

CENTRAL MISSISSIPPI

# REAL PRODUCERS.®

CONNECTING. ELEVATING. INSPIRING.



Photo by  
**Abe Draper**  
Photography

TOP PRODUCER  
**DWANNA**  
**STANLEY**

**Rising Star**  
Timothy Orey

**Partner Spotlight**  
James Brantley  
Magnolia Inspections

**Meet the Staff at**  
Central Mississippi REALTORS®

'Tis the Season for Hunting

**NOVEMBER 2022**

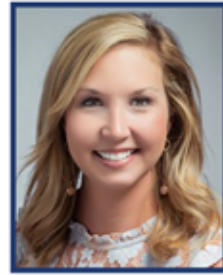
# HOME MORTGAGE SPECIALISTS FOR PURCHASES & REFINANCES



**Brian Lott**  
601.214.0555  
NMLS# 109405



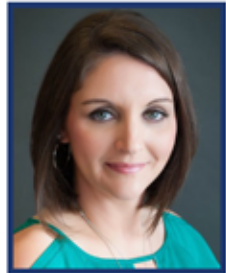
**Chris Honea**  
601.624.3900  
NMLS# 546371



**Jennifer Walker**  
769.203.0784  
NMLS# 367043



**Will Harris**  
601.596.5757  
NMLS# 926522



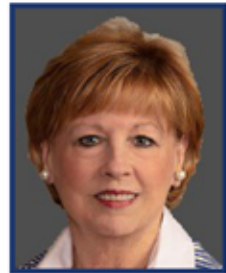
**Ashley Jones**  
601.467.5498  
NMLS# 1506130



**Garrett McMullin**  
601.497.1430  
NMLS# 1954411



**Matt Root**  
601.341.9427  
NMLS# 546753



**Frances B. Cothren**  
601.392.1352  
NMLS# 464594

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
- FHA Loans
- Jumbo<sup>1</sup> Loans
- Physician Loans
- Purchases & Refinance
- Portfolio Bank Products
- RD, Fidelity HOME Loans & VA Loans  
Finance up to 100% of home value<sup>2</sup>



Mississippi Loan Production Offices:  
Ridgeland · Vicksburg · McComb · Natchez · Hattiesburg  
601.707.0101 NolaLending.com

<sup>1</sup>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. <sup>2</sup>Available only in select markets to qualified borrowers. Financing cannot exceed 100% of the subject property's fair market value. 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

# Complete Exteriors

ROOFING • GUTTERS  
RESIDENTIAL & COMMERCIAL

# TAILGATE 2022



When It Is Time To TACKLE Your Roof

# COMPLETE EXTERIORS

## Is Your Winning Team!



601-326-2755

4725 HWY 80 E PEARL, MS 39208  
WWW.COMPLETEEXTERIORSMS.COM

## 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



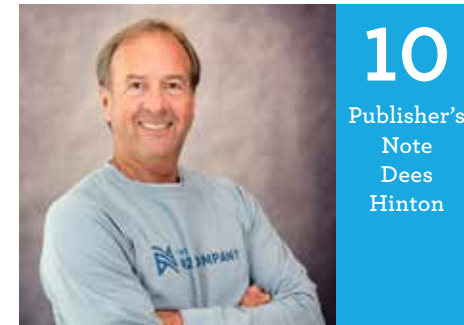
**Cindy Raborn**  
Assistant Publisher/  
Event Coordinator



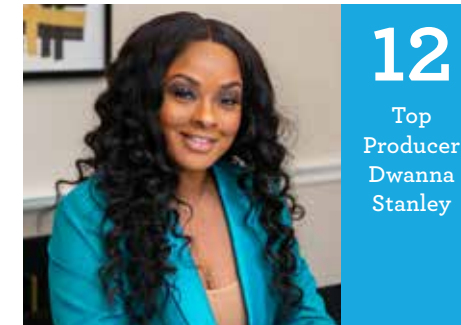
**Gingerlyn Wallace**  
Creative Marketing  
Director

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

## TABLE OF CONTENTS



**10**  
Publisher's  
Note  
Dees  
Hinton



**12**  
Top  
Producer  
Dwanna  
Stanley



**20**  
Rising Star  
Timothy  
Orey



**26**  
Partner  
Spotlight  
James  
Brantley  
Magnolia  
Inspections



**34**  
Central  
Mississippi  
REAL-  
TORS®



**38**  
'Tis the  
Season for  
Hunting



If you are interested in contributing or nominating a REALTOR® for certain stories please email us at [dees.hinton@realproducersmag.com](mailto: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](mailto:Cole.Mitchell@sfbic.com)

