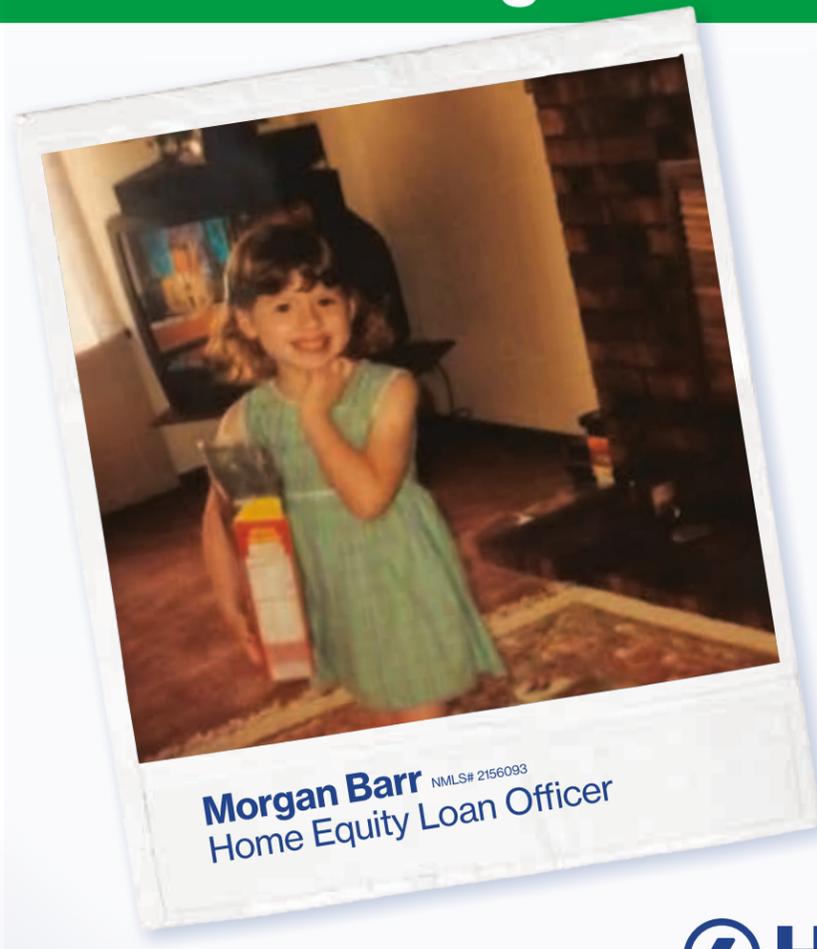
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In 1996, the United States hosted the Summer Olympics in Atlanta, the Spice Girls kicked off a wave of “Girl Power” with their '90s pop music, and Scottish scientists successfully cloned a sheep named Dolly. The internet was still in its infancy, email was gaining traction, and one Lubbock woman was embarking on a real estate journey now 29 years strong.

Before entering real estate, Nancy Garrett worked as an area marketing manager for Southwest Coca-Cola Bottling Company in Lubbock, Amarillo, and Lawton. Seeking a more flexible schedule so she could be present with her young children, she began assisting her husband, Greg Garrett, a real estate broker. “I originally saw my role as more administrative, helping Greg with scheduling, key boxes, and documentation,” Nancy shares. “I eventually worked my way into being his buyer’s agent. Then, as my children grew and were in school, I transitioned into a listing agent and eventually became a broker.”

Today, Nancy happily works alongside Greg, their son, Houston, and his wife, Madilyn. “Getting to work as a family real estate team is the most fulfilling part of my job,” Nancy remarks, adding that she and Greg chose Keller Williams Lubbock for its culture and the opportunity to align with top-producing agents. “It was the right fit for us as a family team.” It was also the right place for her to assist her clients with their largest asset, whether buying a first home, selling a family homestead, or investing in real estate.



“
The lessons I’ve
learned the hard
way have made
me a better person
and REALTOR®.
I learn something
new with each
transaction.”



