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OCTOBER 2026

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EQUAL HOUSING LENDER



Serve well. Lead with purpose. Impact lives.

BY DONOVAN EARL

If you've been reading *Permian Basin Real Producers* for a while, you already know what this magazine stands for — celebrating the agents, brokers, and partners who make this market what it is, and telling the stories behind the production numbers. That hasn't changed. What has changed is that as of this past May, I've stepped in as co-owner, and I wanted to take a moment to introduce myself.

I lead a real estate team here in Odessa, and outside of that I split my time between new home sales, media, and serving on staff at my church. On the media side, I host Permian Basin & Beyond, a local TV show spotlighting the people and stories that make this region what it is — which made partnering with this magazine feel like a natural next step.

At home, I'm grateful for my wife, Tasha, and our three kids, Anaya, Atiyanna, and Adriyel, who keep me grounded.

If there's one thread through all of it, it's this: serve well, lead with purpose, and impact lives. That's the filter I run every decision through, and it's exactly what drew me to this magazine.

Four years in, this publication has already built something special: a community, not a competition. My goal as co-owner is to protect what Stephanie and the *Permian Basin Real Producers* staff have built while helping take it even further.

And we plan to do that together.

Alongside Stephanie and the entire *Permian Basin Real Producers* team, I'm excited about what's ahead — more stories behind the numbers, more opportunities to celebrate the people who make this community great, and a magazine that continues to feel authentically like the Permian Basin. Most importantly, we want to maintain the same standard of excellence and connection that readers, agents, brokers, and partners have come to expect.



This isn't about changing the heart of what has already been built. It's about strengthening it, expanding it, and taking it to the next level.

I'm honored to help carry this magazine forward alongside Stephanie and our incredible staff, and I look forward to getting to know more of you — in these pages, at our events, and out in the community.

Serve well. Lead with purpose. Impact lives.

Donavon Earl

Co-Owner & Client Success Manager
Permian Basin Real Producers Magazine

Basin Theatre Works



BY JAYTON MILLER

For more than 60 years, community theatre has given people across Odessa a place to step onto a stage, work behind the curtain, discover a talent they never knew they had, or simply sit in an audience and become part of a story.

Today, that tradition continues through Basin Theatre Works.

The organization produces live theatre throughout the Permian Basin while providing arts education for children and teenagers through classes, workshops and performance opportunities. But at its heart, Basin Theatre Works is about something even bigger: creating a place where people belong.

“Really, our goal is to give people in our community a place to experience theatre, whether they’re onstage, backstage, in a class, or sitting in the audience.”

Carrying a Legacy Forward

The organization’s story began in 1965, when Enid Holm founded the Permian Playhouse. For decades, the Playhouse was a cornerstone of the arts in Odessa, where generations of West Texans performed, volunteered, watched productions and created memories.

As the building aged, however, maintaining it became increasingly difficult. By 2019, the investment required to preserve the facility had become significant enough that the organization began considering a different future.

Then 2020 arrived, temporarily closing the theatre and accelerating conversations about what came next.

As leadership transitioned from the Permian Playhouse to Basin Theatre Works, they wanted to preserve the organization’s history without allowing its future to be defined by a single building. The final performance in the Playhouse

took place in December 2023, and the building was sold the following year.

Rather than ending the organization, the transition opened a new chapter.