[msfbins.com](http://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

Commercial Advertising  
Editorial  
Real Estate  
Event

**abe draper**  
photography

[abedraoper10@gmail.com](mailto:abedraoper10@gmail.com)  
662.719.5707



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

**FOUNDATION SERVICES**

Superior Foundation Services  
(601) 941-2125

**GUTTERS**

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

**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

**INSURANCE PROTECTION SPECIALISTS**

Tyler Wiltshire  
(662) 466-6589

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

Riverside Insurance Agency, Inc  
(601) 371-8355

Southern Farm Bureau  
Cole Mitchell  
(601) 573-4997  
cole.mitchell@sfbccic.com

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**

Cadence Bank  
(228) 897-3399

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

First Horizon Mortgage  
Nason Williams  
601-201-8777

Mississippi Mortgage  
(601) 316-7326  
www.mississippimortgage.com

NOLA Lending  
(985) 612-2132

Planet Home Lending  
(601) 421-9667

**MOVERS/RELOCATION**

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

Two Men and a Truck  
(601) 853-9644

**PHOTOGRAPHY**

Abe Draper Photography  
(662) 719-5707  
abedraiper10@gmail.com

**REAL ESTATE TITLE/ ATTORNEY**

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

Lockett Land Title  
(601) 622-8191

**REAL ESTATE/ TITLE/MORTGAGE**

Jernigan Copeland Title, LLC  
(601) 427-0021

**ROOFING & CONSTRUCTION**

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

**REAL ESTATE/ TITLE/MORTGAGE**

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

**ROOFING AND CONSTRUCTION**

Halo Roofing & Restoration  
(601) 717-0236

**ROOFING CONTRACTOR**

Complete Exteriors  
(601) 624-3574

Josh Neal Roofing & Restoration  
(601) 573-1364

**TERMITE & PEST CONTROL**

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

**Robert "Bobby" Moorehead**  
Real Estate Closing Attorney  
[www.lawrem.com](http://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*



# PROTECTING WHAT MATTERS MOST



**FULL ROOF REPLACEMENT**  
**ROOFING REPAIR | ROOF INSPECTION | PHOTO REPORTS**

[www.haloroofingms.com](http://www.haloroofingms.com) | [info@haloroofingms.com](mailto:info@haloroofingms.com)

Jackson Office: (601) 906-4711 | Biloxi Office: (228) 731-9555

## 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.



### 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

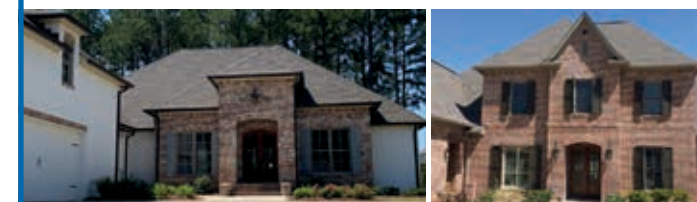
We're happy to partner with you for marketing events, one-on-one strategy and advanced marketing tools that harness in-depth data to drive your business.

### Let's Work Together!

Kyle Killens  
Agency Owner  
Goosehead Insurance  
404 Enterprise Drive, Suite E  
Oxford, MS 38655  
Email - [Kyle.Killens@Goosehead.com](mailto:Kyle.Killens@Goosehead.com)  
Direct - 662.352.8957



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

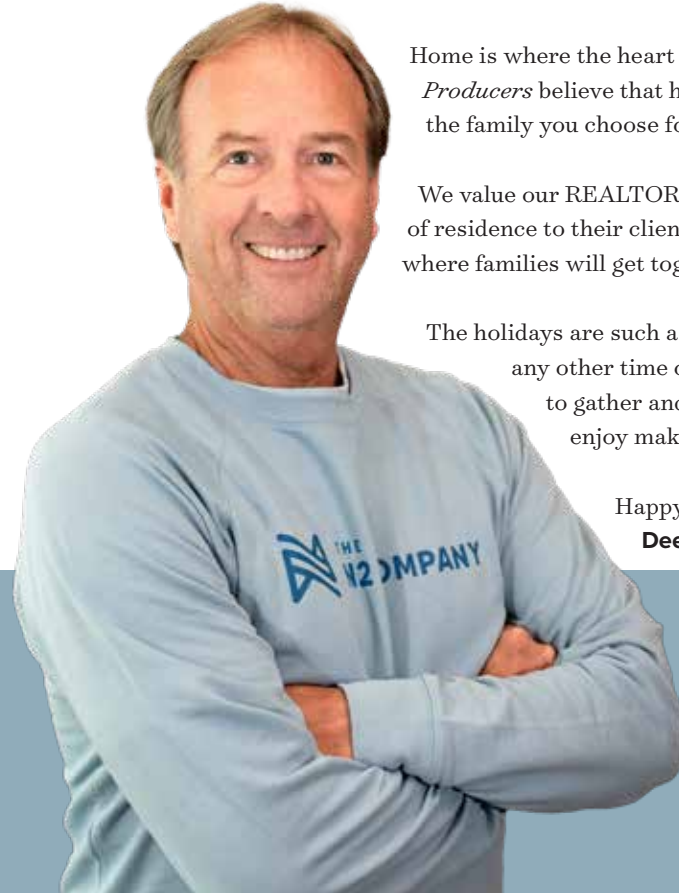
**Mark Dungan, Owner**  
**601-605-0000**  
**Madison, MS**

[www.DunRite-Gutters.com](http://www.DunRite-Gutters.com)

▶ publisher's note: dees hinton

# ENJOY YOUR Thanksgiving!

Memories are made gathering together with family and friends during the holidays.