Nancy calls real estate both rewarding and humbling, and on tough days, she reminds herself of the positive difference she makes in people’s lives. Drawing energy and encouragement from those around her, Nancy mentions her family, clients, fellow agents, and several pillars of the industry. “I loved Barbara Rains and her work ethic,” she says. “Kay Key was wonderful with people. Linda Chapman was another great REALTOR® who knew how to care for her clients well. Pat Ham was ever the professional, and I always looked up to her.”

When folks describe Nancy, words like *loyal, conscientious, and a good friend* abound. Her stellar communication skills set her apart and translate into exceptional experiences for her buyers and sellers. The foundation she has built for success is simple: “Do the hard work before going on the market, know the market, keep your clients informed, and keep in mind that everyone goes through tough times; you never know what the other person is dealing with, so be kind.”

Nancy recalls one conversation that required a mix of kindness and tough love with a couple preparing to sell their home before building their dream house. Recently adopted rescue pets had damaged the furniture, and the home needed to be decluttered. When Nancy learned they planned to throw out the damaged furniture after the sale and replace it with nicer pieces from the basement, she encouraged them to make the switch before listing.

The husband was reluctant, insisting buyers should be able to “overlook” the flaws. Nancy explained that, like first impressions in dating, most buyers fall in love with a home at first sight. “I asked him if he remembered the first time he saw his wife,” Nancy recounts. “Did she have on a torn-up bathrobe, pink curlers in her hair, and no makeup? Of course not. She was dressed up and looking cute.” He eventually agreed, and the home sold quickly at a top-dollar price. Later, a vendor who had seen the transformation praised how sharp the home looked, and the seller admitted that Nancy’s advice had paid off.

Nancy’s almost three decades in real estate have taught her well, and she counts both the wins and losses as essential to building her business. “I don’t dwell on the mistakes I have made,” she comments. “The lessons I’ve learned the hard way have made me a better person and REALTOR®. I learn something new with each transaction.” Her plan for the future is to continue serving her clients, continually improve, and stay true to her faith. She is most grateful that God would provide a way for her to have a relationship with Him.

Although she reveals that she is *always* working, Nancy loves spending time with good friends and family. She and Greg recently returned from a trip to Seattle and the Victoria area with their son, Houston, and his wife, Madilyn, and their daughter, Hope, and her son-in-law, Jake, who live in Idaho. Hope is a



nurse, and Jake is in the CRNA program at Gonzaga. “Hope and Jake are expecting a son in December, and Greg and I will be first-time grandparents,” Nancy beams. “We are so excited.” Nancy and Greg also have two dogs: a 14-year-old Shih Tzu named Gia and a new cockapoo puppy named Winnie.

