

CENTRAL MISSISSIPPI

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.

TOP PRODUCER
**DREW &
JESSICA
EVANS**

Rising Star

Josh Williamson

Partner Spotlight

Robert "Bobby" Moorehead

Icon in the Industry

Carla Palmer

**Central Mississippi REALTORS[®]
Celebrates RPAC Major Investors**

Holiday Social Night ReCap

It's a Real(tor) Merry Christmas!

DECEMBER 2022

Photo by Abe Draper Photography

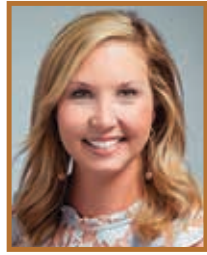
HOME MORTGAGE SPECIALISTS FOR PURCHASES & REFINANCES



Brian Lott
601.214.0555
NMLS# 109405



Chris Honea
601.624.3900
NMLS# 546371



Jennifer Walker
769.203.0784
NMLS# 367043



Will Harris
601.596.5757
NMLS# 926522



Ashley Jones
601.467.5498
NMLS# 1506130



Garrett McMullin
601.497.1430
NMLS# 1954411



Matt Root
601.341.9427
NMLS# 546753



Frances B. Cothren
601.392.1352
NMLS# 464594



Hannah L. Durkin
601.653.3698
NMLS# 1827839

Whether you're buying or improving, NOLA Lending Group has over 100 years of combined lending experience and the expertise to guide home buyers through the financing process.

HERE FOR MISSISSIPPI. HERE FOR GOOD.

- Conventional Loans
- Condo Loans
- Construction Loans
- FHA Loans
- Jumbo¹ Loans
- Physician Loans
- Purchases & Refinance
- Portfolio Bank Products
- RD, Fidelity HOME Loans & VA Loans
Finance up to 100% of home value²



Mississippi Loan Production Offices:
Ridgeland · Vicksburg · McComb · Natchez · Hattiesburg
NolaLending.com

To qualify the minimum loan amount is \$647,200 or greater for a single family home in all states (except Hawaii and Alaska and a few federally designated high-cost markets, where the limit is \$970,800. Interest rates may increase after consummation. Additional restrictions apply. ¹Financing cannot exceed 100% of the subject property's fair market value. No down payment required. Terms of repayment: For a \$250,000 loan, 360 monthly payments will be \$2,396.69 with a monthly interest rate of 7.375%, payment amount includes amounts for property tax and insurances, 7.435 Annual Percentage Rate. No balloon payment. Consult your tax advisor regarding deductibility of interest. The services and products advertised are not approved or endorsed by HUD, USDA, the Department of Veterans Affairs, or any government agency. This does not constitute an offer to lend. All loans are subject to qualification, underwriting guidelines, required documentation, and credit approval. Not all applicants will qualify for all products offered. All loan programs, terms, and interest rates are subject to change without notice and are only available in select markets. Fidelity Bank NMLS Co. ID 488639



PROTECTING WHAT MATTERS MOST



FULL ROOF REPLACEMENT
ROOFING REPAIR | ROOF INSPECTION | PHOTO REPORTS

www.haloroofingms.com | info@haloroofingms.com
Jackson Office: (601) 906-4711 | Biloxi Office: (228) 731-9555

MEET THE CENTRAL MISSISSIPPI REAL PRODUCERS TEAM



Dees Hinton
Owner/Publisher



Abe Draper
Photographer



Carolyn Foley
Ad Strategist



Susan Marquez
Writer



Kayland Partee
Videographer /
Photographer



Cindy Raborn
Assistant Publisher/
Event Coordinator



Gingerlyn Wallace
Creative Marketing
Director

If you are interested in contributing or nominating REALTORS® for certain stories, please email us at dees.hinton@realproducersmag.com.

TABLE OF

CONTENTS



04
Meet the
Staff



10
Publisher's
Note
Dees
Hinton



14
Top
Producers
Drew and
Jessica
Evans



22
Rising Star
Josh
Williamson



30
Partner
Spotlight
Robert
"Bobby"
Moorehead



36
Icon in the
Industry
Carla
Palmer



44
Central
Mississippi
REALTORS®



46
Holiday
Social
Night
ReCap



50
It's a
Real(tor)
Merry
Christmas!



If you are interested in contributing or nominating a REALTOR® for certain stories please email us at dees.hinton@realproducersmag.com

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *Central Mississippi Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

Real coverage is stronger than the weather.

When it's storm season, there are supplies to purchase and precautions to take to make sure you and your home are as safe as possible. But to really weather the storm, you need real strength. With home coverage from Farm Bureau® Insurance, you can rest assured that no matter how strong the winds – your coverage is stronger. Talk to your local Farm Bureau Insurance Agent today.



Cole Mitchell
Agent
601-856-3705
Cole.Mitchell@sfbic.com

msfbins.com

**FARM
BUREAU
INSURANCE**

Auto. Home. Life.

* Mississippi Farm Bureau® Casualty Insurance Company, * Southern Farm Bureau® Casualty Insurance Company, * Southern Farm Bureau® Life Insurance Co., Jackson, MS



This section has been created to give you easier access when searching for a trusted neighborhood vendor to use. Take a minute to familiarize yourself with the businesses sponsoring the publication. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the publication!

