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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)

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We also want to thank our REALTORS® for your support! We enjoy getting to know each of you and celebrating your successes.

The *Central Mississippi Real Producers* team is looking forward to another great year!

If you have a story idea, would like to nominate someone for us to feature, have an event venue idea or would like to recommend a potential preferred partner, please contact us!

Thank you again!  
Dees



**AUGUST BIRTHDAYS:**

- Aug. 4 — Susan Marquez
- Aug. 8 — Debbie Thomas
- Aug. 15 — Dees Hinton
- Aug. 18 - Marianne Coker
- Aug. 18 - Rodney McCoy
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Written by Susan Marquez  
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MEAGHAN

MURPHY

**ENTREPRENEURSHIP IS A FAMILY AFFAIR**

If you are wondering how a schoolteacher from New York ended up in Mississippi, just ask Meaghan Murphy. The Binghamton, New York native went to college to be an elementary school teacher. “I moved to Mississippi in 2012 when I got a job at Gary Road Elementary School in Byram and my husband, Govinda Krishna, attended dental school at the University of Mississippi Medical Center.” Little did they know they would both be entrepreneurs and not doing what they had originally moved to Mississippi to do - and in just a few short years!

Meaghan enjoyed her work, teaching second grade for two years before moving to Rankin County Schools where she taught first and second grade, as well as ESL, teaching students English as a second language. “I really enjoyed that,” she says. “I traveled to different schools and worked with a number of students.”

Meaghan and her husband began looking for a home to purchase in 2013. “We lived in a small apartment at the time and I really enjoyed the process of looking for a home.” They purchased their first home in November 2013, and in doing so, Meaghan became interested in real estate.





In 2015, she got her license, thinking she'd do real estate as a side gig. "My husband encouraged me to do it," she recalls. "He said I was pretty and personable and he thought I would be good at it. I did both teaching and real estate for three years."

Then her life took a big turn. By 2018, real estate became more than Meaghan had bargained for. She was doing well with it. But it was getting harder to do both jobs. At thirty years old, and despite multiple tries at in vitro fertilization, Meaghan had no children, and she realized she was making big sacrifices to do both jobs.

Meaghan began her real estate career with Keller Williams in Flowood. "I interviewed with three or four brokerages before talking with Ron Ainsworth, the manager of our brokerage. I chose Keller Williams because I wanted a lot of training, which they provide. I guess that comes from my educational background." She was with the firm until 2016 before going to work with Billy and April McKee at McKee Realty in Flowood. "Their brokerage is a lot smaller -- there were only 15 of us, and it was more of a family kind of feeling. I enjoyed my time there."

Since 2018 Meaghan has been in the Multi-Million Dollar sales club consistently each year. In 2020 she had her best year yet selling over \$9 million dollars of property.

In January 2021, Meaghan took a leap and opened her own brokerage, Home Again Realty, located on Lake Harbor Drive in Ridgeland. Soon after hanging out her shingle, she had a big surprise. Thinking she would never have children, Meaghan got pregnant naturally. Their daughter, Sloan, was born on March 1, 2022.

"She keeps me busy," says Meaghan, who says she is still actively selling. There are nine agents at Home Again, including Meaghan. "We are growing every couple of months." Two of her agents are bilingual in Spanish and English, which has been a big help. "Some of our agents are part-time

“  
SHE KEEPS ME BUSY.



“  
I HAVE MET SO MANY INTERESTING AND AMAZING CLIENTS, AGENTS, BROKERS, AND VENDORS IN MY EIGHT YEARS IN THIS BUSINESS.



and many are still learning. I only wish I had more time to help the other agents. We have a monthly meeting where we will do training on a specific topic and also have a guest speaker come and talk with us.” Meaghan says the secret to her success is her commitment to being honest, caring and truthful with her clients. “Trust is important in this business.”

Because she is not originally from this area, Meaghan says she had to work hard to learn the names and locations of neighborhoods and price points. “When I got my real estate license, I didn’t realize there would be such a big learning curve. People may think this is easy, but I spend a lot of time on my phone, answering emails, texting, etc.” She says the work is worth it, especially because she likes the freedom her schedule provides her – it is a lot different from the rigid schedule of her teaching days. “But I do miss my students and my co-workers.”

Govinda’s life took a different turn as well. He ended up ditching the idea of being a dentist and instead, he is now the owner of a hamburger franchise in Gluckstadt. “He wanted to work for himself,” says Meaghan. “He opened Wayback Burgers last year. He is very hands-on, and he loves it.” The couple lives in Ashbrooke in Gluckstadt. “We have put down roots here,” Meaghan says.

When she isn’t working, Meaghan says she and Govinda enjoy traveling. “We have been to Miami, Tampa, Washington, DC, Las Vegas, London, and back to New York to visit my family. We are hoping to go visit my husband’s family in Sri Lanka soon.”