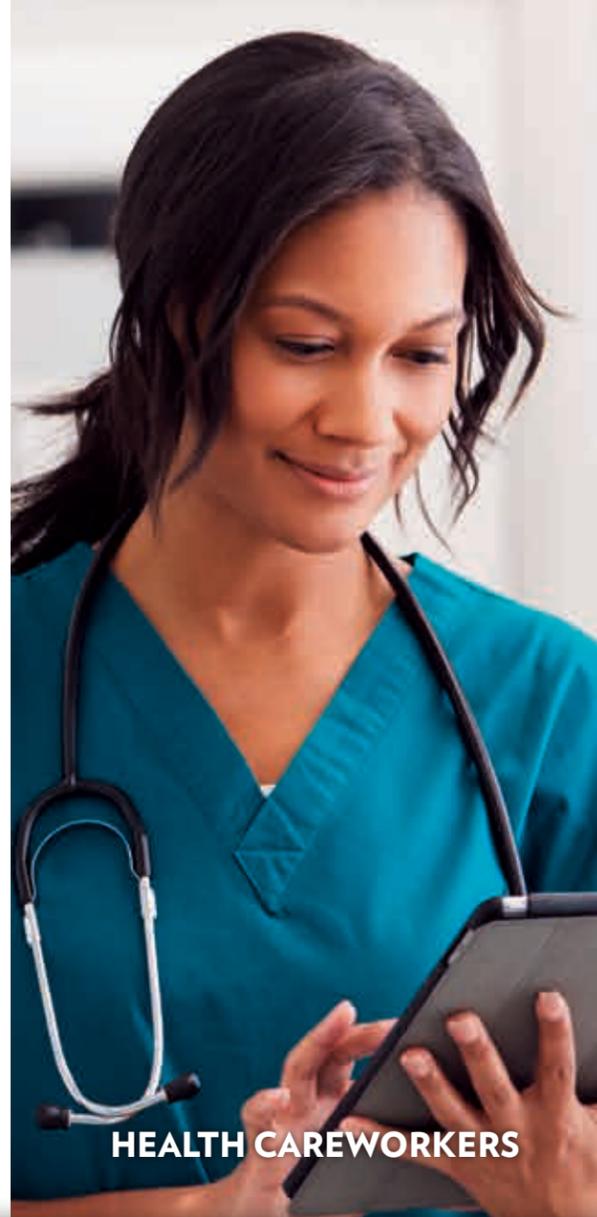
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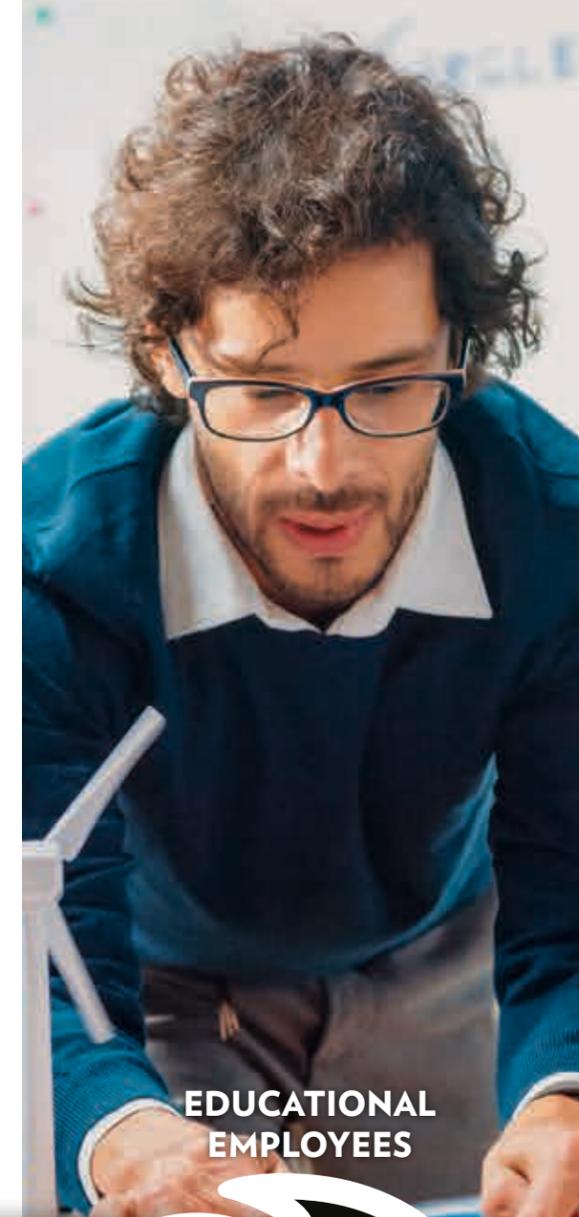
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LIBBY DRAUGHON

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STORY BY KAELEA PENA
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You could say Libby Draughon's real estate journey officially began in 2014, but the truth is, the seeds were planted long before that, during the sale of her own home in Alpharetta, GA.

Libby went the FSBO route (cue the collective groan from seasoned agents), and in the middle of a tense moment between the buyers and a contractor, she found herself mediating with unexpected ease. After everyone walked away smiling, the contractor turned to Libby and said, "Have you ever thought about being a REALTOR?"

You're kinda good with people." She laughed it off at the time, but his words stuck with her, as did the quiet nudging in her heart.