Home is where the heart is, or so the saying goes. We at *Central Mississippi Real Producers* believe that home is just that — whether it's the family you are born with or the family you choose for yourself.

We value our REALTORS® so much because we feel that they aren't just showing places of residence to their clients. Rather, they're showing houses that will turn into homes where families will get together with their loved ones to share a meal and celebrate.

The holidays are such a special time because they bring people together more than any other time of the year. We hope that you and your loved ones make time to gather and celebrate together this holiday season. Cherish the time and enjoy making new memories in the place you call home!

Happy Thanksgiving!  
Dees

**Happy birthday to:**

- |                          |                            |
|--------------------------|----------------------------|
| Nov. 1 Abe Draper        | Nov. 22 Mary Allen Bennett |
| Nov. 1 Suzie McDowell    | Nov. 23 Jenny Price        |
| Nov. 1 Michelle Whatley  | Nov. 24 Allan Summerlin    |
| Nov. 21 Cindy Page       | Nov. 26 Dawn Hall          |
| Nov. 21 Cathy Magee Byrd | Nov. 29 Emily Phillips     |



## RESIDENTIAL ROOFING EXPERTS

COMPLIMENTARY ROOF ASSESSMENT  
FINANCING AVAILABLE

---

**SPECIALIZING IN**

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



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

**601-706-8737**  
WATKINSCONSTRUCTIONINC.COM





**Our Coverage PAYS OFF**

Did you know over 31% of our customers placed a claim in their first 90 days with us? We helped them save time and money—and we can help your clients save, too.

**Contact me for details.**


\*Based on First American Home Warranty first-year, 90-day contracts, January 1, 2015–December 31, 2021. Repair and replacement costs based on paid invoice net of service fees in 2021, prior to deductive limits for discounts and rebates.



**First American Home Warranty™**

Your Local Resource

**Mary Allen Bennett**  
601.212.4441  
mbennett@firstam.com



**"Your Clients are My Clients"**

firstamrealestate.com | Phone Orders: 800.444.9030



## COVENANT TITLE

REAL ESTATE CLOSINGS

**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

▶ top producer | Written by Susan Marquez  
Photography by Abe Draper Photography

# Dwannna Stanley

DWANNA STANLEY

IS A NATURAL BORN

CHEERLEADER

Dwannna Stanley has found success by helping others be successful. The Greenwood native moved to the Jackson area in 2000 to attend Jackson State University, where she cheered on the JSU Tigers while majoring in accounting. These days she is cheering on her team of 67 real estate agents at The Agency!HAUS.

While her path to real estate wasn't a direct one, everything she has done in her life has led her to have the largest female-owned and minority-owned brokerage in the state. "I left Jackson State in 2002 when I got pregnant with my daughter," she says. "I then went back to school at Mississippi College and earned a bachelor's degree in business administration. I thought I wanted to do accounting, but then I took a marketing course and wanted to go into marketing." The same thing happened when she took classes in management and finance.

"I wanted to do it all, so I decided to major in business administration. Mississippi College taught from an entrepreneurial standpoint. I wasn't sure exactly what I wanted to do for a career, but I had the itch to be a business owner."

Dwannna was working in property management when she graduated. "I managed an apartment community, but being the over-achiever that I am, I became a leasing consultant." She did that for only a couple of weeks before being promoted to assistant manager. She held that position for six months before becoming property manager. "I set my sights on becoming a regional manager over multiple sites." Dwannna decided she wanted to own her own property management company. "I learned that to do that, you have to have a real estate license." She took courses online and got her license in 2013.



# THE AGENCY!

HAUS



•••

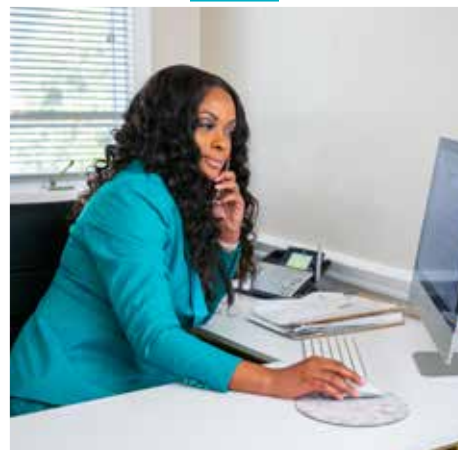
Then life took a turn. “When I got my license, friends started calling me. They wanted me to help them buy a house. I had not even thought about selling residential real estate, so I had to go back and study that!” When she first got her license, she went to work for Presidential Real Estate. It was a small brokerage where she stayed for a year before going to Keller Williams. Dwanna discovered there was a disparity with African Americans getting homes. “I became passionate about helping African Americans get into homes.” In 2018, she got her broker’s license.