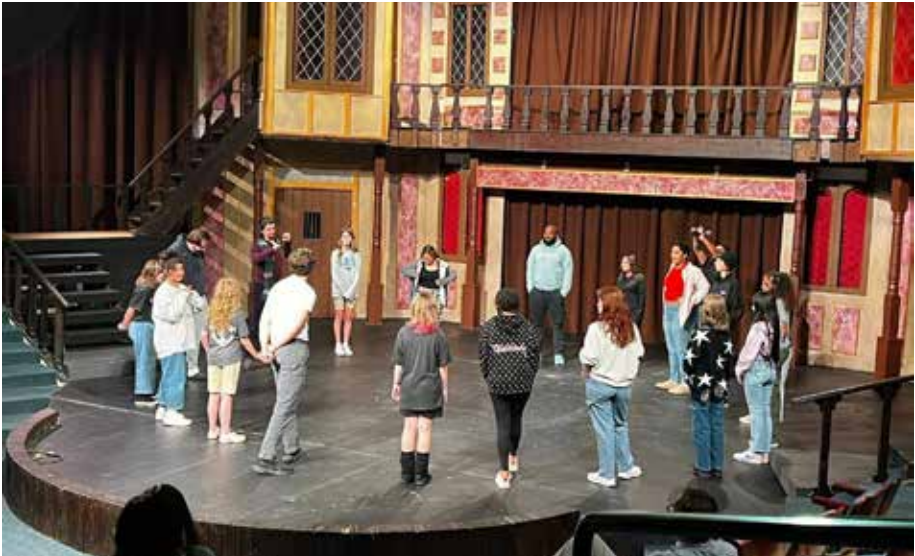
Today, Basin Theatre Works jokingly describes its approach as “guerrilla-warfare style theatre” because audiences never quite know where it will appear next. Partnerships with First Presbyterian Odessa, Odessa Regional Medical Center, the Ector Theatre, Odessa College, UTPB, ECISD and others have provided spaces for performances and programs throughout the community.

“We exist for the community, by the community, and because of the community.”

A Bigger Vision for the Basin

The new name reflects an equally important change in vision.

Basin Theatre Works does not want its impact to stop at Odessa. The



organization hopes to eventually expand theatre and arts education into smaller communities throughout the Permian Basin, especially places where children may not otherwise have access to those opportunities.

“If there’s a kid who wants to try theatre but doesn’t have an opportunity where they live, I want us to be able to help provide that opportunity.”

Through programs including Triple Threat Academy and La Lumbre Collective, Basin Theatre Works currently serves students from kindergarten through 12th grade, with additional camps offered throughout the summer.

Students certainly learn about acting and performance, but the lessons reach much further. Theatre teaches communication, discipline, public speaking, creativity, teamwork, problem-solving and how to accept feedback. It also gives young people a safe environment to take risks, make mistakes and discover what they are capable of.

“I’ve seen kids come in who are really quiet or unsure of themselves and, over time, start speaking up and believing in themselves.”

One young woman’s experience captures that mission particularly well. She came to Basin Theatre Works while experiencing severe bullying at school and struggling



with dyslexia. Her mother hoped theatre could provide a community where she would feel accepted.

When she arrived, she was timid and reluctant to participate. Through script analysis, reading and working alongside other students, her reading improved significantly, but something equally important happened: she made friends and found a community that welcomed her.

She eventually discovered that being onstage wasn’t for her. Instead, she enjoyed working backstage.

And that was perfectly fine.

“Theatre doesn’t have to be about creating performers. Sometimes it’s about creating a place where a young person can walk through the door exactly as they are and discover that they have a place here.”

More Than a Performance

That sense of belonging extends beyond students.

Community theatre depends on actors, directors, technicians, designers, families, volunteers, donors, businesses and audiences. Someone builds the set, another finds costumes, another runs lights, while countless others contribute time and resources before an audience ever takes its seat.

That collective effort creates something Basin Theatre Works believes cannot quite be replicated anywhere else.

“We really believe that theatre is magic.”

Live theatre exists only in that particular moment. Actors respond to the audience, laughter fills the room, quiet moments carry their own energy, and everyone participates in an experience that will never happen exactly the same way again.

The organization saw that connection firsthand during its recent production of *The Sound of Music*, when the community rallied around Basin Theatre Works after several challenging years of rebuilding and transition.

Another meaningful moment came during a college students’ cabaret featuring seven former program participants. All seven are now pursuing theatre, music, arts education or other creative fields, carrying skills first developed in Odessa into communities across the country.

“We aren’t just producing quality performers; we’re helping develop quality human beings who carry what they learned here with them into the world.”



The Next Act

Basin Theatre Works is now looking ahead.

Its 2027 summer production will be *The Wizard of Oz*, presented as part of Odessa’s Centennial celebration, a fitting choice for an organization so deeply connected to the idea of home.

“There really is no place like home, and in 2027, we’re going to be celebrating that there’s no place like Odessa.”