Years later, at a Lubbock-Cooper football practice, a "random" conversation with her friend Betsy Mitchell opened a door she didn't even realize she was looking for. "It's clear now that God was gently guiding me all along, from a school classroom where I once taught with passion to the dynamic, people-first world of real estate," Libby reflects. She didn't find this career; it found her. And for that, she's truly grateful.



Over the years, Libby has been blessed to work in some exceptional environments and learn from the best in the business. A couple of years ago, Tanner Dean invited her to coffee to talk about Clear Rock Realty. She accepted, mostly out of respect and the joy of reconnecting. Eventually, she met with him and Ruben a few times, and when they asked to meet again, she almost hesitated—until she accidentally hit “send” on her reply. Libby brought her husband to that meeting for a second opinion. On the way home, he told her, “You’d be crazy not to join them.” Libby recalls, “I had been praying for clarity, and in that moment, the answer couldn’t have been clearer.”

Today, Libby thrives in her role as a real estate coach at Clear Rock, where she equips agents with the tools, confidence, and strategies they need to succeed. “You don’t truly realize how complex our job is until you start teaching it and walking someone through their first transaction,” she explains. Watching an agent transition from uncertainty to empowerment is incredibly fulfilling. Each deal brings a new lesson, and she loves passing along what she’s learned. Some transactions require extra patience, but she has learned from her mentors that, at the heart of it all, a REALTOR® is a problem-solver. There will always be bumps in the road, but there’s almost always a way forward for buyers who want to buy and sellers who want to sell.

While real estate keeps her busy and inspired, home is where Libby’s heart truly rests. One of

her greatest joys these days is answering to the name “Lovie,” her new nickname as a grandmother, which she wears proudly. Spending time with her grandson, Hanks, is hands-down her favorite thing to do. Last year, she and her husband took a memorable trip to Scotland, and next up is Paris. Closer to



Above: Davis Draughon
Right: Will Draughon with Hanks



Photo by Haley Plenger, Color and Beam

“I HAD BEEN PRAYING FOR CLARITY, AND IN THAT MOMENT, THE ANSWER COULDN’T HAVE BEEN CLEARER.”

home, they enjoy hiking at Caprock Canyon, a peaceful place to recharge.

Life is full and rich. Libby serves alongside her husband, Kenyon, who is the worship pastor at First Lubbock, leading worship most Sundays, a true joy for them both. They’ve been married for 38 years and have two grown sons. Their oldest, Davis, recently earned his real estate license and works with Libby when he’s not touring as a professional

musician. Their younger son, Will, lives in Dallas with his wife, Gracie, and their sweet son. “We treasure time with our extended family scattered across Texas, North Carolina, Florida, and Alabama—and our lovable doodle, Millie, keeps us laughing through it all,” Libby shares.

Libby wouldn’t change a thing about her journey. While part of her wonders what might have happened if she’d started sooner, she

believes her path unfolded exactly as it should. Real estate has been the perfect fit, and she looks forward to many more years of walking clients through this exciting and emotional process. Libby’s not sure she’ll ever entirely retire; this work brings her true happiness, and she loves the flexibility it offers. “Whether I’m at the office, on a beach, or across the world with my laptop, I’m grateful to do what I love, wherever life takes me,” Libby smiles.

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week. "For example, if I clean the kitchen this week, I'll clean the floors or bathrooms next week," Misty explains. "That way, we clean homes a little differently each time, which has worked great and keeps our customers happy."

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THANK YOU FOR JOINING US AT WINE DOWN AT THE WINERY!



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PHOTOS BY ALICEA MULLINS,
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A heartfelt thank you to everyone who joined us at the beautiful Llano Estacado Winery for our summer Real Producers event, *Wine Down at the Winery!*

We are incredibly grateful for the support of our **Premium Sponsor, Alliance Credit Union**, and our **Silver Sponsors: Hub City Title, 3-8 Real Estate Inspections, and Lubbock Abstract and Title.**

Guests enjoyed a delicious, beautifully curated charcuterie board by Lenore Hernandez of Tasteful Platter, along with refreshing Llano Estacado wines and ice-cold beer, ideal for a warm summer day. We always appreciate Alicea Jare Mullins, not only for her

wonderful presence, but also for her incredible photography.