“When I first got into real estate, I felt like I had a lot to learn. My first year, I sold one home. The second year, I sold two. The third year I sold 28 homes. During that learning time, I took all kinds of classes and I spent time interviewing lenders. I wanted to learn about credit repair, front and back end, and I wanted to learn what each lender offered with their in-house programs. The lenders know I am not loyal to any one lender. I work to match the right lender’s programs to the right client. That makes all the difference in getting to closing.”

Dwanna opened her brokerage, The Agency!HAUS, in December 2018. “I thought a long time about what to name my business. I didn’t want my name in it, and I didn’t want ‘group’ in the name. I wanted to find something that can be franchised. Something marketable. My goal is to take this nationwide!”

Now 67 agents strong, Dwanna says she is grateful that she has never had to recruit.” She works hard to make sure her agents are knowledgeable. “I’m big on training. We have a general call on Monday and sales calls Tuesday through Friday, with role-playing on Friday. I want to make sure our agents are prepared for open houses and for any situation that may come up. The growth of this agency is due to our agents.”

Running a large agency can be daunting, but Dwanna says she has found the perfect balance of selling and managing. “The key is having a strong support staff. I also have mentors in place. All of our agents get two coaching calls a month with my coach. That has made me better at creating my back office. I also meet with all the agents one-on-one



“  
The key is having a strong support staff. I also have mentors in place. All of our agents get two coaching calls a month with my coach.”

•••



...

annually to work on goals for the next year. Accountability can be very motivating."

Educating people on the process of homebuying is something that is important for Dwanna. "We try to do one big event a year to help get people into homes. Our Home for the Holidays Seminar has a goal of getting a certain number of people into homes between Oct. 1 and Dec. 31." The event features lenders on-site and a home assistant program that helps potential buyers know what to expect. Last year's event resulted in 120 homes sold. "We have a goal of 250 this year," says Dwanna.

Outside of work, Dwanna says she is a super mom and super friend. "I go to all the Jackson State games," she says. Her daughter is following in her footsteps as a cheerleader at JSU. "My 'why' for a long time was my daughter. Now it's establishing my legacy. That's what keeps me going." Dwanna also enjoys traveling. "I love going to different places in the Caribbean and to other countries. We try to go somewhere every other month. I think it's good to have a change of scenery and to unwind. It gives me renewed energy to continue working on growing my business."



@realproducers



ARMSTRONG RELOCATION & COMPANIES



Agent for United

### 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



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.



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

# Inspections You Can Trust!

Prompt and Reliable

Buyer Inspections | Seller's Inspections  
Investment Property Inspections



Now Offering **PAY AT CLOSE!**

**Dave Riegel, Owner**

Serving Central Mississippi

(601) 953-4897 | Jackson, Mississippi

mississippisbesthomeinspections.com

# CREATING Beautiful Spaces, SPECIFICALLY DESIGNED FOR YOU



# 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



- 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!**



- MOLD
  - ODOR
  - DISINFECTION
  - ALLERGEN CONTROL
- PLANT-BASED & EPA-REGISTERED

# 800-SOLUTIONS

www.GreenHomeSolutions.com

# MORTGAGE MONSTERS



# BEWARE!



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

# 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.

Contact me for information today!

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



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

# Timothy Orey

Running Toward  
Success in Real Estate



**Born and raised in Chicago, Timothy Orey always had one foot in Mississippi. “I was raised by my grandparents but came to Mississippi for summers and holidays.” When he was in the ninth grade, he came to Jackson to stay. “I went to Forest Hill High School,” says Timothy.**

Interested in the broadcasting world, Timothy attended Hinds Community College, where he studied mass communications. “I landed a radio job as an on-air personality on 97.7, with the Ricky Smiley morning show.” Timothy spent four or five years on the air and says he learned a lot about communicating with people from that experience.

Timothy then worked with two Fortune 500 companies, where he learned a lot about the corporate world. First, he worked as a technician with Apple. “I worked at the Apple store in the Renaissance in Ridgeland, and that taught me how to deal one-on-one with people, especially with people who were stressed about breaking their phone, losing their pictures, and other phone-related issues.” When he had an opportunity to transfer to Atlanta with Apple, Timothy jumped at the chance. It was a larger market, a bigger city and a bit more excitement.

Next, Timothy went to work with the Atlanta Braves as the merchandise supervisor for 27 Atlanta Braves retail stores. “I did that for two years. Despite working 70 to 80 hours a week, I enjoyed the transition to the sports world. It gave me the freedom to connect the brand with the audience, which I liked.” But it was not a year-round job. Like baseball itself, it was seasonal. After feeling he had reached his max with the Braves, Timothy decided it was time to make his next move.

