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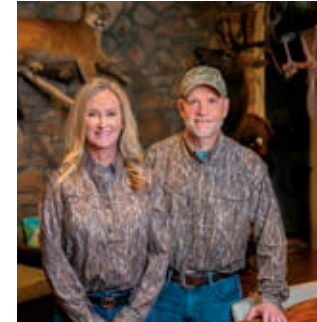
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► publisher's note: dees hinton

Welcome to the 2024 Top REALTOR® List!

Our 2024 Top REALTOR® list has been successfully updated and if you are receiving this magazine, CMRP emails and soon to be texts, you are a part of the *Central Mississippi Real Producers* Family! If you are new to the club, WELCOME! And if you are a returning or continuing member, CONGRATS for your continued success!

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- Invitations to the networking events hosted by CMRP.
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I know I speak for our Central Mississippi team and all of our RP Vetted Businesses when I say, we CAN'T WAIT to see you all at our first event of the year in March!

Be sure to remember to update us if you have a change during the year in agency, address, email or cell phone number!

Dees



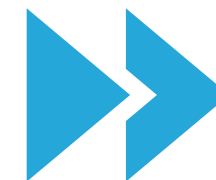
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- March 2 - Robin Torrence
- March 3 - David Ostrander
- March 11 - Lance Cooper
- March 11 - Shannon Ellis
- March 12 - Jessica Evans
- March 12 - Katie Mitchell
- March 15 - Meaghan Murphy
- March 27 - Tika Ferrell
- March 29 - Alese Jones
- March 30 - Grace Pilgrim

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Tiffany WADE



▶▶ top producer

Written by Susan Marquez
Photography by Abe Draper
Photography



A Journey From Cooking to Real Estate

TIFFINY WADE was doing farm-to-table before it was cool – she grew up cooking in her mother’s restaurant in her hometown of Lexington. “My mother started the Southern Barrel restaurant in 1989,” says Tiffany. “She prepares everything fresh and you can taste the love in everything she cooks. Cooking is truly her love language.” Tiffany loves to cook as well, and she’s often been told she should open a restaurant, but she has other plans for her life.



After graduating from high school in Lexington, Tiffany was accepted into nursing school at Hinds. A family tragedy derailed her plans for a while. “My brother, who was a student at Mississippi State, got killed. I realized then I wasn’t ready for school. Then I waited so long that I had to start the application process over.”

Tiffany was doing property management work for an apartment complex and being in that world led her to believe that going into real estate might be a good option for her. “I was ready for a change,” she says. “I went online and studied for the real estate exam. I got my license in 2007 then went to work for Gary Smith Real Estate.” People told her she was crazy to get into real estate at that time. “The economy wasn’t doing well and I knew it was a risk. I had to hustle, and because of that, I learned how to navigate so much. I believe it was a blessing to start my real estate career at that time.”



“ I HAD TO HUSTLE, AND BECAUSE OF THAT, I LEARNED HOW TO NAVIGATE SO MUCH. ”



What surprised Tiffany the most about working in real estate was meeting people from all walks of life and at all stages in their lives. “I love assisting my clients and walking them through the process. Working with first-time home buyers is really exciting to me, especially when they are older. I’ve had a few first-time buyers in their seventies. I don’t think they realized home ownership was possible for them. Someone recommended they talk to me, and I helped them to know that it’s never too late to turn that dream into a reality.”

Smith sold his company to Century 21 Maselle and Tiffany stayed on for a while before she decided to go into business on her own. She got her broker’s license in 2022 and in December she opened TWade Realty. Tiffany says she makes educating her clients on the process a priority at her brokerage. “If I arm my clients with knowledge, it makes the process smoother for everyone.”

She is doing it solo for now, but Tiffany says she’d like to grow her brokerage when the time is right. “My youngest son, Tykwon (20), will most likely follow in my footsteps.” Tykwon is a student at Southern University in Baton Rouge working on getting his bachelor’s degree in marketing “He’s had his own successful apparel line since high school,” she says. “It’s amazing to me what he has accomplished with that so far.”