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Congratulations to Lenore, Joanna, Barbara, and Jon for winning gift cards and a bottle of whiskey from Alliance Credit Union!



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The venue was a true highlight. The spacious and charming setting at Llano Estacado Winery, located on 1585, created the perfect backdrop for business connections and celebration. A pioneer in Lubbock's wine industry since 1976, Llano Estacado has experienced significant growth, with locations now also established in Cactus Alley and Fredericksburg.



Congratulations, Tavia, for winning the beautiful basket of goodies from Carpet Tech!



Lenore Hernandez, The Tasteful Platter



SAVE THE DATE FOR OUR FALL EVENT ON TUESDAY, NOVEMBER 18, 2025.

The Lubbock real estate community, consisting of top REALTORS® and our esteemed business partners, enjoyed mixing and mingling, meeting new friends, and connecting in person with those they typically only interact with through digital transactions. Conversations flowed easily, covering everything from market trends to family vacations and favorite local spots.

Whether you're planning a corporate event, wedding, or intimate gathering, Llano Estacado Winery offers a stunning venue and an incredible tasting room experience.

Thank you again to everyone who helped make this event a success!





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RIGO LOPEZ

Progressive Properties

STORY BY KAELEA PENA
PHOTOS BY ROWDIE RICHARDSON, ROWDIE BRIGHT PHOTOGRAPHY

RIGO LOPEZ'S path to real estate wasn't traditional, but it was intentional. He began by proudly serving in the Marine Corps, then spent five years in the oil and gas industry. Along the way, Rigo developed a strong interest in real estate investing, and after purchasing his first property in 2019, he knew he had found his calling. In 2021, he placed his future in the Lord's hands and stepped into a career fueled by hard work, faith, and a deep desire to serve others.

When Rigo was exploring his next steps as a REALTOR®, his lender at the time recommended Progressive Properties. At the time, he admits he didn't know much about the brokerage. But after meeting with Brandon Tyler, the owner, everything changed. Rigo quickly realized it wasn't just another real estate company—it was a business built on faith, led by God-fearing people, and exactly the kind of environment he had been praying for. "It was clear I had found the right place to grow, serve, and build a career with purpose," Rigo shares.

He views his work as a meaningful opportunity to help others, particularly within the Hispanic community. "Being fluent in Spanish allows me to communicate clearly with my clients, guide them with confidence, and make what can often feel like an overwhelming experience much more approachable and stress-free," he explains. Rigo takes pride in working hard and being consistently available, especially when he can support Spanish-speaking buyers—a need few others in the industry can meet.

One of Rigo's ongoing goals is to stay present with his wife and kids. When he isn't serving clients, he invests in family time and pursues his passion for endurance sports, often training for marathons in his free time. He's married to Cydney, a Lubbock native who, in his words, is the most incredible mother he knows. With a natural gift for parenting, she makes life with their three daughters look effortless. Their oldest,



“MY GOAL IS TO LEAD WITH OBEDIENCE, LOVE, AND INTEGRITY—NOT BY THE WORLD’S STANDARDS, BUT BY THE LASTING FRUIT THOSE VALUES PRODUCE.”



Logan (7), is passionate about gymnastics, while Laken, the middle daughter, brings the energy—waking up singing and dancing, and ending the day the same way. Reese, the youngest, is sweet but strong-willed, always keeping everyone on their toes. “I have a tattoo of Stitch, which is Logan’s favorite character,” Rigo says with a smile. “I got the tattoo to represent her.” His family remains his greatest motivation, both in life and in work.

For Rigo, true success isn’t about titles or numbers—it’s about faithfully walking in the purpose God created him for. It means leading with humility, growing in character, and bringing glory to God through every interaction. “My goal is to lead with obedience, love, and integrity—not by the world’s standards, but by the lasting fruit those values produce,” he says.