“My mother, Anita Orey, and several of my cousins and aunts worked in real estate. At that time, my mom had been in the business for 10 or 12 years. I always knew it was something I’d like to try, but I felt that I had to try other things first.” Timothy attended the Mississippi Real Estate Institute and got his license in September 2018. “I started at Keller Williams,” says Timothy. “I took advantage of their training programs before transitioning to RE/MAX Connection, where I worked with my mom.”

Anita then got her broker’s license and started Arx Point Realty in Byram. “I joined my mom in her brokerage,” says Timothy, who is licensed as a dual agent in Mississippi and Louisiana. “We cover the tri-county area, as well as areas like Yazoo City, Forrest, etc. I will go anywhere within a three-hour drive. I love being hands-on and consistent with clients, so it’s difficult to do business further out than three hours.”

Timothy prides himself on covering areas other REALTORS® won’t touch. “We go into smaller, more rural areas. Many of those areas don’t have many qualified real estate agents. I love giving people the kind of service they would find in a larger market.”

What Timothy loves the most about the business is working with first-time homebuyers. “I love to create a good experience for them. It’s fun sharing information that they can then share with friends and family. I want them to understand the steps we are taking to get them a home and how different decisions can affect them down the road.” Timothy also enjoys working with people who are purchasing a second or third home. “That’s a different experience altogether. They become a bit more selective about what they



...

are looking for. But the thrill of buying a different home makes it worth it.”

While he hasn't been in the business all that long, Timothy has still had an opportunity to see families he has worked with grow. “My first customer was a family with one child. I sold them a house and then a few rental properties. Now they have three children, and they are buying a larger home for their growing family.” Timothy says he enjoys the relationships he has made with his clients, many of whom have become friends.

An avid runner, Timothy started the Jackson Running Club when he moved back here from Atlanta. “First and foremost, I am an advocate for mental health. I began therapy in 2017, but I was tied to a certain day and time. I began running as a way to clear my mind. I learned quickly that I could put on my running shoes any time of day or night and head out. I was in a running group in Atlanta, and I wanted to recreate that in Jackson.” The group meets Sundays at 9 a.m., and it is for both walkers and runners. “It's for all ages, races and genders,” says Timothy. “We go 2 miles, and it's a free workout. It is also a way to meet other people and support one another. We also gather for social events outside of running, such as bowling, movies or going out for drinks or dinner.”

When he isn't running or selling real estate, Timothy enjoys reading and traveling. “My girlfriend and I went to New York last month. We went to several museums, and we went to a New York Yankees game.”



“ I love to create a good experience for them. It's fun sharing information that they can then share with friends and family.”





**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.



RESIDENTIAL & COMMERCIAL ROOFING • INSURANCE CLAIMS • ALL ASPECTS OF THE STORM RESTORATION MARKET



FIRST IMPRESSIONS ARE  
*Everything*



(601) 573-1364  
JoshNealRoofing.Com  
f i

**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

**FAMILY TERMITE & ENVIRONMENTAL**  
601-933-1014  
www.family-termite.com • office@family-termite.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

▶▶ partner spotlight

# JAMES BRANTLEY

## Serving People through Magnolia Inspections

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

James Brantley always wanted to own his own business. “I wanted to be an entrepreneur, and I wanted to own a business that would impact people’s lives.”

James grew up in the Jackson area and graduated high school at Clinton High before going to Hinds Community College. After college, he went to work as a tool and die maker for Packard Electric in Clinton. Eventually, he got tired of working night

shifts, and he went to work as a plant manager for an injection molding company in Morton. “We made plastic parts for the medical and architectural fields.” That position involved having employees who reported to him, which helped James to learn about employee management.

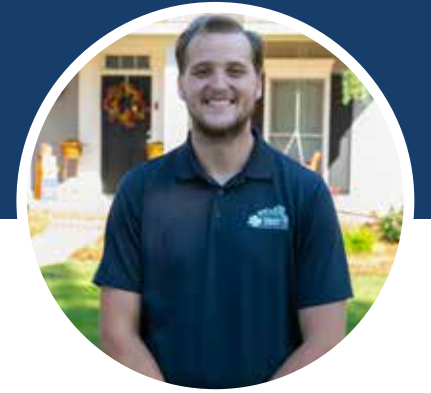
But James grew restless. “I wanted a challenge.” He began looking at franchises, including a catfish restaurant, handyman service and Ward’s hamburgers. Nothing made sense until a real estate agent friend asked James if he had ever considered home



Bill Anderson



Brad Barbee



Cooper Kelly

inspections. “A light bulb turned on for me. I wanted a career that I had a passion for, and I thought that could be it.”