ALL NATURAL SOAPS

Magnolia Soap and Bath Company
(662) 255-2870
www.MagnoliaSoapandBath.com

ATHLETIC SPORTS COMPLEX

FitNetWork
(601) 665-8342

CHIMNEY SWEEP

Fireplace Chimney Sweep Solutions
(601) 609-5540

CLOSING ATTORNEY

Renfroe and Perilloux
(601) 932-1011

CLOSING LAW FIRM

Robert E Moorehead, Attorneys at Law, PLLC
(601) 672-4790

COUNTERTOPS & FLOORING

Renfrow Decorative Center
(601) 373-8408

ELECTRICAL SERVICE COMPANY

T and K White Electric Co LLC
(601) 456-0803

FOUNDATIONS & WATERPROOFING

Superior Foundation Services
(601) 941-2125
https://superior.ms

GUTTERS

Dun-Rite Gutters, Inc.
(601) 605-0000

HOME & PROPERTY INSPECTIONS

National Property Inspection
(601) 651-1942
www.npiweb.com/jackson

HOME INSPECTION

Clear View Property Inspections LLC
(601) 624-9137

Magnolia Inspections, LLC
(601) 454-4347

Mississippi's Best Home Inspections
(601) 953-4897

Smith Home Inspections
(601) 310-3199

HOME WARRANTY

First American Home Warranty
(601) 212-4441

Home Warranty Inc.
(601) 954-3999
homewarrantyinc.com

Old Republic Home Protection
Caren Messina
(707) 580-2460
www.ORHP.com

INSURANCE

Adam Ryan State Farm
Adam Ryan
(662) 251-5106

Andy Eaton Insurance Agency
(601) 939-0102

Cole Mtchell Southern Farm Bureau
(601) 856-3705

Insurance Protection Specialists
Tyler Wiltshire
(662) 466-6589

Jeff Zachary - State Farm Insurance
(601) 362-4100

Riverside Insurance Agency, Inc
(601) 371-8355

Southern Gulf States Insurance
(601) 754-4471

The Hobbs Group LLC
(601) 540-8613

INSURANCE AGENCY
Goosehead Insurance - Kyle Killens
(662) 352-8957

INTERIOR DESIGN & HOME STAGING
G Design LLC
(601) 408-5651

LANDSCAPING
MGC Landscapes
(601) 906-2593

MOLD TESTING & REMEDIATION

Green Home Solutions
(601) 988-7840

MORTGAGE LENDER

BancorpSouth
(228) 897-3399

Citizens National Bank
(601) 607-3708
www.yourcnb.com

First Horizon Mortgage
(601) 201-8777
www.firsthorizon.com/nason-williams

Mississippi Mortgage
(601) 316-7326
www.mississippi mortgage.com

NOLA Lending
(601) 707-0101

Planet Home Lending
(601) 421-9667

MOVERS/RELOCATION

Armstrong Relocation, United Van Lines
(601) 856-8504

Two Men and a Truck
(601) 853-9644

PROFESSIONAL PHOTOGRAPHER

Abe Draper Photography
(662) 719-5707

REAL ESTATE TITLE/ ATTORNEY

Covenant Title LLC
(601) 898-4420
www.covtitle.com

Jernigan Copeland Title, LLC
(601) 427-0021

Lockett Land Title
(601) 622-8191

ROOFING & CONSTRUCTION

Pro - Shield Roofing and Construction
(601) 559-1758

Watkins Construction & Roofing
(601) 966-8233
www.watkinsconstruction inc.com

ROOFING & GUTTERS

Complete Exteriors
(601) 326-2755

ROOFING AND CONSTRUCTION

Halo Roofing & Restoration
(601) 717-0236

ROOFING CONTRACTOR

Josh Neal Roofing & Restoration
(601) 573-1364

TERMITE & PEST CONTROL

Family Termite and Environmental Inc.
(601) 933-1014

WATKINS
CONSTRUCTION & ROOFING

RESIDENTIAL ROOFING EXPERTS
COMPLIMENTARY ROOF ASSESSMENT
FINANCING AVAILABLE

SPECIALIZING IN

- Roof Replacements
- Roof Repair
- Residential Flat Roofs
- Metal Roofs
- Commercial Roofing
- Flashing
- Cedar Shakes
- Gutters

10 YEAR LABOR WARRANTY
LICENSED • BONDED • INSURED
INSURANCE CLAIMS WELCOME /
GENERAL CONTRACTORS LICENSE #23167-MC

601-706-8737
WATKINSCONSTRUCTIONINC.COM

MRA METAL ROOFING ALLIANCE QUALITY CONTRACTOR
OWENS CORNING ROOFING PLATINUM PREFERRED CONTRACTOR

Lurk the Leak
BRAND NEW OFFERING
ECO FRIENDLY ROOF WASHING



PROUDLY SERVING JACKSON, MADISON, CLINTON, AND SURROUNDING AREAS!

With fast turnaround, comprehensive, easy-to-understand reports, and friendly service, our team is here to answer all of your questions any time in the home-buying process.

HOME INSPECTIONS ✓
COMMERCIAL PROPERTY INSPECTIONS ✓
5-STAR REVIEWS ★★★★★



JOSH ULMER
Owner & Professional Inspector
MHIB #0823
ICA Certified, #21270
Certified ITC Thermographer
josh.ulmer@npiinspect.com

6 MONTH LIMITED WARRANTY

PLUS!
Get a *free* 6-Month Warranty with every full home inspection. See our website for details!



SCHEDULE YOUR INSPECTION TODAY! • www.npiweb.com/jackson • 601-651-1942

Work with an originator you can trust

The mortgage process can be complicated and overwhelming, and the stakes are high. I'll work with you and your clients to find the right solution for any situation.

- 100% Physician Loans
- Bank Portfolio ARM Loans
- Bridge Loans
- 100% CRA Loans
- First Responder Grants

No matter your clients' lending needs, I can help. Call me today for a pre-approval!



Nason Williams
Vice President
601-201-8777 Mobile
601-203-3318 Office
601-586-3102 Fax
NMLS # 78266



©2022 First Horizon Bank, NMLS# 472329. All loans subject to approval, including credit approval. Some restrictions apply. Other programs available. Program not available in all areas, and conditions subject to change without notice. Member FDIC. Equal Housing Lender.



Robert "Bobby" Moorehead

Real Estate Closing Attorney

www.lawrem.com

Experienced Quality Real Estate Closings

220 W. Jackson St. | Ridgeland, MS 39157

P: 601-956-4557 | F: 601-956-4478

Closing loans for over 20 years



MIRROR
from Luxemon

NordicTrack



FitNetWork

Coworking • Playing • Connecting

Cypress Lake in Madison • 300 Lake Circle • Madison, MS • fitnetworkusa.com • 769-300-0194

► publisher's note: dees hinton

MERRY CHRISTMAS AND HAPPY NEW YEAR!

1 In those days Caesar Augustus issued a decree that a census should be taken of the entire Roman world. 2 (This was the first census that took place while [a] Quirinius was governor of Syria.) 3 And everyone went to their own town to register.

4 So Joseph also went up from the town of Nazareth in Galilee to Judea, to Bethlehem the town of David, because he belonged to the house and line of David. 5 He went there to register with Mary, who was pledged to be married to him and was expecting a child. 6 While they were there, the time came for the baby to be born, 7 and she gave birth to her firstborn, a son. She wrapped him in cloths and placed him in a manger, because there was no guest room available for them.

8 And there were shepherds living out in the fields nearby, keeping watch over their flocks at night. 9 An angel of the Lord appeared to them, and the glory of the Lord shone around them, and they were terrified. 10 But the angel said to them, "Do not be afraid. I bring you good news that will cause great joy for all the people. 11 Today in the town of David a Savior has been born to you; he is the Messiah, the Lord. 12 This will be a sign to you: You will find a baby wrapped in cloths and lying in a manger."

13 Suddenly a great compa-

ny of the heavenly host appeared with the angel, praising God and saying,

14 "Glory to God in the highest heaven, and on earth peace to those on whom his favor rests."

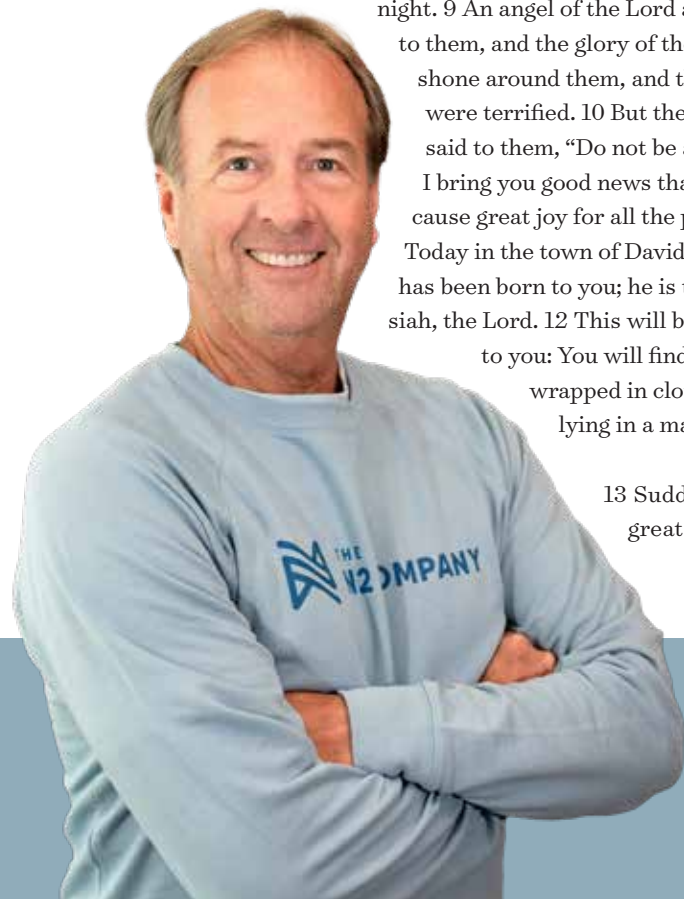
15 When the angels had left them and gone into heaven, the shepherds said to one another, "Let's go to Bethlehem and see this thing that has happened, which the Lord has told us about."