Within three to five years, Basin Theatre Works hopes to establish a permanent home base with classrooms, rehearsal space, offices and a black box theatre. Longer term, the vision includes a fully



functioning theatre facility with its own main stage.

But its years without a permanent building have reinforced an important lesson: theatre is ultimately about people.

“You don’t have to consider yourself a ‘theatre person.’ You don’t have to know anything about acting, or have any experience onstage. There is a place for you here.”

Whether onstage, backstage or in the audience, Basin Theatre Works wants the people of the Permian Basin to know there is always a role for them in the story. ▀

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Baylee Raff

Visuals

BUILDING HER OWN DOOR

BY JAYTON MILLER



For Baylee Raff, building a business has been about much more than picking up a camera. It has been about betting on herself, stepping outside of what was comfortable, and creating a career that gives her the freedom to build a life on her own terms.

Today, Baylee is the owner of Baylee Raff Visuals, specializing in real estate photography, videography, and drone imagery throughout the area. While real estate has become the primary focus of her business, her work behind the camera extends well beyond listings. She also photographs headshots, families, couples, maternity sessions, and weddings.

The business is only a year old, but the determination behind it was built over nearly a decade.

Before photography became her career, Baylee spent her professional life in the collision repair industry. Beginning at just 19 years old, she worked as a service advisor and collision estimator,



handling repairs and sales in a body shop environment. It was a performance-driven career where results mattered, and Baylee quickly learned how much she was capable of accomplishing.

Without a college background to fall back on, Baylee taught herself the business and ultimately became highly successful at it. More importantly, those years gave her confidence in her own ability to provide for herself and her family.

She wanted to know that if life ever required her to stand on her own two feet, she could.

“If it had to just be the kids and I, I could make it work,” she says. “If I needed to contribute heavily to our household, I could, and more so, not have to depend on anyone or anything. I did it and learned it all on my own and was very successful in doing so.”



“I’m passionate about being successful and making a name for myself, but doing it the right way. I want to be known as someone who works hard, keeps their word, is reliable, and is honest.”



That same self-reliance eventually gave Baylee the confidence to pursue something completely different.

Turning a Hobby Into a Career

Photography began as something Baylee enjoyed, but with the encouragement of those closest to her, that hobby gradually developed into a business and then a career.

She credits her husband in particular with giving her the opportunity and support to chase it.

“I’m grateful for the chances and opportunities given, from the clients and Realtors who use me to my husband, who has given me the chance to chase a hobby that turned into my career,” Baylee says. “And for the support of each family member, friend, and individual who supports me continuously.”

Real estate photography quickly became the specialty where she found her footing.

Through Baylee Raff Visuals, she works alongside Realtors to create photography, video, and aerial drone content designed to showcase properties and help agents present their listings at their best.

For Baylee, one of the most rewarding parts happens when the editing is finished and she finally gets to show a client what she created.



“Pleasing my clients, seeing their reactions to how their images and video turned out, and seeing them excited for others to see them, that’s the most fulfilling part,” she says.



While she is upfront about being relatively new to the real estate industry, Baylee doesn’t view that as something she needs to hide. Instead, she wants Realtors to know exactly what they can expect when they work with her.

“I’m new to it,” she says. “Where I lack experience, I exceed in effort, drive, and the will to commit to meeting whatever expectations are had.”

Willing to Put Herself Out There

Baylee believes one of the qualities that separates her is something that sounds simple but can be incredibly difficult in practice: being willing to put herself out there.

Starting a business means walking into unfamiliar rooms, meeting new people, promoting your own work, and accepting that not everything will feel comfortable at first.

“Putting yourself out there is big, and most people won’t because it is intimidating, cringy, or doesn’t feel authentic to please people or put on a persona,” she explains. “At times, new situations or scenes can still have those effects on me, but I’m confident in taking the risk to learn and grow rather than stay the same and comfortable.”

That willingness to be uncomfortable has followed Baylee throughout her professional life. She taught herself an industry once before, starting at 19 and building a successful career in collision estimating. Now, she is applying the same mentality to photography and real estate.

Her goal isn’t simply to become successful. How she gets there matters just as much.

“I’m passionate about being successful and making a name for myself, but doing it the right way,” she says. “I want to be known as someone who works hard, keeps their word, is reliable, and is honest.”