James did his research and attended seminars on starting a business. “I looked at a few home inspection company franchises, but I knew I could do it on my own, which would allow me to have more flexibility and more control over costs.” He took classes at a community college and learned to write a business plan. He worked with classes offered by the Small Business Association, and that gave him the launch point he needed. James hired a graphic designer to design his company logo and opened his business, Magnolia Inspections, in September 2006, and he has never looked back.

There have been some learning curves and challenges, but nothing James couldn’t handle. “When you are dealing with the public, there are sometimes unrealistic expectations and conflicts. But every business has a challenge. I would definitely do it all over again, but if I did, I might do some things differently.” But providing an answer to a need is something that makes everything worthwhile.

Currently, the company services a 50-mile radius for residential



•••

inspections and statewide for commercial inspections. "We are trying to expand into the Gulf Coast market." In addition to home inspections, Magnolia Inspections provides indoor air quality testing for mold. "That is a big thing for us."

Working with REALTORS® is an important part of James' business. "I have invested a lot of money and time on inspection software that creates easy-to-read reports and repair request lists to send to the agents." James explains that after 16 years in the business, he and his inspectors understand what a defect may be and what isn't. "We understand how to do a thorough inspection without tearing a house apart. We have a liability and respect for our clients."



Adam Pilgrim

“  
A light bulb turned on for me. I wanted a career that I had a passion for, and I thought that could be it.



James Brantley



James has been recognized by the real estate community for his work with two major awards. In 2017 he was nominated as Affiliate of the Year for Central Mississippi REALTORS® Inc. The membership voted, and Magnolia Inspections was named Affiliate of the Year for CMR at the state conference in Tupelo. He then won the statewide Affiliate of the Year award.

James started the company with his wife, Donna, and in the beginning, he was the sole inspector. In 2020 James began searching for a key person to help grow the company. In November of 2020, James hired Kelly Williamson as the new growth coordinator. "Hiring her to assume this vital role has been one of the best business decisions I have ever made, and she has helped us locate and hire our new inspectors and office staff." James now has nine employees, and five of those are inspectors. "And we are still growing."

When a REALTOR® calls the office, James says they can speak to a live person, which is important when they are trying to get to closing. "We also have an online scheduling system, so they



•••



Donna Brantley

“

We understand how to do a thorough inspection without tearing a house apart.



Kelly Williamson

can schedule an inspection on their own.” An app that can be downloaded to a REALTORS® mobile phone allows them to view previous inspections and to schedule inspections online. “We get inspections completed in a short time, and we even do free re-inspections. The agents love it because it makes them look good to their clients.”

James says it is important to him to give back to the community. “We have supported many homebuyer seminars, Shower Power, the battered women’s shelter, and we participated at Liberty

Park for First Responders Appreciation Day, and most recently, the new Suicide Watch and Wellness Program in Canton. And every year, we do the inspection for the St. Jude Dream Home.”

James and Donna have two cocker spaniels, Annie and Charlie. They love to spend time traveling, particularly to the beach. “I also have two grandchildren, Kacey and Dominick, and love spending time with them. I also like to hunt and fish when I can find the time.” And seeking out new restaurants is something the couple enjoys as well.

**May the forks be with you**

We're grateful for our agent partners!

*Happy Thanksgiving!*

**Chris Gipson**  
District Sales Representative  
(601) 954-3999  
chrisg@homewarrantyinc.com

Ask me about our **14-month\* Home Protection Plan!**

*\*Initial coverage term. See actual terms and conditions for available coverage, limitations, and exclusions at homewarrantyinc.com.*

Protect what matters  
**Home Warranty**

**G** REVIVE RESTORE REIMAGINE

2 COPPERSIDE 5:17

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

**Magnolia Soap AND BATH CO**

1000 HIGHLAND COLONY PARKWAY, SUITE 5017  
LOCATED IN THE RENAISSANCE

**FLOWOOD STORE NOW OPEN!**  
164 MARKET STREET (NEXT TO AMERIGO)

hand made & plant based

We do birthday parties!

www.magnoliasoapandbath.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 you™

AUTO INSURANCE HOME INSURANCE COMMERCIAL INSURANCE LIFE INSURANCE RENTERS INSURANCE UMBRELLA INSURANCE

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.**

ALTA Best Practices Certified  
TRID Certified

**JERNIGAN COPELAND**  
TITLE, LLC

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

Cathy Finch  
cfinch@jctitlellc.com

Guilbert Gibson  
ggibson@jctitlellc.com





# FitNetWork



**Coworking • Playing • Connecting**

Cypress Lake in Madison • 300 Lake Circle • Madison, MS • [fitnetworkusa.com](http://fitnetworkusa.com) • 769-300-0194



## Tie Your Closings With the Best!

- 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

**James E. Renfroe**  
 Renfroe & Perilloux, PLLC  
 648 Lakeland East Drive, Suite A  
 Flowood, MS 39232  
 601.932.1011 • [www.MSLawfirm.biz](http://www.MSLawfirm.biz)

