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APRIL 2025

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DAVE SHIPP

+

Rising Star
Jordan Blissett

Partner Spotlight
Matt Pitts
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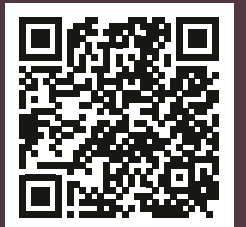
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Central Mississippi Real Producers’ Core Values #2

DO THE RIGHT THING,
NOT THE EASY THING

In a world that often celebrates convenience, speed, and the path of least resistance, it can be all too tempting to take shortcuts or choose the easiest option. Yet, as we navigate the complexities of both personal and professional lives, one truth stands unwavering: doing the right thing is not always the same as doing the easy thing.

At its core, integrity requires us to stand firm in the face of challenges, to make choices that align with our values, even when those choices demand effort, courage, or sacrifice. The easy thing may offer immediate gratification, but the right thing offers long-term fulfillment and meaning, building trust, respect, and character along the way.

We share stories of very successful people in the industry that live their lives doing the right thing, making the right choices and their success shows that having integrity is always the right thing to do.

This principle is one of the foundations of *Central Mississippi Real Producers*. We hope this will also inspire you to reflect on your own decisions—whether in your career, your relationships, or your personal growth—and remind you that the road less traveled, though often more difficult, is the one that leads to true progress, purpose and success.

Choosing the right thing over the easy thing is a commitment to integrity, and it is a commitment worth making every single time.



Dees

- Happy Birthday!
- April 1 – Cheryl Armstrong
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 - April 6 - Kimberlee Haralson
 - April 10 - Stephen Stewart
 - April 11 - Aliscia Oglesbee
 - April 14 – Mariclaire Ingram Putman
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 - April 17 - Jimmy Stuart
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Garrett Reese, Owner

DAVE SHIPP

WRITTEN BY SUSAN MARQUEZ
PHOTOGRAPHY BY ABE DRAPER PHOTOGRAPHY

Dave Shipp has deep roots in Yazoo County. He grew up in Benton and went to high school at Benton Academy. “My grandparents lived in Benton. My dad was a farmer, with a farm in Benton and a farm in Benton. When I got out of school in the afternoons, I went straight to the tractor.”

While it may seem like an isolated existence, Dave had a window to a much larger world growing up. “My dad had an outfitting service where he took people on guided hunts. They came from all over the country to hunt white-tailed deer with us. I got to meet a lot of people and be exposed to a lot of different cultures.”

Dave had an entrepreneurial spirit and started his own landscape business. “I had contracts to cut highway right-of-ways from Natchez to Grenada.” While he was building his business, his best friend, Dereck Shibe, went to Ole Miss where he got a real estate degree. “Dereck got me into real estate. I got tired of managing a business with several employees. He convinced me that I could go to work for myself without worrying about employees.”

**“I ONLY
WISH I HAD
STARTED IN
THIS BUSINESS
TWENTY
YEARS AGO.”**

After thinking about it, Dave decided to give real estate a shot, going to work with Prime Properties where his buddy Derek is the broker. “I’m about five or six years into it and I absolutely love it,” Dave says. “I only wish I had started in this business twenty years ago.” Dave sells primarily land, which suits his





background. “I love being outdoors. Any homes we take on are homes that come with the land we are selling.”

Dave’s clients are people who want to purchase land for recreation or investment. “I sell mostly larger farm tracks.” Along the way, he has learned a lot about the investment world and while he has dealt with a few out-of-state investors, he primarily works with local people. “There are a lot of people who are looking for ways to get out of the city.”

Drumming up business is Dave’s biggest challenge. “We are always trying to stay relative in this competitive market.” Repeat business and referrals are his bread and butter. “I’ve learned that you always



do more than you are paid for and that will ensure your success in the future.”

Dave still lives in Yazoo County. He and his wife, Elizabeth, have a home in Bentonia where they live with their three daughters, Anna Dell (16), Noma Lynn (12), and Hattie Claire (10). “We love going on family vacations together,” says Dave. “As a matter of fact, we are headed to Aspen now for our annual ski trip.”



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Jordan BLISSETT

Jordan Blissett Has a *Passion for Land*

WRITTEN BY SUSAN MARQUEZ • PHOTOGRAPHY BY ABE DRAPER PHOTOGRAPHY

Growing up, Jordan Blissett thought about ways he could make a living while spending time in one of his favorite places – outdoors, preferably in the woods. Through a series of opportunities, he has found himself in the ideal position, working as a real estate agent selling land for Open Season Properties.

Jordan grew up in Lake, Mississippi, and lived there until he was twenty. “I went to East Central Community College where I earned a degree in Industrial Electrical Technology.” While in college, Jordan worked at a steel mill in Newton. “I thought I would be an electrician for the rest of my life.”