Those values shape Baylee’s definition of success, too.

“Success to me is having the freedom to live the life I want, being proud of how far I’ve come, and knowing I’ve built something that lasts,” she says. “I want to reach a point where I don’t have to question whether I can do something, I’ve created the life and opportunities to make it happen.”

Life Beyond the Lens

As driven as Baylee is about growing Baylee Raff Visuals, work is only one part of a very full life.



She is a wife and a full-time mom to three boys, and when the family isn’t chasing waves at the lake or beach, there is a good chance they’re somewhere around a motocross track.

All three of her sons and her husband ride dirt bikes and compete, taking the family to tracks throughout Texas and into other states. Between traveling, motocross, days on the water, raising three boys, and building her photography business, staying still doesn’t seem to be part of the Raff family routine.

In many ways, the life Baylee is building now reflects what she has been working toward since she entered the workforce at 19: the ability to provide, create opportunities, spend time with the people she loves, and know she can handle whatever comes next.

She may only be one year into Baylee Raff Visuals, but she isn’t waiting around for the perfect opportunity to appear.

Her favorite quote, from Milton Berle, sums up that philosophy well:

“If opportunity doesn’t knock, build a door.”

Baylee has already proven to herself that she can do exactly that. Now, camera in hand, she’s building the next one. ▀

Elizabeth Tarango

Brix &
Co. Realty

BY JAYTON MILLER • PHOTOS BY THE STONES PHOTO + FILM

All Glory to God

For Elizabeth, real estate is about far more than houses, contracts and closing tables. It is about people, relationships and having the opportunity to walk alongside someone during one of the biggest moments of their life.

As a REALTOR® with Brix & Co. Realty, Elizabeth serves buyers and sellers throughout Midland, Odessa and the surrounding Permian Basin. Whether she is guiding someone through the purchase of their very first home, helping a family say goodbye to a house they have loved for years, or preparing clients for their next move, she wants them to know they never have to navigate the process alone.

“I really try to make the process as smooth and stress-free as possible and make sure my clients never feel like they’re going through it alone,” she says.

As a bilingual REALTOR®, Elizabeth is also able to serve both English- and Spanish-speaking families, something that carries special meaning for her. Being able to communicate clearly, build trust and make homeownership feel more approachable for the families she works with has become an important part of the business she is building.

An Entrepreneur at Heart

Although real estate is a relatively new chapter for Elizabeth, entrepreneurship certainly is not.

Before becoming a REALTOR®, she spent years building and operating businesses of her own. At different points in her career, she owned a flower shop, a bar and a micro convenience store. On the surface, those businesses may seem worlds apart from real estate, but Elizabeth now sees how each experience prepared her for the work she does today.

Owning businesses taught her how to communicate with people from all walks of life, solve problems, take risks and continue moving forward when things did not go according to plan. More importantly, it reinforced something she carries with her into every real estate transaction: people remember how you treat them.

“I’ve always had that entrepreneurial side to me,” she says. “I enjoy building something of my own, connecting with people and taking care of my customers. Real estate just gave me a new way to do that, and I really feel like this is where I’m supposed to be.”

Elizabeth became a REALTOR® in January 2024 and has watched her business and confidence grow tremendously in a little over two and a half years. In September 2025, she joined Brix & Co. Realty, a move she says has given her a place where she can continue developing professionally without losing the personality and values that make her who she is.

“At the end of the day, so much of what I do is about showing her what’s possible when you keep your faith, work hard and don’t give up.”





“I don’t want people to look at my success and see me. I want them to see what God does when you trust Him, keep going, and are willing to walk through the doors He opens.”

“It has been a great move for me, and I feel like I’ve really found a place where I can continue growing my business while still being myself.”

The People Behind the Journey

Looking back over her life and career, Elizabeth believes every chapter has shaped the person she is today. While each business she owned taught her valuable lessons about hard work, adaptability and perseverance, she knows the foundation for those qualities was laid long before she became a REALTOR®.

“My parents have had a huge part in shaping the person I am today,” she says. “They always pushed me to believe I could do whatever I set my mind to, and they made sacrifices for me that I probably didn’t fully understand or appreciate until I got older. No matter what I wanted to try or what direction life took me, they were there encouraging me and believing in me.”