## Protect Your Home, Appliances And More.



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




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!**

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

To learn more, or schedule an inspection online, visit [www.SmithHomeInspectionsLLC.com](http://www.SmithHomeInspectionsLLC.com)



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




## Do More in your dream home

**Kayla Reel** NMLS# 1988500  
 Mortgage Originator

We make building, buying or refinancing a home simple. With quick approvals, great rates and flexible terms, we can make it happen. That's *The Power of Local.*



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

Cell 601.686.5148 | [Kayla.Reel@YourCNB.com](mailto:Kayla.Reel@YourCNB.com) | [YourCNB.com](http://YourCNB.com)

# Meet the staff at Central Mississippi REALTORS®

**When Nita Martin joined Central Mississippi REALTORS® (CMR) as its new chief executive officer, she had a certain vision in mind for the state's largest real estate association. Her vision included a company culture that consisted of a customer-first focus, growth and improvement mindset, shared values and commitment. With over 2,100 members actively involved in the association, this vision included bringing key staff members to enhance services and bring the association's goals and mission to fruition.**

"I wanted to enlist a team that would exemplify the highest level of customer service, professionalism and dedication to the association," said Martin. "Although our team is small, each member brings an abundance of knowledge in their respective fields and a level of commitment which emphasizes our association's objective to serve as 'the voice for real estate' in the 10-county area of central Mississippi."

Meet Johnny Brown, CMR's member care representative. Johnny brings a wealth of knowledge and experience to the association through his 17-plus years as a licensed agent and REALTOR®. He's no stranger to CMR. He has served on a myriad of committees since 2000, and he won the coveted REALTOR® of the Year Award



Johnny Brown

in 2006. In 2008, he served as the treasurer of the Jackson Association of REALTORS® and as the esteemed president of the Jackson Association of REALTORS® in 2012. Johnny has also had the honor of working with David Ingram Real Estate and ERA Real Estate Professionals.

Currently, Johnny's role as member care representative allows him to engage with and provide assistance to members and guests. During this time, he assists with onboarding for members and front desk duties. Johnny genuinely enjoys helping other individuals succeed and accomplish their goals. He continues to be the "sunshine" and source of encouragement to the CMR team.

Meet Jeanelle Marshall, CMR's director of business development. Jeanelle



Jeanelle Marshall

brings nearly 10 years of experience as a licensed REALTOR® and dedicated member. During her tenure, Jeanelle has served in countless instrumental capacities. She has worked as a staff associate with CMR and as a professional standards administrator with Mississippi REALTORS®. She also had the unique opportunity to serve as the interim education director for Mississippi REALTORS® and Mississippi REALTOR® Institute. Jeanelle also had the honor to serve on the CMR's board of directors. In 2011, she became an esteemed alum of the 2011 Leadership Class of Mississippi Association for REALTORS®. Jeanelle believes in the power and impact of service. She has volunteered for several committees on the local and state levels.

Currently, Jeanelle's role as the director of business development allows her to work intimately with the association's member experience team to ensure smooth transitions from licensed real estate agents to REALTOR® members. She engages with incoming members through the orientation process and the in-depth discussion of membership benefits and privileges. Jeanelle is also responsible for developing new and existing business opportunities for members within its various industry providers.

Meet Jewell Davis, CMR's public relations manager. Jewell brings over 12 years of experience as a public relations and public communications professional to the association.



Jewell Davis

Jewell has a strong penchant for public service. She worked for the city of Jackson for nearly a decade in various capacities, such as interim director of communications, public information officer for countless departments, and as a public affairs officer for the Jackson City Council. During her tenure as a committed public servant, she had the honor and privilege of working for five mayoral administrations. Jewell also has experience in the private sector, where she worked for the esteemed Jackson Municipal Airport Authority as its manager of public relations, marketing and customer service. Most recently, she spent three years at "Thee I Love," Jackson State University as the assistant director of events and visitor services.

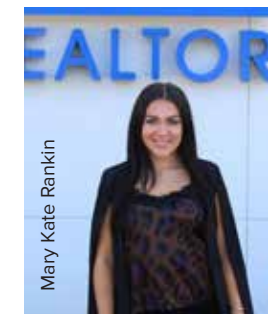
Currently, Jewell's role allows her to enhance her creativity through the development of various social media content. She also ensures the association's website stays relevant with up-to-date information and writes numerous news articles and press releases. Jewell has also established a great rapport with local and national media outlets to ensure adequate coverage of newsworthy topics.

Meet Araceli Martinez, CMR's bilingual front desk receptionist. Araceli serves as the first point of contact for the association by answering phone calls and directing members to the correct individual for assistance. She also processes existing and new agents' applications so they can enroll in the orientation class, which is required for CMR. Sales is her area of expertise, as she has been involved with the process since 2018. She credits her "sales savviness" to the additional sales experiences she gained while working for AT&T and Ulta.