Rigo has a genuine heart and a deep appreciation for the little things in life, whether he’s grabbing coffee at Sugar Brown’s or enjoying lunch at The Plaza. He brings that same intentionality to his work, focusing on the details that matter and building meaningful relationships with the people he serves. Not surprisingly, clients consistently rave about his thoughtful, relationship-driven approach to buying and selling—and they keep coming back again and again.

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Why Should You?

Why should you? — an important question to ask before you undertake anything.

This month, I share how and why I became active in our local Association, and let me tell you, the journey didn't turn out at all like I expected.

One day, a friend and mentor poked his head into my office and asked, "Why aren't you on a committee?" I thought, *I don't know, no one's ever asked me.* I had no understanding of the process or our Association's structure, and I assumed that decision-making at that level was for more experienced agents.

Then I paused and thought, *Wait a minute. I've been an agent for 10 years! Maybe that's me now.* So, I gave it some real thought.

I was actively volunteering with several charities. Why couldn't I give a little bit of my time to my professional organization, too? I went to see our AE, Cade Fowler. I had never spoken with him directly before, but I told him I wanted to get involved. That's how my journey began. I started on the Step Up for Kids task force, which was a natural fit for me. I didn't even know LAR organized that kind of charitable outreach. I felt proud of us as an organization, which fueled my desire to continue serving. At the time, I had no thought of becoming President of our Association. I just wanted to keep doing good things for my community



BY 2025 LAR
PRESIDENT ANDREA
STURDIVANT

and my fellow REALTORS®. Serving our membership has been an honor.

You see, our Association isn't just a set of bylaws and an MLS service; it's a community of peers, a network of agents who understand the day-to-day realities. It's a support system, full of resources, shared knowledge, and a willingness to help.

And guess what? **Committee sign-ups are coming up next month in October.** If you're unsure where you fit, please reach out to me, the office staff, or someone you know who's involved. We'll help you find a place to serve. Your voice matters. Your opinion matters. Great discussions happen, and sound decisions are made when diverse voices are at the table. The decisions that LAR's committees, Leadership, and Board of Directors make are the ones that shape your business and provide you with the tools and technology to operate efficiently and professionally. So the real question is: Why wouldn't you want to be involved?

Knock, knock. Here I am, poking my head into your office door and asking you to get involved and be a part of our Association. There is a place for you, your perspective, and your ideas. I think you'll be really glad you did.



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LACIE **WALTON**
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PEOPLES BANK HOME LOAN CENTER

STORY BY KAELEA PENA • PHOTOS BY ALICEA MULLINS, ALICEA JARE PHOTOGRAPHY
 SONYA DRESSED BY J HOFFMAN'S

The team at Peoples Bank Home Loan Center treats clients like family. From the moment you walk through the door, they know your name and commit to providing flexible, personalized service across Texas and New Mexico, offering in-house banking resources that many lenders can't match. If a standard mortgage option doesn't quite fit, they draw from a broader suite of financial products to create custom solutions that do. Whether working with a Conventional, FHA, VA, USDA, Down Payment Assistance loan, or one of their exclusive in-house programs, such as bridge or construction loans, the team is here to say "yes" more often.

What sets Peoples Bank Home Loan Center apart is its local decision-making, competitive rates and fees, and a culture rooted in service. They don't believe in one-size-fits-all lending. They understand each borrower's goals and walk beside them throughout the process. Whether someone is purchasing a first home or expanding a real estate portfolio, the team delivers an experience backed by the full strength and resources.

As **Vice President and Mortgage Operations Manager, Sonya Garcia** brings both buyer and seller perspectives to her work and is grateful for a culture that values individuals over numbers. "It's more than a job; it's being part of someone's story, their new beginning, their dream," Sonya shares.

"That's what makes being a mortgage lender so meaningful."

Lacie Walton, Executive Vice President and Mortgage Department Manager, echoes that sentiment. "Build relationships, not transactions," says Lacie, who has spent more than 30 years in the industry, including 11 with Peoples Bank Home Loan Center.

Christian Allen, Mortgage Loan Officer and Banking Officer, adds, "Our goal is to make you look good by delivering smooth, on-time closings and keeping your buyers informed and confident every step of the way."