Tiffany and her husband, Patrick (Sr.), also have another son, Trenton (23). She still enjoys cooking, as well as spending time with her family. “I also love to go fishing.” Each year for her birthday, Patrick and Tiffany get together with about 12 friends and go on a vacation together. “I pick the place,” she says. “Last year we went to Hawaii. My friends love it because I research everything. All they have to do is show up and enjoy themselves.” Just as she wants to make the home buying or selling process easier for her clients, Tiffany says she wants to plan the vacation so that all her friends have to do is enjoy their time together.



“MY YOUNGEST SON, TYKWON (20), WILL MOST LIKELY FOLLOW IN MY FOOTSTEPS.”

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Angela SILLS



▶ rising star

Written by Susan Marquez
Photography by Abe Draper Photography

Open Season Properties Provides Peace of Mind to Clients

While real estate wasn't her initial calling in life, Angela Sills has made her mark on the industry throughout the Southeast. She majored in criminal justice at Southern Miss before transferring to the University of Arkansas, where she graduated with a degree in criminal justice with a minor in psychology. "I wanted to work with probation and reintegration," she says.

And she did. Angela went to work for the juvenile justice system in the state of Arkansas. "I wrote the volunteer probation officer program," she says. She moved back to Mississippi after she had her first son and worked at the State Hospital at Whitfield. "I was a social worker on a treatment team for adolescents in the Oak Circle Center."

Angela left the law enforcement world when she helped her father with his grass farm in her hometown of Utica. "Many of our clients were homebuilders and I was introduced to real estate through them." Angela became a licensed real estate salesperson in 2011.

After some changes in her life, Angela started working in real estate full-time in 2019. Her years of experience in sales and human resource management have taught her the value of client relationships and problem-solving skills that are essential in providing the service she believes her clients deserve.

When Thad Miller met Angela, he was already a seasoned buyer and seller of timber and timberland. He has bought and sold hundreds of farms, commercial and residential properties, and over 100,000 acres of timberland. "I was raised in the country in the Mississippi Delta," he says. "I learned early on about the importance of owning property and I learned the art of land stewardship." Thad spent six years serving in the military as a marine. It was during that time that he was trained to cruise timber, and when he was discharged he returned home to Mississippi where he began to buy and sell timber and timberland. "I started buying timber tracts, then recreational properties. My specialty is in hunting and fishing tracts from Colorado to Florida. I bought and sold my own properties, and in doing so I developed an appreciation for REALTORS®."

When Thad and Angela met, Angela was working on getting her broker's license. "I realized we could have the opportunity to build a company the way we wanted, treating clients the way we felt they should be treated," says Thad.



“
WE TRY TO
HUNT AND
FISH EVERY
CHANCE
WE GET.
”



Together, they founded Open Season Properties based in Raymond. Both Angela and Thad have a passion for the outdoors, and for hunting and fishing, and they both feel strongly that people should be able to buy or sell property with total peace of mind. “That’s what we provide to our clients,” says Angela. “We focus fully on our clientele, both sellers and buyers.”

When they started Open Season, Thad says they hired many agents who were new to real estate. “I hand-picked them all,” says Thad. “They may have been new to the industry,” Angela adds, “but they brought a vast range of knowledge with them. Most of our agents specialize in land – they hunt it and develop it. We have agents with land development degrees, agriculture degrees, and more. We even have one agent whose niche is poultry farms.”

Thad explains that they wanted to mold their vision of an ‘A to Z’ real estate company that goes the extra mile in serving their clients. “We want the most seasoned buyers to be comfortable with us as well as new buyers.” Angela adds that all the agents at Open Season have bought into the teamwork approach. “There is

zero drama here,” she says. “We have 21 agents and we are licensed in Alabama, Mississippi, Tennessee, Georgia, Arkansas, and Louisiana. We continue to grow and expand.” The brokerage handles residential properties and land, recreational land, and commercial real estate.

“Our specialty is recreational land,” says Thad. “My background is in developing carbon-neutral sites from a ‘green’ perspective. I also do a lot of estate work.” Thad says he still buys and sells his own properties. “Our agents have enhanced that. It’s helped me to focus on the tracks that we own.”

When they aren’t working, both Angela and Thad love recreational time in the outdoors, often traveling to other places. “We try to hunt and fish every chance we get,” she says. “I also enjoy cooking and I love spending time with my family. Between us, Thad and I have three sons, two daughters, and five grandchildren.”