Watching her parents work tirelessly for their family taught Elizabeth that if you want something, you work for it. You don’t quit when life gets difficult, and you always take care of the people you love. Those lessons carried with her through every entrepreneurial venture and ultimately into real estate.

“I’ve learned that I’m not afraid to start over or try something new,” she says. “I’ve learned how to adapt, how to work hard when no one is watching, and how important it is to build genuine relationships with people.”

Becoming a REALTOR® was another leap of faith. She stepped into the profession not knowing exactly where it would lead, but trusting God to direct her path and committing herself to doing the work.

“Seeing how much has happened in such a short amount of time makes me incredibly grateful, and I truly believe God has had His hand in it.”

While Elizabeth gives all the glory to God for every blessing in her life, she also believes God intentionally placed

people around her to help shape the woman she has become.

“I believe He chose my parents for me for a reason,” she says. “He used their sacrifices, their encouragement and their example to help shape the woman I am today. I will never be able to fully repay them for that, but I hope the life and business I’m building makes them proud.”

She is equally grateful for the unwavering support of her husband and daughter.

“My husband has supported me through all of my ideas and all the different seasons of my life,” she says. “He supports my dreams, gives me the room to chase them, and never makes me feel like I have to choose between being ambitious and being there for my family.”

Her daughter is not only her biggest cheerleader but also one of her closest friends.

“She celebrates every win with me, even the little ones, and she’s always reminding me how proud she is of me,” Elizabeth says. “As a mom, there’s really no greater feeling than knowing your daughter is proud of the woman you are. But what she may not realize is how proud I am of her and how much she inspires me too.”

Elizabeth hopes that by watching her pursue her dreams with faith and determination, her daughter will know she can pursue her own just as fearlessly.



“At the end of the day, so much of what I do is about showing her what’s possible when you keep your faith, work hard and don’t give up.”

For Elizabeth, every accomplishment represents something much bigger than individual success.

“When people see something I’ve accomplished, I hope they understand there’s a whole lot behind it,” she says. “There’s a God who has blessed me beyond what I deserve, parents who sacrificed and believed in me, and a husband, daughter and family who continue to stand beside me and support me. I may be the name people see, but I definitely didn’t get here by myself.”

Success Built on How You Treat People

Elizabeth is ambitious and wants to continue growing her business, but numbers alone are not how she measures success.

For her, success is being able to look back and know she treated people well.

“If my clients trust me, refer their family and friends to me, and know that I truly cared about them and not just the transaction, that’s success to me,” she says. “And above everything, I want to know that I’m using what God has blessed me with in the right way.”

Her years as a business owner have helped shape that approach. She understands that relationships are often what remain long after a transaction is finished. Her goal is simple: treat every client with the same honesty, patience and respect she would want someone to show her own family.

Elizabeth is also quick to acknowledge that she is still learning. Rather than viewing that as a weakness, she sees it as part of becoming the REALTOR® and business owner she wants to be.

“I’m still growing and learning, and I’m not afraid of that,” she says. “I’m always looking for ways to become better at what I do.” She has tremendous respect

for the established agents who have worked hard and paved the way in the Permian Basin real estate community, and she believes there is room for everyone to succeed. As her own career develops, she wants to build something that remains unmistakably hers, a business reflecting her faith, her family, her personality and the way she believes people should be treated.

The Moment It Becomes Real

For all the moving pieces involved in real estate, one moment stands above the rest for Elizabeth: handing her clients the keys.

It is especially meaningful when she is working with a first-time buyer or someone who previously believed homeownership might never be possible.

“You get to see everything they’ve worked for become real in that moment,” she says. “Knowing that I got to be a small part of such a big chapter in someone’s life is probably one of the most fulfilling things about what I do.”

Those closings remind Elizabeth why she chose this career in the first place. She is not simply helping someone complete a transaction or purchase a piece of property.

“It’s more than helping someone find a house. It’s helping them find a place to call home.”

Faith and Family at the Center

Away from real estate, Elizabeth’s life centers on the roles and relationships that matter most to her. She is a wife, a mom and a grandma, and she describes herself as deeply family-oriented.