Sonya was born and raised in Lubbock and moved to Austin for college. After graduation, she lived in several countries, and during her travels, she met her husband, Tony. The couple made Lubbock their home. Sonya began her real estate career 15 years ago at a local title company. For the past eight years, she has brought that passion to mortgage lending at Peoples Bank Home Loan Center. Sonya believes grace and gratitude go a long way. "When you show appreciation and extend patience, it builds trust and leaves a lasting impact on every client and partner you serve," she says.

Originally from Lawton, Oklahoma, Lacie has proudly called Lubbock home since the age of 9. She graduated from Frenship High School and Texas Tech University, where she began working



Lacie Walton



Sonya Garcia



Christian Allen



“At Peoples Bank Home Loan Center, we’re more than lenders; we’re your trusted partner in the homebuying journey.”

at her dad’s mortgage company while still a student. After briefly exploring banking, she returned to her true calling: home loans. She and her husband, Mike, have raised their daughter, Carley, in Lubbock. With Carley now preparing for her senior year of high school, Lacie reflects on the importance of community and connection.

Lacie leads a dedicated team that takes care of buyers and real estate agents. “With clear, consistent communication, we keep everyone informed throughout the process, eliminating surprises, avoiding last-minute document chases, and ensuring on-time closings,” Lacie remarks. “Our goal is simple: make the experience seamless and leave clients and REALTORS® feeling confident and satisfied at the closing table. Give us a try, and you’ll see the difference.”

A proud Lubbock native, Christian entered the finance world to help people navigate life’s major financial decisions. He found his stride in mortgage lending, gaining valuable experience in support, processing, and origination, which gave him a well-rounded understanding of the loan process and how to meet borrower needs. He and his wife, Alessandra, are parents to three children. In today’s fast-paced market, Christian knows trust, communication, and dependable lending partnerships matter more than ever. He’s especially enthusiastic about empowering clients with knowledge and confidence, making the entire process smoother for everyone involved.

Lacie, Sonya, and Christian take pride in making sure homebuyers and their agents walk away from every closing with confidence and peace of mind. With the full strength and resources of Peoples Bank backing them, they’re continually developing new programs to meet each borrower’s unique needs. Offering some of the most competitive rates and fees, you’ll work with knowledgeable, dedicated professionals who walk beside you from start to finish with clarity and care. “At Peoples Bank Home Loan Center, we’re more than lenders; we’re your trusted partner in the homebuying journey,” Lacie says.

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AIR QUALITY MATTERS

The Overlooked Factor in Home Sales

How Clean Air Ducts Help Homes Feel Fresher, Healthier, and Market-Ready

A home should be a sanctuary. It's a place of comfort, cleanliness, and good health. Clean, fresh air can make a dramatic difference in the way potential buyers first perceive the home. One of the most overlooked yet impactful areas? Your air ducts.

Clean Air, Clear Advantage: How It Impacts Home Inspections and Buyer Confidence

For sellers, clean air isn't just a luxury, it's a selling point. Homebuyers today are more health-conscious than ever. During showings or inspections, musty smells, visible dust buildup, or dirty vents can signal neglect, even if the home is structurally sound.

“Clean, fresh air can make a dramatic difference in the way potential buyers first perceive the home.”

A home with visibly clean ducts and fresh-smelling air leaves a strong first impression, suggesting the home has been well maintained. It also:

- Boosts buyer confidence
- Enhances inspection results
- Helps justify a higher asking price

Clean air can't be seen, but it can be felt and it's something prospective buyers notice right away.

Final Thought

When you're preparing a home to list, air duct cleaning goes a long way in making the home feel fresher, healthier, and more inviting. It's a small investment with noticeable returns.



The Benefits of Air Duct Cleaning

Over time, air ducts collect dust, pollen, pet dander, and even mold spores. Every time your HVAC system turns on, these particles can circulate throughout the home. This not only affects indoor air quality but can also contribute to allergies, respiratory irritation, and that stale "closed-up" feeling in the home.