16 So they hurried off and found Mary and Joseph, and the baby, who was lying in the manger. 17 When they had seen him, they spread the word concerning what had been told them about this child, 18 and all who heard it were amazed at what the shepherds said to them. 19 But Mary treasured up all these things and pondered them in her heart. 20 The shepherds returned, glorifying and praising God for all the things they had heard and seen, which were just as they had been told.

Luke 2:1-20 NIV

Merry Christmas from the staff of *Central Mississippi Real Producers!*
Dees

HAPPY BIRTHDAY TO:
Dec. 3 Jim Engle | Dec. 11 Caren Messina
Dec. 21 Melanie Greer | Dec. 28 Angelica Wilson
Dec. 29 Bobby Moorehead



Protect Your Home, Appliances And More.



Kodi Hobbs
1500 Jacksonian Plz., Ste. A
Jackson, MS 39211-5466
(601) 321-9364
KHobbs@alfains.com



Holly Jolly Holidays!

Wishing you a wonderful holiday season filled with peace, love, and laughter. I'm so happy to be part of your team, and wish you all the best in 2023.

Happy Holidays!



Your Local Resource
Mary Allen Bennett
601.212.4441
mbennett@firstam.com



"Your Clients are My Clients"

firstamrealestate.com | Phone Orders: 800.444.9030

©2022 First American Home Warranty Corporation. All rights reserved. ALFA_000001_0001



601-898-4420

RIDGELAND OFFICE: 409 W. PARKWAY PLACE, SUITE 200, RIDGELAND, MS 39157

JACKSON OFFICE: 4909 RIDGEWOOD ROAD, JACKSON, MS 39211

Brad Reeves | Gretchen Gentry | Matt Vitart

www.covtitle.com

Team Magnolia Is Ready to Serve You!



- ✓ Standard Home Inspections
- ✓ New Construction Inspections
- ✓ Commercial Property Inspections
- ✓ Foundation Elevation Surveys
- ✓ Certified Mold Inspections
- ✓ 24/7 Online Appointment Scheduling

1490 W. Government St. | Suite 7 | Brandon, MS 39042

www.MagnoliaInspector.com | 601.454.4073 office | 601.824.9922 fax



Great home & auto rates for any budget.

Jeff Zachary, Agent
101 Lake Court
Jackson, MS 39232
Bus: 601-362-4100
jeff@jeffzachary.net

Surprisingly great rates await when you have options like bundling your home and auto insurance. Call me for a quote today.

Like a good neighbor, State Farm is there.®

State Farm Mutual Automobile Insurance Company
State Farm Indemnity Company
State Farm Fire and Casualty Company
State Farm General Insurance Company
Bloomington, IL

State Farm Florida Insurance Company
Winter Haven, FL

State Farm County Mutual Insurance Company of Texas
State Farm Lloyds
Richardson, TX
2101551

Individual premiums and budgets will vary by customer. All applicants subject to State Farm* underwriting requirements. Availability and amount of discounts and savings vary by state.



BANCORPSOUTH IS

RIGHT WHERE YOU ARE

when you're ready to make a house your home

CONTACT A HOME LOAN EXPERT TO GET STARTED

Matt Wilson
NMLS# 642317

1049 Highland Colony Pkwy
Ridgeland, MS 39157
(601) 607-4592

Dianna Bullock
NMLS# 484946

2174 Main St.
Madison, MS 39110
(601) 968-1579

Beth Jones
NMLS# 464585

1240 Highway 61 N.
Vicksburg, MS 39183
(601) 630-2258

Greg Shows
NMLS# 746590

120 Colony Crossing
Madison, MS 39110
(601) 605-3719



©2021 BancorpSouth Bank, a division of Cadence Bank. All Rights Reserved. Member FDIC. Mortgage loans are subject to approval. Interest rates are subject to change without notice and are dependent on credit score. Certain conditions apply. This is not a commitment to lend or rate guarantee.



▶▶ top producers

Written by Susan Marquez • Photography by Abe Draper Photography

DREW & JESSICA EVANS



When Drew and Jessica Evans met in the fifth grade at Oak Forest Elementary School in South Jackson, they surely never dreamed they would be in business together someday or that they would also be married and parents to four children.

After both of their families moved to Pearl in the mid-1990s, Drew and Jessica attended Pearl Public Schools. After high school, Drew and Jessica went their separate ways, becoming reacquainted again later in life. They found that spark and got married 12 years ago in February.



“
WE PUT
GOD FIRST,
THEN FAMILY, THEN
REAL ESTATE.”

Jessica worked for a local bank, ending up in the mortgage department. “I worked hand-in-hand with real estate transactions, but I didn’t really understand what REALTORS® did. I liked my job, and I was comfortable knowing that I had a guaranteed paycheck and a 9-to-5 schedule.” Looking for a second income, Drew and Jessica were introduced to a nutrition company called ViSalus. They did so well selling the products that Jessica was able to take a one-year sabbatical from her job at the bank. “Like any multi-level-marketing company, it began to change, and Gary Cress of The Cress Group offered me a job as his executive assistant,” Jennifer says. “I give him credit for changing the direction of my career.”



Cress had a position open up in property management, and he asked Jessica if she wanted to get her real estate license and take the job. She took the online real estate course but never completed the state and national exams. By that time, Jessica and Drew found out that they were expecting their first child together. "I was 17 weeks into the pregnancy and had to be put on bed rest. I was limited in what I could do for Gary, and after the baby was born early, I decided to stay home and not return to my job at The Cress Group. Drew encouraged me and said he'd go to real estate school and work alongside me if I would complete the state and national exams."

Both Drew and Jessica got their real estate licenses in August 2015 and went to work with Nix-Tann & Associates. "Drew is the go-getter," says Jessica, who is more comfortable being the backup person. "I never thought I would be successful in real estate because I'm too much of an introvert to meet people. I told Drew if he would do the face-to-face work, I would manage it all behind the scenes." After five successful years with Nix-Tann and learning from the best brokers and friends, Walker and Becky Tann, Jessica got her broker's license in 2020, and the couple started Evans Premier Properties LLC.

"I started talking to the people I worked with in my landscaping company," recalls Drew. "Then I started talking to anyone I met, no matter where it was. I would meet someone out and about and ask if they were interested in buying or selling a home. I figured I had a 50-50 chance of them saying yes."

Drew is the "face" of the company, talking with clients and closing on sales. Jessica coordinates the closings, home inspections, working



“ I GIVE GOD THE GLORY FOR OUR SUCCESS. WE BELIEVE IN TITHING FIRST AND BEING OBEDIENT IN THAT. WE HAVE BEEN RICHLY BLESSED IN OUR CAREER AND FAMILY. WE TRULY HAVE BEEN SO BLESSED.

with the closing attorneys and everything else associated with following the transactions to the closing table. Their oldest daughter, Kayla, who is now a 21-year-old in nursing school, was a big help in the beginning, watching the younger children. "Our parents also helped, too," says Drew. Kayla has helped out in other ways with the business as well and has even completed her real estate schooling. "She wants to be a traveling nurse and sell real estate on the side," says Jessica.