Because real estate can be nonstop, she has learned to appreciate ordinary moments: being home, going out to eat, working on her own house and simply spending time with the people she loves.

She also views life itself as a journey toward becoming a better person and growing in her walk with God.

“My faith and my family are really the center of my life,” she says. “Real estate is a huge part of who I am, but it’s not all of who I am.”

That sense of gratitude extends to the people who have supported her along the way. Elizabeth is thankful for her husband, daughter, family and clients, as well as every person who has referred to her, shared one of her posts, encouraged her or trusted her with an important chapter of their lives.

But before all of them, she gives thanks to God.

“There have been doors that opened at exactly the right time, opportunities I never expected, and people placed in my path that I know weren’t by accident,” she says.

That belief is captured perfectly in the phrase Elizabeth repeats whenever something good happens in her business:

“ALL GLORY TO GOD!”

For Elizabeth, those words are much more than a favorite quote. They represent how she wants to approach everything she accomplishes.

“When something good happens in my business, I always say, ‘All glory to God,’ and I genuinely mean that. I don’t want people to look at my success and see me. I want them to see what God does when you trust Him, keep going, and are willing to walk through the doors He opens.”

Elizabeth does not know exactly where those doors will lead next. But after years of entrepreneurship, starting over, taking chances and building something new, she is comfortable not having every answer.

“I don’t know how far real estate will take me, but I know Who brought me this far. And for that I give All Glory to God!”





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Building Dreams,
Together

Shane & Sarah *Dixon*

BY BETH MCCABE • PHOTOS BY THE STONES PHOTO + FILM

“It’s cool to work with your husband in real estate,” says Sarah Dixon. This third-generation REALTOR® couldn’t be prouder of her husband, Shane Dixon. “Shane has a servant’s heart. He loves to help lead people.” Together, they represent a rare kind of power couple: two professionals operating independently, yet strengthening every deal they touch simply by how they show up. It’s one unique partnership, powered by purpose.

Sarah Dixon has spent 18 years building a name synonymous with trust. Real estate was always part of her world, but she truly earned her stripes when she entered the industry in 2008, at the very height of the housing crash. “I got into the business in 2008. It was the worst market ever,” she laughs. “But I always knew real estate would be a good fit for me.”

Shane’s path into lending was one-of-a-kind. Before mortgages, he spent 22 years in the car business, moving through sales, management, and finance across Ford, Chevrolet, and used-car operations. “I started in sales and worked my way through general sales manager and finance,” he explains. “I did all of it.” That environment taught him how to think in numbers, how to communicate clearly

under pressure, and how to guide people through decisions that matter. It was invaluable preparation for the days ahead.

After stepping away from the auto industry, Shane moved into powersports and then oilfield sales, eventually becoming a regional manager for a hydraulic company. In March 2020, everything changed. “On St. Patrick’s Day in 2020, they called me and said they were going to have to let me go,” he recalls. Instead of scrambling, he returned to what he knew best. “I told my wife I was going back to numbers. I had done finance in the car business for 14 years.”

That decision led him into mortgages, where he quickly found his stride. He earned his license, joined the lending world in mid-2020, and steadily built an



impeccable reputation. In April 2026, Shane took the next step in his mortgage career by joining RATE and establishing a local presence in Odessa, TX. Having a physical office was important to him—a place where Realtors and clients can walk in, ask questions, and know they have a trusted mortgage professional right there in their corner.

“The good thing about where I am now is I get to help other people grow,” he says. “Someone poured a lot into me, and now I get to do that for others.” He loves that no two deals are ever the same.

Available + Accessible

From the beginning, Shane knew exactly what kind of lender he refused to be. Years of listening to Sarah talk about poor lender communication made a lasting impression. “One of the biggest complaints REALTORS® have about lenders is lack of communication,” Shane says. He took that to heart. “It doesn’t matter where I am or what I’m doing,” he says. “I will answer the phone.”