Meaghan and Govinda also stay busy with their four Maltese dogs, Reese, Ralph, Rex, and Rose. “We enjoy going on walks with them.” Meaghan says she is so grateful that God brought real estate into her life as a career. “I have met so many interesting and amazing clients, agents, brokers, and vendors in my eight years in this business. During my struggles, they all really helped me stay positive and gave me something positive to focus on. I live to help others and meet new people. I love hearing each person’s story and try to learn something from each person I meet along the way.”



Family photos by Alyssa Wilson Photography



“

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# Grace Pilgrim

## Grace Pilgrim Wears Her Heart on Her Sleeve

▶ rising star

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

**Grace Pilgrim** had an idyllic childhood. She grew up on her family's land in Morton and her grandparents lived right next door. "I was spoiled rotten and still am," she laughs. "I went to Morton High School, where I was in the color guard, Diamond Girls club and concert band. I loved being a part of anything social."

After graduating high school in 2007, she attended the University of Phoenix where she studied healthcare administration. "I love helping people, but I realized that wasn't the right thing for me." As a matter of fact, her desire since high school was to be a teacher. "I love children. I got a job working as the co-activity director at a resort in Pelahatchie." It was the best of both worlds for her. She was able to work with the public while having her own children with her and she was not constrained to an office. "I wanted to be out and about connecting with people."

Grace married her high school sweetheart in 2010. "Adam is my left side. He is my rock on all the crazy days and my soft spot to land on the good days. He always listens to my real estate woes and never complains. He is my superhero." Adam was in the Army, so the couple lived in Virginia for a while and traveled extensively state-side. "Being an Army wife taught me so many values. I learned so much from those years of my life." Grace and Adam have three sons, Taylor (17), Tyson (11) and Wyatt (9). "Being a boy mom made me even stronger than being an Army wife, and that's saying something," she laughs. "There is never a dull moment in our house."

When trying to decide what to do next in her life, Grace looked to her mom, Tammy James, who started her real estate career in Florida. "She was a rock star there," Grace says. Tammy inspired her sisters (Missie Bray and Renea Adams, Grace's aunts) to get their licenses here in Mississippi. Grace was moved by the







minute. I could not have done this without her. The fact that KEYSOURCE Real Estate is among many notable long-standing agencies in production and volume after just one year is so amazing. I am bursting with pride for this brokerage.”

success of her family and wanted to give real estate a try. There is no doubt whatsoever that Grace’s drive and work ethic comes from her mother and two aunts. “I have watched them since I was a baby. The strength of these three women is unmatched and together they are simply a force. I am blessed to have them in my corner.”

Grace received her real estate license in early 2020, and she says the business is natural to her. Missie began KEYSOURCE Real Estate in 2022, and the family of Realtors® has never looked back. “We are a great support to each other,” says Grace. “KEYSOURCE has such a deep meaning to us. My Aunt Missie and I named the brokerage in her home office during a very trying time for both of us. Watching her become the broker that she is today makes my heart smile. She has spent so much time filling me with knowledge and loving me through every crazy

The timing for Grace’s licensure was interesting. “I remember when I started, how much fun it was going out and showing houses. Then the pandemic hit, and things halted. The next thing I knew, I was showing houses in hazmat suits!” She also showed homes virtually, which was very different from how she started. “I actually showed a home to a buyer virtually, and she bought it, closed remotely and moved in. I have never met her face to face, which is strange to me because I thrive on the connection I have with my clients. But I had to adapt and overcome.”

Grace says she is a mama and a nurturer by nature. “I wear my heart on my sleeve. I love showing people houses and helping people find their dream homes. Building trust is the most important part of being a Realtor®. As I worked with clients I started to realize that their finances are their hard-earned money. They have to feel comfortable with me.

They are asking me to help them through the process and that makes them very vulnerable. I think it breaks down to who you are as a person. I believe you have to lead with empathy and warmth. I simply treat my clients like I would my own family.”

Grace says her favorite part of the real estate business is the networking and relationship-building with her counterparts and valued vendors. “At the end of the day, my business is built on a foundation of kindness and integrity. It is everything to me. I believe in teamwork and camaraderie. There is no place for ugly in what we do. Offer a helping hand when you can. I love seeing other agents growing their businesses. That’s what I love most about KEYSOURCE. Yes, it is filled with independent agents, but we never shy away from helping each other. We are a HUGE support system for each other.”

Grace says her favorite part of the buying process is strategizing the contract. “I love to see how I can get the very best deal for my clients.” Grace also loves it when clients find the perfect house. “I can show them dozens of houses, but when they walk in THE house, you can see their eyes pop and you know in your heart that you helped them find their dream home.”

After each closing, Grace says that everyone at KEYSOURCE comes



together to share what they learned from the deal. “Every deal is different. I learn new things every day. There is so much to learn. Knowledge is key, and experience is everything.”