The Evans family enjoys being together and doing anything outside. “Drew and the boys love to deer hunt, and I love going to the beach,” says Jessica. “We manage to do both.” Drew says that Jessica’s dream is to own a condo on the beach one day. “We are very family oriented,” says Jessica. “We like to find things we can do with the kids, especially the ‘first-time’ experiences. We want to experience them with all of us together. We work hard to play hard.”

Drew has coached all three boys in baseball and still coaches the youngest’s select team. “Our All-Star team went 21 and 0,” he says. “Drew is a successful baseball coach,

landscaper, and now a successful REALTOR®,” says Jessica. “He has the Midas touch, and it seems all he touches turns to gold!” Jessica laughs. They recently purchased 20 acres of family land and bought a farmhouse. “We are also expanding our real estate company.” Jessica currently has four REALTORS® under her in their Flowood office.

Faith is important to the Evans family as well. “We put God first, then family, then real estate,” says Drew. “I give God the glory for our success. We believe in tithing first and being obedient in that. We have been richly blessed in our career and family.” Jessica agrees. “We truly have been so blessed.”



“ We are very family oriented. We like to find things we can do with the kids, especially the ‘first time’ experiences. We want to experience them with all of us together. We work hard to play hard. ”





FIRST IMPRESSIONS ARE
Everything



(601) 573-1364
JoshNealRoofing.Com



Buying a home?

Get a great rate, fast online approval, and trusted advice from a five-star mortgage lending team.



RANDALL HARPER
Retail Sales Manager
601-882-0767
NMLS ID#1325728



MASON NOOE
Mortgage Loan Originator
601-882-0768
NMLS ID#1179797



RUSSELL HOOD
Mortgage Loan Originator
601-882-0769
NMLS ID#1538138



Five-star rating based on actual third-party customer reviews gathered by SocialSurvey on 3/15/19.
© 2019 Planet Home Lending, LLC | 321 Research Parkway, Suite 303, Meriden, CT 06450 | www.nmlsconsumeraccess.org | NMLS ID #17022



#stagedbyg • G Design LLC • 601.408.5651
Property Staging | Interior Design | Unique Decor | Marketing & Events
facebook.com/gdesignpage



Get great service & great rates.

Adam Ryan FSCP, Agent
115 Laurel Park Cove Ste 204
Flowood, MS 39232
Bus: 769-251-ADAM
www.adamryan.net

You know I'm always here with Good Neighbor service. But I'm also here with surprisingly great rates for everyone. Call me for a quote to see how much you can save. You might be surprised.

Like a good neighbor, State Farm is there.®

Individual premiums will vary by customer. All applicants subject to State Farm® underwriting requirements.



ARMSTRONG RELOCATION
& COMPANIES

Jackson's Trusted Moving & Storage Company

- Safe, easy & convenient virtual survey option
- Local, long-distance, & international moving
- Short & long-term storage
- Full or partial packing/unpacking
- Crating & specialty item packing
- Home renovation moving & storage
- Organization & settling-in services
- Appliance & specialty item dis-/reassembly



1223 Highway 51, Madison, MS 39110 | 601.856.8504 | Jackson.ArmstrongRelocation.com



Pro-Shield
Roofing & Construction

YOUR **REAL** PARTNER FOR
ALL YOUR ROOFING NEEDS

Pro-ShieldRoofs.com
601-559-1758 | 769-237-3004



Roofing Installations & Replacements | Roof Leak Repair | Gutter Installations

Josh WILLIAMSON

JOSH WILLIAMSON ENJOYS SERVING OTHERS

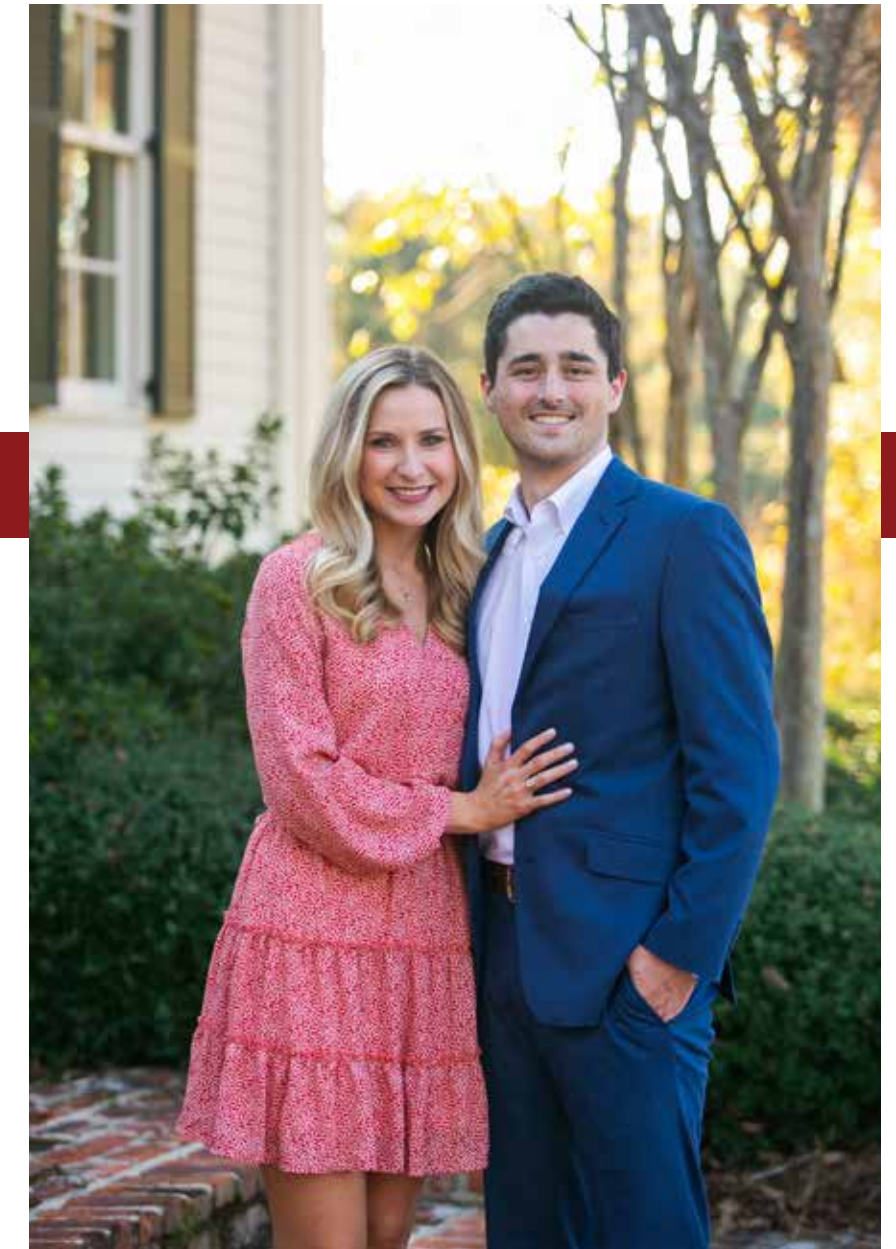
▶▶ rising star

Written by **Susan Marquez**
Photography by **Abe Draper Photography**



Josh Williamson is a Brandon guy, through and through. He was born and raised there. After graduating from Mississippi State University, he and his high school sweetheart, Haley, moved back to Brandon when they married in March 2021. He attended Brandon High School, while Haley attended Hartfield Academy. “We grew up in the same youth group and built a strong friendship prior to dating,” Josh says.