Araceli Martinez

Meet Mary Kate Rankin, CMR's event coordinator and the newest addition to the team. Mary Kate has spent more than three years as the executive assistant of the Madison County Business League and Foundation. During her tenure with the nonprofit economic development-based organization, she assisted in the planning of various events, which included the venue selection, catering, attendee lists and budgets for year-round events. Her experience also consisted of event planning, which included 500 participants.



Mary Kate Rankin

Currently, Mary Kate is planning for numerous events for the remainder of 2022, which include the RPAC Major Investor Recruitment Event & Silent Auction, the board of directors retreat and multiple internal events and classes to benefit our members. She offers new ideas to engage current members and to increase member participation. Mary Kate is a member of the Madison County Young Professionals, and she serves on the Madison County Business League and Foundation's Diversity & Inclusion Committee.

**“ I WANTED TO ENLIST A TEAM THAT WOULD EXEMPLIFY THE HIGHEST LEVEL A CUSTOMER SERVICE, PROFESSIONALISM AND DEDICATION TO THE ASSOCIATION. ”**

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*



**TWO MEN AND A TRUCK**  
"Movers Who Care"  
Home & Business  
We Sell Boxes



**TWO MEN AND A TRUCK**  
"Movers Who Care"

Each franchise is independently owned and operated.



**Luckett**  
LAND TITLE INC

REAL ESTATE CLOSINGS  
TITLE INSURANCE

**601-414-4141**

*Protection of Property Rights*

Jackson • Brandon • Madison • Hattiesburg

[www.LandClosings.com](http://www.LandClosings.com)



**RENFROW**  
DECORATIVE CENTER

110 Kimball Drive • Madison, MS 39110 • 601.373.8408 • [www.renfrowdecorativecenter.com](http://www.renfrowdecorativecenter.com)



# 'Tis The Season For Hunting

Written by **Cindy Raborn**

When we do a feature article, we always ask for some personal photos to include. Many times, those include hunting photos. Although I have never hunted myself, I grew up in a family of hunters. I have heard the stories of the preparation (food plots, hunting houses, etc.), the great kill, the miss, the cold and the adventure.

When asked "Why do you like to hunt?," there are some common answers: it's relaxing, it's a challenge, it's good to be out in nature, it gives a sense of achievement, and camaraderie and memories.

We wanted to celebrate hunting season this November with a few pictures we have received of our REALTORS® and ad partners enjoying the hunt!



Photo by Jeff Hadley



Shane Saxton



Greg Owen, Complete Exteriors



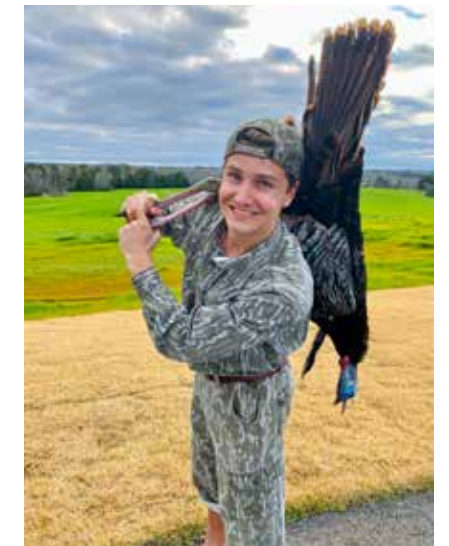
John Polles



Adam Hester



Adam Ryan, State Farm



JP Clark



Bethany Culley



Edwayne Hutton



David Shipp

**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

BANCORPSOUTH IS

# RIGHT WHERE YOU ARE

*when you're ready  
to make a house  
your home*

## CONTACT A HOME LOAN EXPERT TO GET STARTED

Connie Stacy  
NMLS# 484955

407 Hwy 80 E.  
Clinton, MS 39056  
(601) 925-4111

Ternisha Bass-Johnson  
NMLS# 76009

407 Hwy 80 E.  
Clinton, MS 39056  
(601) 925-6214

Janice Shumaker  
NMLS# 484957

120 Service Dr.  
Brandon, MS 39042  
(601) 825-9188

Lisa Jenkins  
NMLS# 484956

100 Primos Rd.  
Flowood, MS 39232  
(601) 919-4323



Mortgage

©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.



# 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](http://WWW.RIVERSIDE1ST.COM)



# SUPERIOR FOUNDATION SERVICES

Prevention is the

**BEST SOLUTION**

Superior.MS 601.941.2125



Post Tension  
Cables



Water  
Management



Crawl Space  
Encapsulation



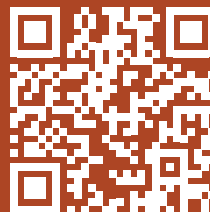
Retaining Walls



Helical Pier



Foundation Repair



Schedule an Estimate

[superior.ms/schedule-an-estimate/](https://superior.ms/schedule-an-estimate/)