The real estate business has also become a family affair for Grace’s husband and sons. “My husband is a home inspector. Seeing what he does daily reminds me how important our jobs are. He protects his clients just like I do mine. His integrity and goodness are unmatched. I am beyond proud of him. Our boys have turned our drives to the grocery store into a trivia game about their knowledge of different subdivision names and locations. They hear everything! I am so proud they have an interest in the family business.”

When she isn’t working, Grace says she is happy just being with her boys. “I love playing XBOX, watching scary movies with them, and doing things like going to the waterpark or trampoline park. We have the best time just being in each other’s company. I am blessed that Adam and our boys are my biggest support system. At the end of the day, they are who I do all this work for. They are my everything.”





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▶▶ partner spotlight  
Written by Susan Marquez

## SUPERIOR FOUNDATION SERVICES

# TODD SANDRIDGE



### LAYING A FOUNDATION OF INTEGRITY

Todd Sandridge grew up around the construction business. His grandfather was a contractor in the North Mississippi area. “My brothers, my cousins and I worked with him,” says Todd. “My first job was picking up stuff around a job site. I paid attention and learned a lot by watching my grandfather. I have always found construction fascinating, and now more than ever as I see how technology has affected the industry.”

It’s been a quarter of a century since Todd began working as a general contractor. After going to Hinds, then finishing at the University of Southern Mississippi in business and marketing, Todd had a couple of side jobs when he bought his first flip. “I’ve learned a lot along the way.”

Always good at finding a need followed by a solution, Todd learned through his construction work that there was a need for a local foundation company that operated with integrity. “Too

many companies lacked credibility and integrity,” says Todd. “That’s why my business partner, Trey Pace, and I started Superior Foundation Services in 2015.

Todd explains that many franchised foundation repair companies are locked into one product. “It’s not a one-size-fits-all situation. Every building, house, shops road and other structures all have different circumstances. Not all jobs are the same, and we offer different solutions for different issues. I felt that those companies were taking advantage of people. They didn’t offer preventative maintenance. They weren’t looking to solve problems. We can provide a better service that people can appreciate and trust.”

After designing and pouring one thousand foundations themselves, Todd says they understand what water does to soil. “We understand what it means to have no bedrock or expansive clay.

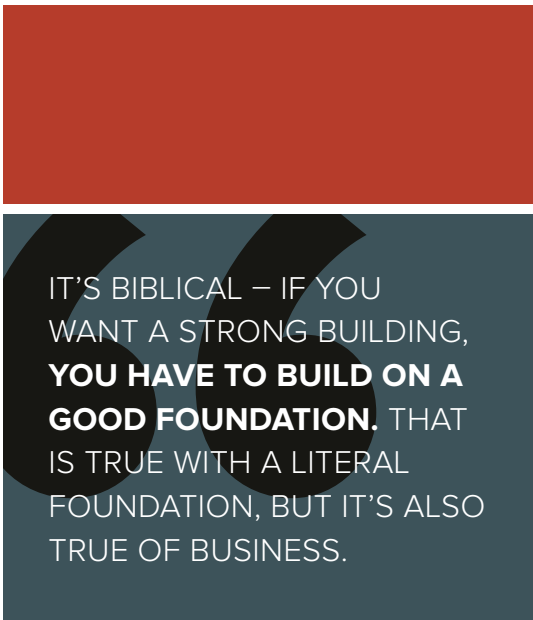




We also understand the importance of keeping good records to look back on. That's why every single project we do goes into a cloud-based system so will always have access to our clients' records." That information is easily accessed when clients, and even Realtors®, want to come back a year later or more to take measurements. "We build that into our contracts to provide peace of mind to our clients."

Confident that they could provide superior solutions to property owners, Todd and Trey named the company Superior Foundation Services. "We are an industry-leading company that utilizes the latest technological advances," Todd says. "We love it, and we are good at it. We want to grow our business, and we have recently acquired a couple of companies to expand our services." One of those companies is a post-tension cable company, and the other is a concrete form and finishing company. "We have tried to grow slowly and organically, and these two companies dovetail perfectly into the services we offer." Todd says that Trey is a meticulous operations guy while he likes to move quickly with a strong quality concept. "We usually meet in the middle."

With so many options and solutions available now, Superior Foundation's staff is well-trained. "They are a great staff," says Todd. "They share with our clients where they go to church and where their kids go to school. They even give out their cell phone numbers. We want people to know that our staff lives among them, in the communities we serve, and we don't run from warranties."



Todd says there is not a thing that has happened with foundations that he hasn't experienced. "It's biblical -- if you want a strong building, you have to build on a good foundation. That is true with a literal foundation, but it's also true of business. We have been fortunate to be rated in the top three of the major foundation companies in this area. We got here because of our people, our products, our service and our integrity. We were passionate right out of the gate with this company - we were determined to get started on the right foot."



# Robert "Bobby" Moorehead

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» a note from nita



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