During his senior year of high school at Brandon High, Josh participated in a work-based learning program that allowed him to gain experience in the workforce. “I was able to work for Hopper Properties



every day after school.” He continued working there while he attended Hinds Community College for two years. Josh didn’t realize how much he would learn about real estate by being in the room and listening to conversations in the office every day. The managing broker of Hopper Properties, Allison Palmer, played a major role in Josh pursuing a career in real estate. “I went on showings with her and saw how well she served her clients. That’s what really appealed to me about the business.”

Josh took the real estate course online, and by the time he started at Mississippi State, he already had his license. In 2018, Paul Hopper opened an office in Starkville and gave Josh the opportunity to be his first agent at that location. “With the help of Paul Hopper, Allison Palmer and Mary Ann Roper, I was able to sell real estate while pursuing my degree.” Josh majored in business administration with a concentration in marketing, real estate and business management. He graduated from Mississippi State during “the COVID-19 semester” of 2020, with Haley just one semester behind.



While his primary focus is selling residential properties, Josh says he also loves land sales. “I enjoy the outdoors, and there’s something about land that is so unique.” Right now, Josh says his circle of influence is young people who are getting out of college and wanting to buy their first home. “First-time homebuyers are a real driver of my business. I really love that because people will always remember buying their first home. I love being a part of that experience.” Josh recently purchased his first home in Brandon, so he understands the emotional impact it can have.

Understanding that a home is the biggest investment most people will make in a lifetime, Josh wants the experience to be a memorable one. “Serving people



“

We have connected with so many people in our stage of life. Having that community has been so beneficial to who we are.

and helping them purchase a home are my favorite parts of the job.”

While Josh and Haley are a lot alike, they also have their differences. “She likes to shop, and I like to hunt,” laughs Josh. “My family has a couple hundred acres in Attala County where we spend a lot of time.” Most recently, Josh went on a pheasant hunt in South Dakota.

Aside from hunting season, weekends often include cheering for MSU and attending church on Sunday. “We love our church family at First Baptist of Jackson. We have connected with so many people in our stage of life. Having that community has been so beneficial to who we are.”



Let Us Work for You and Your Clients by Providing the Best Home Insurance Rates Possible

We have many different companies to shop and compare rates



ANDY EATON

Andy Eaton Insurance Agency
Local Agent • Personal Service • Over 35 Years of Experience
601-939-0102 • aeaton9300@aol.com



Tie Your Closings With the Best!

James E. Renfroe

Renfroe & Perilloux, PLLC
648 Lakeland East Drive, Suite A
Flowood, MS 39232
601.932.1011 • www.MSLawfirm.biz

- Residential & Commercial Real Estate Closings
- Title Confirmation
- Title Searches
- Title Litigation
- Wills and Estates
- After-hours Closings
- Mobile, STATE-WIDE Closings
- Certificates of Title
- Business Formations
- Bankruptcy

abe draper photography

Commercial
Advertising
Editorial
Real Estate
Event

abedraper10@gmail.com

662.719.5707



TWO MEN AND A TRUCK
 "Movers Who Care"

Each franchise is independently owned and operated.

BUYER INSPECTIONS • SELLER INSPECTIONS • MOLD TESTING



Smith Home Inspections, LLC

With Smith Home Inspections, you will get a lot more than just an inspection. **The best part is it's Free!**



Joshua Smith
 Certified Home Inspections
 MHIB #0681
 601-310-3199

90 Day Warranty | MoldSafe | SewerGard | RecallCheck
a Full Concierge Service and More!

To learn more, or schedule an inspection online, visit www.SmithHomeInspectionsLLC.com



REN FROW
 DECORATIVE CENTER



110 Kimball Drive • Madison, MS 39110 • 601.373.8408 • www.renfrowdecorativecenter.com

May your sweaters be **ugly & bright!**

Warmest wishes for joy and peace this holiday season!



Chris Gipson
 District Sales Representative

(601) 954-3999
chriscg@homewarrantyinc.com



homewarrantyinc.com



FAMILY TERMITE & ENVIRONMENTAL

601-933-1014

www.family-termite.com • office@family-termite.com

▶ partner spotlight

Robert

“BOBBY” MOOREHEAD

Closing Attorney Bobby Moorehead Finds Value in Real Estate While Helping Others

Written by **Susan Marquez** • Photography by **Abe Draper Photography**

You don't have to talk with Bobby Moorehead long to know that he has a servant's heart. The closing attorney's slogan is "Easy Does It," and that refers to the fact that he does all he can to make a real estate closing as easy as possible for all parties.

A Jackson native, Bobby grew up near Callaway High School. "It was a neighborhood called Presto Heights because it was close to the Presto plant. There was also Hanging Moss swimming pool, where I grew up swimming, and Vickers, now the Eton Corporation, where my father worked for 35 years." Raised Catholic, Bobby graduated from St. Joseph Catholic School in 1985. He and his wife, Bridgette, have five children, ranging from the ages of 13 through 22. "Our two oldest boys, Cullen and Liam, live in Ridgeland in a house we are currently renovating. Our oldest daughter, Farrell, is a junior at the University of Dayton in Ohio. Our youngest son, Sully, is a freshman at Mississippi State University. Our youngest daughter, Murphy, is in eighth grade at St. Joe in Madison." The family are all parishioners at St. Richard's in Jackson.

Growing up, Bobby says he always knew he wanted to be in real estate. "I loved looking at houses and noticing the details that seemed to add value to a home." Bobby's grandfather, an engineer and troubleshooter for U.S. Steel, told him he would do well in law. "That's because my brother and I could argue a point forever. I would dissect and research a subject, and I became interested and fascinated with laws and the justice system."

After graduating from St. Joe, Bobby went to the University of Mississippi, where he studied philosophy and psychology.



•••

He then attended law school at Mississippi College. “I knew by then that I wanted to practice real estate law. I grew up friends with D.J. Horecky’s children. She was a prominent real estate attorney in Jackson, and she gave me my first opportunity to work in real estate law.” It was during his time with Horecky that Bobby began to see the real value in real estate.

He then went to work for John Underwood, who taught Bobby the finer points of real estate and foreclosure law. “I learned I wasn’t interested in the litigious area of the law. Real estate seemed to be more stable and more relational. As a matter of fact, I have some of the same relationships now that I made when I first started closing real estate transactions.”

Considering the client’s experience was always important to Bobby. So much so that when he started his practice, he hired focus groups to find out what was important to them at a closing. “That was an eye-opener, and I still remember those things to this day.” While real estate law can be very repetitive to the attorneys, Bobby realizes that it’s not a common occurrence for someone closing on a home. “I try to make them feel as comfortable as possible when they get here,” he says. “We explain things in a way to try to put them at ease. Patience and experience help everyone at the closing table.” Bobby and his assistant, Tammy Kimbrell, have been doing this for over 20 years now. “We both enjoy helping people navigate sometimes complicated transactions.”