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▶▶ partner spotlight

Written by Susan Marquez
Photography by Abe Draper Photography



STEADY HOME MAINTENANCE

Steady Home Maintenance Makes Punch Lists a Priority

From magazines to meal delivery to socks and more, we have become a subscription-based society. As a self-professed ‘business nerd,’ JR Crowell says he is always looking to disrupt the norm. He and his business partner, Josh Laxer, are real estate investors who have forced a new idea into existence, and it’s been a boon for both homeowners and REALTORS®. Steady Home Maintenance is, as their website says, “making the small jobs cool again.”

JR and Josh met when they worked together for a local business. “I left to start my real estate investment business,” says JR. “About six months later, I got a call from Josh.” It turns out that Josh and J.R. made a great team, so it was time to put the duo back together again. They went back to the drawing board and Steady Home Maintenance was born in November 2022.

“I’ve always been pretty handy,” says JR. “I grew up in my grandfather’s wood shop and I come from a family that figures out how to fix things. Flipping

houses has also forced me to learn how to do a lot.” Josh says he has learned a lot about home maintenance along the way, especially that it’s always better to maintain something rather than fix it once it’s broken.

Having a personal handyman service on call hasn’t always been an option, but that’s where Steady Home Maintenance makes a difference. In addition to normal home repairs, the company offers a subscription service to automate your home maintenance. For a fixed price, the company offers regular home visits to make repairs or perform maintenance work, as well as provide a thorough home evaluation, along with regular services such as dryer vent cleaning and cleaning of the exterior HVAC. The idea is to have things in your home maintained before they have to be fixed.

JR discovered that while there are exceptional craftsmen in the area who specialize in repairs, it can be difficult to find them, or they are booked way out (because they are good!). “Steady Home





Maintenance is like a one-stop shop. Including me, we have two licensed contractors on staff and a stable of pre-approved subcontractors if needed. And Josh and I will put on a tool belt if we need to.”

With the subscription model, homeowners can stay on top of home maintenance, helping systems last longer while protecting their largest investment – their home. But you don’t have to be a subscriber to use their services, which is great news for REALTORS®. “As a full-time real estate investor, I know what it’s

Steady Home Maintenance
www.steadyhomemaintenance.com
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like to handle a punch list following a home inspection,” JR says. “Agents don’t need that process to be bogged down, this can cause a deal to fall apart. We are passionate about creating a speedy process for the transaction so that all parties can win. Once the inspection punch list is sent over, we can turn a quote around within 24 hours. Whether it’s five or sixty-five items, we make that punch list our passion. Agents often end up playing general contractors, chasing down subs. We eliminate that headache so that the agent can focus on their job and get to the closing table.”

JR says the subscription model is ideal for busy professionals as well as folks who simply don’t want to do the work. “It provides peace of mind to know that things are being maintained on a regular schedule. We are strategically process and tech-driven. This allows us to provide superior and consistent service to our clients in a service that doesn’t always get the attention it deserves. We are passionate about making the small jobs cool again and that’s a hill I’m willing to die on.”

JR grew up in Kosciusko and Josh was raised in Madison, so they are both from the central Mississippi area. “This is a company we intend to see for the long haul,” says JR. “We believe in it. And who knows, you may see some more Steady spin-offs in the near future.”



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Watkins Construction & Roofing is dedicated to unwavering community commitment. Their most recent efforts involve honoring local Veterans through their “WCR Gives Back” program.

At the 2024 Annual Watkins Company Meeting in January, they put together over 150 tote bags filled with essential items which included toiletry kits, cozy socks, a warm blanket, and a coffee mug. These small tokens represent the Watkins team’s immense gratitude for the veterans’ service to our community. The tote bags were hand delivered to the residents of the MS State Veterans Home in Jackson in February.

“Watkins is incredibly thankful for the sacrifice our Veterans and their families have made for this



country,” said Michael Dier, Owner of Watkins Construction & Roofing. “Our team thoroughly enjoyed putting these small tokens of appreciation together for them!”

CMRP is so thankful for companies like Watkins who are continually making a difference in our community.




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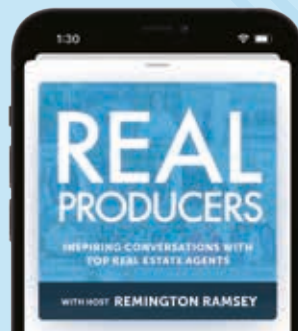
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