Professional air duct cleaning:

- Removes built-up contaminants
- Improves airflow and system efficiency
- Helps eliminate odors
- Reduces airborne irritants, making the home feel fresher and cleaner

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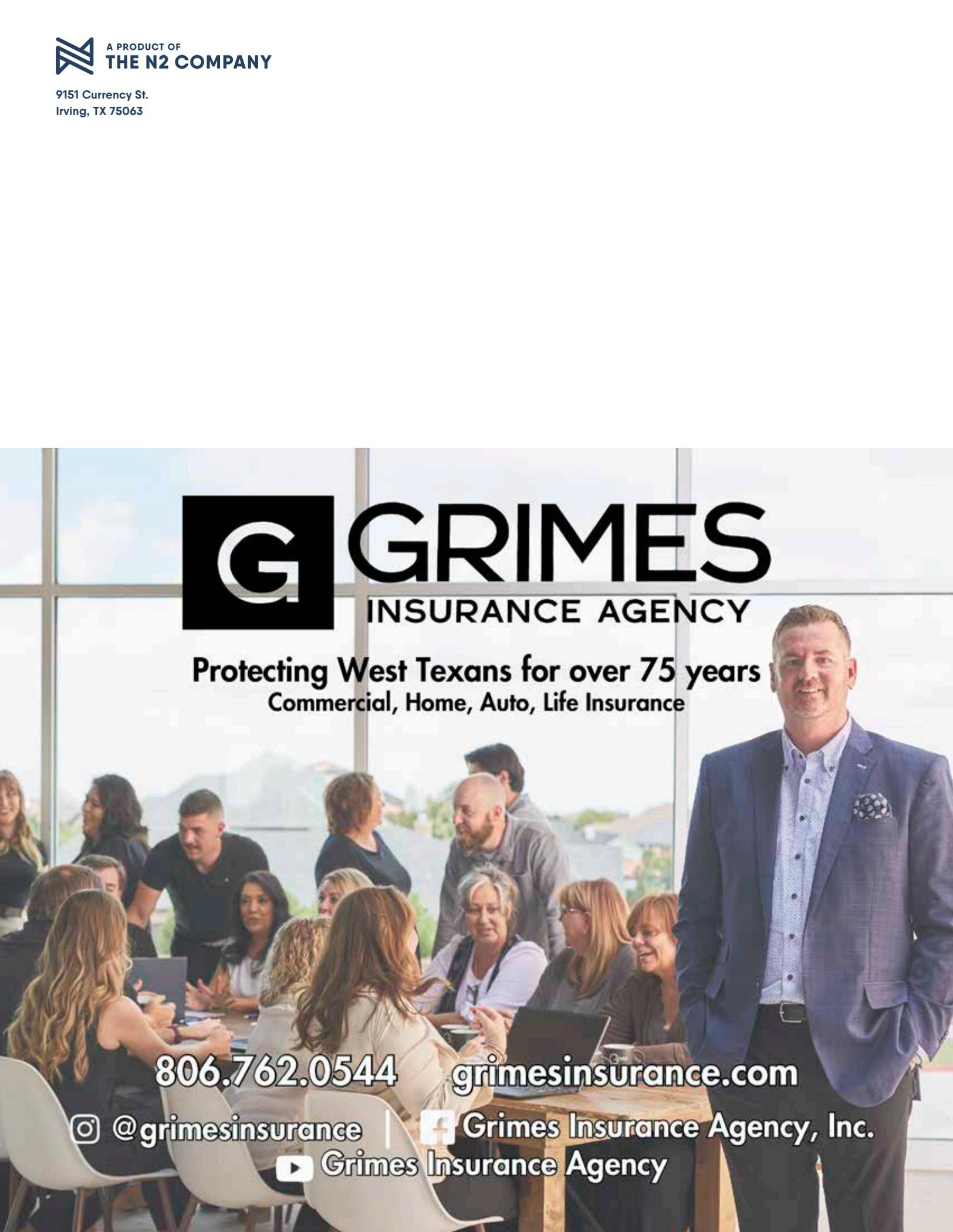
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