Helping a deal realize full potential is always a satisfying feeling, and Bobby has recently done just that with helping remodel the former Parker House Restaurant in Ridgeland and putting the Bike Crossing in the space. “I work to find value for friends, partners and clients, including secured transactions such as tax-free exchanges and opportunity zone deals. I can also help people who are having problems with bankruptcies hold on to their home.”

Elizabeth Spell is on staff with Bobby and helps people save their homes. She has worked with bankruptcy judge Barney Eaton. “We can help people when they are having issues,” Bobby says. “We help find, keep and save homes while helping folks keep and build equity.” We can also help clients navigate the death of a loved one owning real estate. Through the probate process, we can help the heirs sell the real estate of the deceased.”

Bobby says one thing REALTORS® need to know about him is that he is going to be here to help on a real estate deal if something comes up in the future. “I’m invested in the community. I live here. I built my office here in Ridgeland. I’ve got experience, and I can help navigate tricky situations. I’ll sacrifice to help agents and others with their problems. Our job is to close the deal and help REALTORS® look good to



their clients. They have a hard job, and we want to do what we can to make it easier for them.” With great relationships with chancery court clerks, county clerks, lenders and real estate agents, Bobby says that he works to foster communication so everyone leaves the closing with a good feeling.

“I always want to find those creative ways to put value into real estate. There are a lot of opportunities, and I see the potential. I want to help others see that value as well. I also enjoy environmental law and how the use of land can harm or help people.”

Involved in the community, Bobby has served on various boards, including the Ridgeland Chamber of Commerce, The McCoy House and several different advisory boards and committees. At his kids’ school, Bobby served as the St. Richards athletic director and football coach. Bobby

•••

•••

is optimistic about the future of our state, and he is a cheerleader for the city of Jackson. "I am proud of my home city, and I am optimistic about its future. I want to say a public 'thank you' to Coach Deion Sanders, who has been a breath of fresh air here. With his help, I believe the city is destined for great positive change."



CERTIFIED HOME INSPECTIONS

Preventing your dream home from becoming a nightmare.

Clear View Property Inspections, LLC
601.624.9137
the best choice in Home Inspection.

*New Construction and Existing Homes
Performing Inspections in the Metro Area since 2007*

Dun-Rite Gutters, Inc.
Have it Done Right by Dun-Rite
We specialize in 6" half round Aluminum & Copper



- Top Quality Gutter Installation, Repair & Cleaning Services
- Competitive Prices from Copper Gutters to Leaf Guards
- Free Estimates & Professional Consultation
- 2 Year Warranty on Installations

Mark Dungan, Owner
601-605-0000
Madison, MS

www.DunRite-Gutters.com

goosehead[®]
INSURANCE

Fast Coverage

We can quote and bind policies within an hour of initial contact. We also look at the client's portfolio (including auto and umbrella), to ensure no discounts are left on the table.

Binder Changes in 1 Hour

Our dedicated Binder team returns binder change requests within an hour of receipt, even if you're needing the binder for a refinance.

Marketing Support

We're happy to partner with you for marketing events, one-on-one strategy and advanced marketing tools that harness in-depth data to drive your business.

Let's Work Together!

Kyle Killens
Agency Owner
Goosehead Insurance
404 Enterprise Drive, Suite E
Oxford, MS 38655
Email - Kyle.Killens@Goosehead.com
Direct - 662.352.8957



CARLA PALMER

CARLA PALMER INHERITED AN
ENTREPRENEURIAL SPIRIT

Carla Palmer has a head for numbers. "I always thought I'd be a CPA," she laughs. "My father was a businessperson and entrepreneur. He had a dry-cleaning business and a nightclub when I was growing up, and later a neighborhood grocery store. I worked for my dad and learned from him what went into running a successful business and good work ethics." But when thinking about what she wanted to do with her own life, Carla felt she would be happier working in an office environment. "I loved wearing nice clothes, too!"

► icon in the industry

Written by **Susan Marquez**
Photography by **Abe Draper Photography**



...

After graduating from Lanier High School, Carla attended Hinds Community College, where she studied banking and finance. She then went to Jackson State University, where her sole focus was on finance. After graduation, Carla went to work at Deposit Guaranty Bank in Jackson. She was content in that role, but following a divorce, Carla wanted to earn a second income. "I had a friend in real estate, and she encouraged me to give it a try," says Carla. "I was so shy, and I was sure I couldn't sell anything. But my friend took me along with her on showings, and I thought that maybe I could give real estate a try."

Carla got her license in 1990 but stayed on at the bank for another three years. "I guess you could say I eased into real estate," she says. "It was not what I had aspired to, but it's the path God wanted me to be on, so I couldn't argue with that." She went to work with James Carson at Universal Homes and Properties. "I learned so much during those three years and I gained a lot of experience."

A REALTOR® colleague of Carla's encouraged her to go to RE/MAX. "I credit most of my success to broker Alan Paterson, as well as Susan Burton Williams, RE/MAX, and Jeanie Malouf, who was my office mate there. Those ladies took me in and helped me to go above the crowd." She took the leap and left the bank to sell real estate full time. "My first year, I was a million-dollar producer, then I became a multi-million-dollar producer followed by making top salesperson in the region. It was a great experience for me, and I am so grateful for all I learned there."

Eventually, the fire of her father's entrepreneurial spirit was lit within Carla. Her time at RE/MAX helped give Carla the confidence she needed to strike out on her own. "I got my broker's license in March 2000, and I went on my own in November 2000."

While Carla is not the CPA she thought she might be one day, she now owns a company called CPA Realty. "Our mission is to establish and maintain a proven reputation for expertise and reliability in the real estate sector." One after another, agents



began calling Carla, wanting to go to work at CPA Realty. It wasn't long before she moved from a two-room office to Kelly Dabb's old office. "I leased it for two years and kept asking Kelly to help me find a building of my own." One day Kelly said he didn't have a building, but he did have some land. Carla took a look at it and realized it would be the ideal place for her own building. Located at 1 Professional Parkway in Ridgeland, the building is Carla's pride and joy. "It was built by Laws Construction Company. They did a beautiful job."

Carla has had over 55 agents come through her brokerage over the years. "Right now, we have eight agents, three of which have been with me for over 10 years. The other five are like family as well." CPA Realty specializes in residential real estate, as well as small commercial properties that are up to 10,000 square feet.



The secret to Carla's long-term success is that she prides herself in taking care of her clients. "I have always enjoyed assisting clients with buying a home. I love to see their happiness. It can be such an intimidating process, but I work to make it a pleasant experience. I feel that I'm not only helping people buy a home, but I am helping to build communities. My pastor told me that what I'm doing, which is helping people, is my ministry. When I really sat down and thought about what my purpose in life is, I realized it truly was helping people."

...



“

OUR MISSION IS TO ESTABLISH
AND MAINTAIN A PROVEN
REPUTATION FOR EXPERTISE
AND RELIABILITY IN THE REAL
ESTATE SECTOR.



doing something right because I get a lot of repeat business and referrals. I am selling houses to the children of people I sold houses to years ago. That's a great feeling.”



On the road back and forth to Atlanta, Carla says she loves spending time with her three grandchildren there. “My daughter is married with three little ones, and they are my joy.” Carla also has a “bonus” daughter. “She came into my life when she was 2 years old, and now she is 26. It has been a blessing.” Carla loves to travel, and recently she took her granddaughters on their first trip to New York to see their first Broadway show. “It was a great trip.” Carla says she also enjoys shopping and scrapbooking.