And he does, whether he’s at his desk, on the road, or at the lake with his family with kids. “I’ve put the boat in neutral, taken the call, and sent information back,” he says. “My kids know if we don’t do loans, we don’t get to come to the lake.” The flexibility of lending has given Shane something he never had in the car business: the ability to be present and productive at the same time. “The best month I ever had, I was at the lake,” he says. “We’d play, work a little, play again.” It paid off

when all the contracts closed the following month.

Sarah sees the difference it makes to be available and accessible. “Real estate isn’t an 8-5 job,” she says. “It’s nights and weekends. That’s when offers are written. Shane answers his phone and calmly walks people through their approval.” As a listing agent, she also knows how rare it is to have a lender who keeps everyone informed. “It’s very common not to hear from the lender,” she adds. “Shane keeps the listing agent updated. That’s how he’s built his reputation.”

Despite being married to a well-known REALTOR®, Shane is intentional about keeping business lines clear. “If someone walks into my office and doesn’t have a REALTOR®, I give them three names, and none of them are my wife,” he says. That transparency has earned him trust across the industry and reinforces the professionalism both he and Sarah value deeply.

Sarah has risen through the ranks of real estate. With 18 years of experience, she became the Team Lead of the Sarah Dixon Real Estate Group at Keller Williams. A natural leader, she enjoys helping new agents navigate the complexities of the real estate world.

“I love helping new agents,” she shares. She also loves “being a small part of each person’s happily ever after.” Whether it’s someone’s first house or fifth house, she treats each client with care. Best of all, she loves what she does.

“The good thing about where I am now is I get to help other people

grow.”



Family Matters

Married for 28 years and together for 30, Shane and Sarah have built their careers around the same foundation: service, integrity, and family. "Everything I do is family-based," Shane says. They hunt together, spend time at the lake together, and show up for one another in every season of life. Their son closed on his first home this December, while their

daughter is entering her final year of college, milestones that bring their work full circle. "We love sharing the dream of homeownership," Sarah says, "especially seeing our own kids experience it."

At their core, both Shane and Sarah are builders of trust, of opportunity, and of people. "Shane just wants to help buyers, REALTORS®, anyone. It's never about

taking business. It's about making it work."

In an industry where trust is everything, Shane and Sarah Dixon offer something rare: experience that runs deep, communication that never drops, and a standard that doesn't bend. This power couple is making waves in Odessa real estate, creating a ripple effect that transforms the way people buy, sell, and think about real estate in West Texas. ▀

"We love sharing the dream of
homeownership."

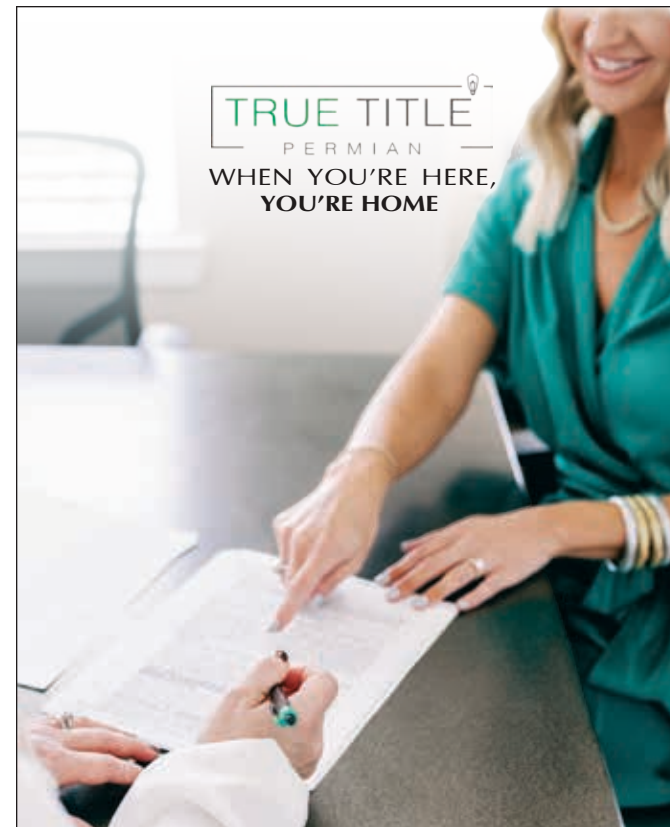


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