Carla says that there is so much more to selling a house than being a REALTOR®. “I am a REALTOR® first, but at different parts of the process, I am a financial advisor, a therapist, a counselor and a friend. I must be

Being involved in the community is an important aspect of Carla's life. She

currently serves on the board of directors of the Ridgeland Chamber of Commerce, where she served as the organization's first African American president in 2013. A member of Central United Methodist Church, Carla serves as an usher and on the church's board of trustees. Professionally she has served as president of the Women's Council of REALTORS® in 2000, the first African American president of the Jackson Association of REALTORS® in 2011, and she was named the REALTOR® of the Year for both Jackson and Mississippi in 2012. In 2003 she was named one of the *Mississippi Business Journal's* top 50 businesswomen.

While she is getting closer to retirement, Carla is not any less busy. She stays in shape by working out three to four times a week. “I love working out. It makes me feel better, and it gives me energy to keep on going.”

Do More
for the holidays

Kayla Reel NMLS# 1988500
Mortgage Originator

We can make your dream of owning a new home a reality. With quick approvals, great rates and flexible terms, we can make the magic happen. That's *The Power of Local.*

Ask Kayla for details today.
*Subject to credit approval.

Citizens National Bank
*The Power of Local*SM
Member FDIC

Cell 601.686.5148 | Kayla.Reel@YourCNB.com | YourCNB.com

INSURANCE PROTECTION SPECIALISTS

Tyler Wiltshire
Agent
tyler.wiltshire@ips-ms.com
601-992-4040
662-466-6589 cell

Free to do what's right for youSM

Liberty Mutual, PROGRESSIVE, Safeco Insurance, MetLife, TRAVELERS, Nationwide, FOREMOST

Whether you are the agent, the seller, the buyer, or the lender...
We can help you with your closing.

JERNIGAN COPELAND
TITLE, LLC

601-427-0015
970 Ebenezer Boulevard | Madison, MS

Cathy Finch
cfinch@jctitlellc.com

Guilbert Gibson
ggibson@jctitlellc.com

Lockett
LAND TITLE INC

REAL ESTATE CLOSINGS
TITLE INSURANCE

601-414-4141

Protection of Property Rights

Jackson • Brandon • Madison • Hattiesburg

www.LandClosings.com

SGS SOUTHERN GULF STATES
INSURANCE

AUTO | HOME & PROPERTY | BUSINESS | RECREATIONAL | LIFE

INSURE YOUR FUTURE
Protecting your tomorrows, today.

Greg Jones
LUTCF Managing Partner, Producer
gjones@southerngulfstates.com
601-952-3524

Jerry D. Brewer
LUTCF Managing Partner, Producer
jbrewer@southerngulfstates.com
601-952-3525

southerngulfstates.com

Magnolia Soap
AND BATH CO

Hand Made & Plant Based

We do birthday parties!

1000 HIGHLAND COLONY PARKWAY, SUITE 5017 LOCATED IN THE RENAISSANCE
FLOWOOD STORE NOW OPEN! 164 MARKET STREET (NEXT TO AMERIGO)

www.magnoliasoapandbath.com

T&K
ELECTRIC CO.

- Electrical Panel Upgrade
- Indoor & Outdoor Lighting Installation
- Troubleshooting
- New Residential Construction
- Ceiling Fan
- Recessed Lights
- Circuit Breaker Replacement
- TV Mounting

TIMOTHY WHITE
OWNER
601-456-0803
tandkelectricco@gmail.com

CALL TODAY FOR A FREE ESTIMATE!

Inspections You Can Trust!
Prompt and Reliable

Buyer Inspections | Seller's Inspections
Investment Property Inspections

Mississippi's BEST
HOME INSPECTIONS, LLC

Now Offering **PAY AT CLOSE!**

Dave Riegel, Owner
Serving Central Mississippi
(601) 953-4897 | Jackson, Mississippi

mississippi'sbesthomeinspections.com

OLD REPUBLIC HOME PROTECTION

Quality Coverage.
Essential Budget Protection.
Invaluable Peace of Mind.

Save your clients time, money, and hassle with a home warranty from Old Republic Home Protection.

Caren Messina
Account Executive
800.282.7131 Ext. 1347
C: 707.580.2460
CarenM@orhp.com
my.orhp.com/carenmessina

Contact me for information today!

People Helping People

This is a paid advertisement.

FIREPLACE CHIMNEY SWEEP SOLUTIONS

Providing Peace of Mind for Families

Chimney Cleaning & Repair
Air Duct Cleaning · Dryer Vent Cleaning

601-609-5540
chimneysweepms.com

Locally Family Owned & Operated Since 1979
Certified and Insured

Central Mississippi REALTORS® CELEBRATES RPAC Major Investors

For more than 50 years, the REALTOR® Political Action Committee (RPAC) has promoted the election of pro-REALTOR® candidates across the United States. Local voluntary contributions made by Central Mississippi REALTORS® (CMR) help to elect candidates who understand and support the real estate industry from City Hall to Capitol Hill.

On Thursday, Oct. 27, Central Mississippi REALTORS® celebrated the impressive support and dedication of its 2022 RPAC Major Investor program at its inaugural Tailgate Tasting & Silent Auction at the MS Sports Hall of Fame. The sports-themed event featured guest speakers Kathy Fowler, 2022 RPAC Major Investor Council chair of the National Association of REALTORS®,

and Celebrity Chef Nick Wallace. Guests also enjoyed the sounds of the Raphael Semmes Jazz Ensemble as they toured the museum and sampled bites and sips from area restaurants.

Chef Wallace, who is best known for redefining the Southern culinary experience, prepared a “Hole in the Wall” menu. REALTORS® and their guests dined on smoked chicken with garlic ramp brown butter, herb nage and natural jus; braised beef and gulf coast style tomato gravy; honey corn-bread muffins; slow-cooked collard greens and Vidalia onion pot licker; and white chocolate bread pudding!

“CMR has a strong culture of supporting RPAC. This year, we’ve raised more than \$120,000, reaching 118% of our annual goal! I’m extremely grateful for the unwavering support

of our members who contribute their annual fair share and for those renewing their Major Investor commitment,” said Schneika Stokes, board president.

CMR extends special thanks to the 2022 Tailgate Tasting participating restaurants: 4 Top Hospitality, Char, Basils, Georgia Blue, Green Ghost Tacos, La Brioche, Sal & Mookies, Sauce Brothers, Small Cakes, The Pig & Pint and Zea’s Rotisserie.

To learn more about how Central Mississippi REALTORS® are engaging in political advocacy and raising the bar for RPAC Investment, contact CEO Nita Martin at 601-345-3100. Browse CMR’s 2022 RPAC Major Investor Gallery at <https://cmr.realtor/rpac/major-investors/>.



HOLIDAY

SOCIAL NIGHT!

What an amazing night!

A beautiful home, great food and drink, lots of door prizes and about 150 REALTORS® and preferred partners made for a night to remember!

Providing opportunities for fun, networking and celebrating successes all at one time is what *Central Mississippi Real Producers* is all about!

A HUGE thank you to our sponsors for helping make this night happen!

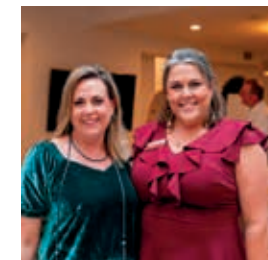


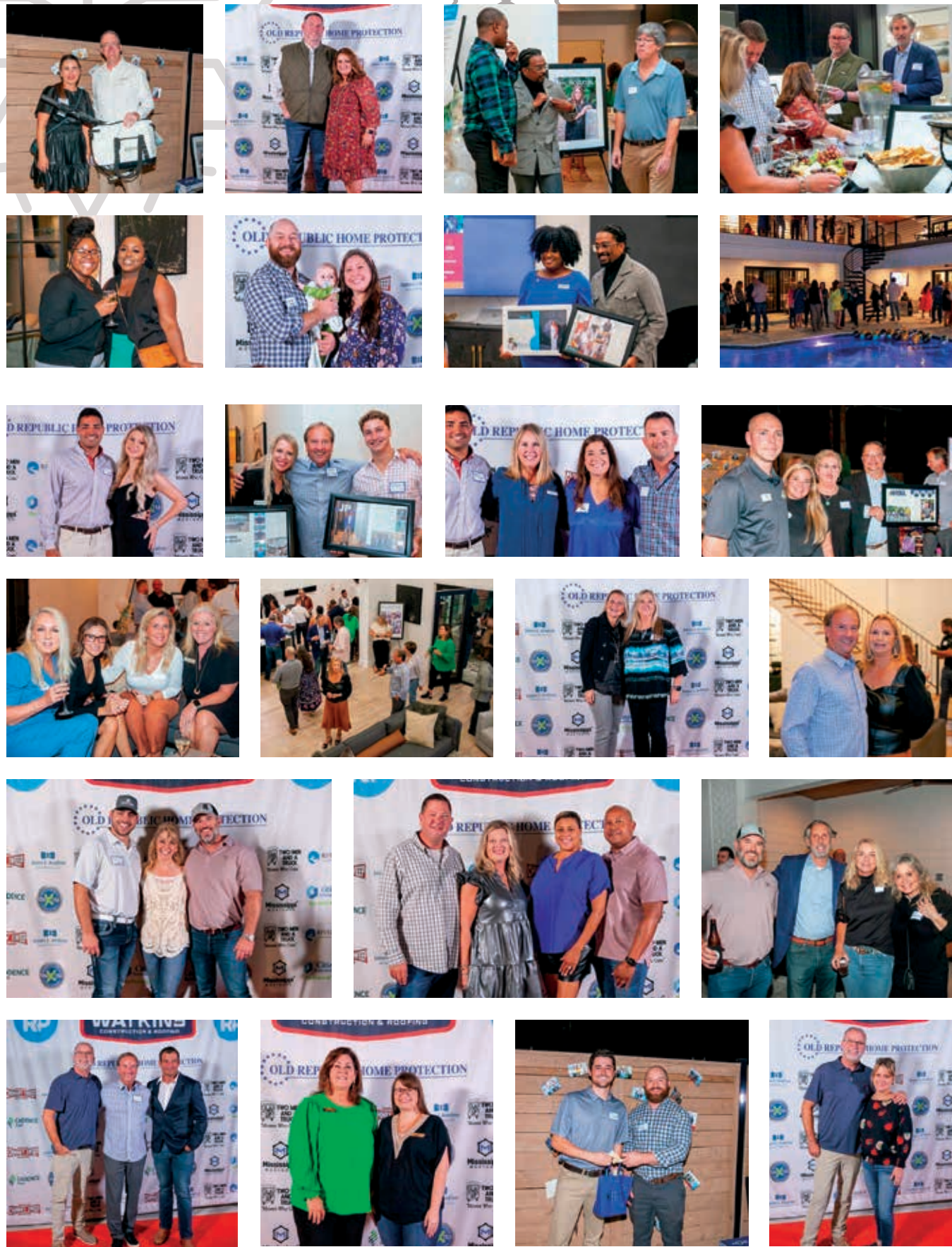
PREMIER SPONSOR
Watkins Construction & Roofing

GOLD SPONSOR
Old Republic Home Protection

SILVER SPONSORS
Riverside Insurance
Two Men and A Truck

BRONZE SPONSORS
Cadence Bank
Citizens National Bank
Complete Exteriors
Fireplace Chimney SWEEP Solutions
Mississippi Mortgage
Renfroe and Perilloux





Green Home SOLUTIONS.

- MOLD
- ODOR
- DISINFECTION
- ALLERGEN CONTROL

PLANT-BASED & EPA-REGISTERED

800-SOLUTIONS
www.GreenHomeSolutions.com

**CREATING Beautiful Spaces,
SPECIFICALLY DESIGNED FOR YOU**

Design Install Maintenance Amend

MGC Landscapes
Trey DeLoach
mgclandscapes.com
601.906.2593



Sacia Findlay's Children Realty Executives Central MS

It's A Real(Tor) Merry Christmas!

"It's not what's under the Christmas tree that matters, it's who's around it!"
— Charlie Brown

We hope that you have a joyful, safe and restful season as you spend time with family, friends and work family this Christmas!

Here are just a few snapshots of Christmas — past and present — with our REALTORS®.



Aliscia Oglesbee's children
Dream Home Properties Inc.



Kim Nixon, Suzie McDowell and Ashley Boutot — Keller Williams



Jenny Winstead's Ornament Swap



Nell and Vic Wyatt
Nell Wyatt Real Estate



Sissye Gory, Crye-Leike



Southern Magnolia Realty



Iana Gilder, Tena Myers,
Donna Burks — Three
Rivers Real Estate



Shannon Ellis
Harvard Real Estate Group



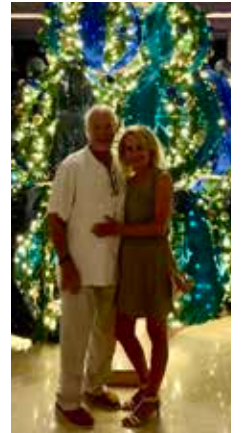
Felix and Rashida Walker
W Real Estate



Kimberlee Haralson
NextHome Realty Experience



John and Amanda Polles
Polles Properties



Paula Ricks
KeyTrust Properties



Three Rivers Real Estate



Coldwell Banker

MORTGAGE MONSTERS

BEWARE!

Mississippi
MORTGAGE

601-316-7326

Sean Cornwell
Loan Officer and Branch Manager
NMLS #145052 | NMLS #1780586
4343 Lakeland Dr.
Flowood, MS 38232
c 601-316-7326 | o 601-987-0077
sean@MSmortgage.com
https://MSmortgage.com

© 2022 Mississippi Mortgage, LLC. All Rights Reserved. Mississippi Mortgage is a registered trademark. All other trademarks are the property of their respective owners. No. 1279

CLOSING SOON?

ASK HOW WE CAN HELP



601-326-2755
completeexteriorsms.com

**Complete
Exteriors**
ROOFING • GUTTERS
RESIDENTIAL & COMMERCIAL



RIVERSIDE
INSURANCE AGENCY

Get The Insurance You Need At A Price You Can Afford

Helping you find the best value on auto insurance, home insurance, business insurance, and more from several of Mississippi's most trusted carriers.

209 Park Place Cove, Ste. E
Pearl, MS 39208

769-251-0115

5606 I-55 S.
Byram, MS 39272

601-371-8355

WWW.RIVERSIDE1ST.COM



SUPERIOR FOUNDATION SERVICES

Prevention is the

BEST SOLUTION

 Superior.MS  601.941.2125



Post Tension
Cables



Water
Management



Crawl Space
Encapsulation



Retaining Walls



Helical Pier



Foundation Repair



Schedule an Estimate

superior.ms/schedule-an-estimate/