But an opportunity to be a hunting guide on Giles Island on the Mississippi River in 2012 changed his course. He didn’t realize it then, but that began a chain of opportunities that led him to his work in real estate. Because of the contacts he made as a hunting guide, he got a job with Mossy Oak in West Point 2013 shooting video for their TV show. “I did that for three and a half years. I traveled the country and went on a lot of hunts. I also got to see a lot of land.”

His next opportunity came in 2016 with a position at Primos Hunting in Flora. “I filmed hunts with them all over the country for five years,” Jordan says. “I also helped manage





When he isn't working, Jordan enjoys hunting and spending time with his wife, Jessi, and their two daughters. **“Our oldest daughter already enjoys hunting with me.”**



properties they had along the Mississippi River and in central Mississippi.”

Structural changes with the corporation that owned Primos left Jordan unsure of what his future would be with that company. About that time, he met Thad Miller who had bought and sold hunting land for thirty years. “He told me he was thinking of starting a real estate brokerage, and he wanted me to be on his team – he said I’d be a good fit.”

Jordan says he was reluctant at first because he didn’t know much about real estate. But he took the real estate course and got his license. “I was one of the first two or three agents to



come on board with Thad. I was still working with Primos and thought I might do real estate part-time.”

Realizing he really enjoyed working in real estate, Jordan decided to “dive off in it head deep” in 2022. “It has been great. I had worked my whole life to be a guy who hunted on TV, and God took me there. But I felt led to this work and it’s been a great decision for me.” One thing that led to the decision to go into real estate full-time was the birth of his first daughter, Brynnley, in 2019. “I was traveling over 200 days a year. I wanted to be able to be home more for my family.” His second daughter, Baylor, was born nine months ago.

Since joining Open Season Properties, Jordan has teamed up with Austin Sills, the managing broker at Open Season, to sell as a team. “I had to get used to it, and it’s something we are working through, but I think it’s going to be a great thing for both of us.” Each partner on the team has different strengths that balance each other out. “Austin specializes in poultry farms.”

One thing Jordan says took him by surprise when he started selling land was the amount of responsibility he had. “I am helping people with one of the biggest purchases of their life,” he says. “Because of that I get to know people really well. There is a lot of trust required for this work.”

Jordan also has a land management business on the side called WILDS, which is an acronym for Wildlife Improvement and



Land Development Services, which pretty much describes what he does. “When people buy land from me, they get that added service. I help set up farms for hunting purposes and teach them how to maximize their property. I help them with a strategic management plan.” Jordan is also the co-host of a podcast, along with Lake Pickle, called “STL,” (Speak the Language). “We started it in 2017 and have been fairly successful with it,” says Jordan. “We are now reaching over two million downloads. We talk about hunting, land management, and other current social issues around the outdoors.”

When he isn’t working, Jordan enjoys hunting and spending time with his wife, Jessi, and their two daughters. “Our oldest daughter already enjoys hunting with me.”

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MATT PITTS

STATE FARM INSURANCE

Matt Pitts is Focused on **Protecting Clients' Assets**

WRITTEN BY SUSAN MARQUEZ • PHOTOGRAPHY BY ABE DRAPER PHOTOGRAPHY

Owning a business and helping others protect their assets is a profession that gives Matt Pitts much satisfaction. But working in insurance wasn't always on his radar.

Matt grew up in Lucedale on 500 acres of hunting land “It was a great place to grow up.” When he was twenty years old, Matt joined the Mississippi Army National Guard, serving from 2007 to 2017, with two tours of Afghanistan. He was responsible for route clearance. “I blew up bombs.” After his second deployment, Matt returned home via medivac due to an injured shoulder. “I went through physical therapy and went to work at Ingalls Shipbuilding but re-injured my shoulder, requiring surgery.”

He then enrolled at Southern Miss, majoring in construction engineering. While in Hattiesburg, a guy he went to Afghanistan with contacted him about being a team member with State Farm. “I wanted to make some money while I was in school, so I went to work for him in Oak Grove in 2016. I didn't know anything about insurance, but I studied and passed my exams to get my license in Mississippi. Going through that process I realized that my perception of insurance was all wrong. I learned that insurance is all about protecting people's finances and other assets – the things they've worked hard to obtain.”

Matt also realized that he had an ability to strike up conversations with people. “If you really listen to people, they'll let you know what they need, and I show people how I can fill those needs. Getting to know people, and building relationships is the best part of what I do.”

After just over a year in Oak Grove, Matt had the opportunity to move back to his hometown of Lucedale to work for a new State Farm agency. Matt participated in the Agent Aspirant program through State Farm. “I really focused on the opportunity, because I realized it would be possible for me to one day own my own business.” That opportunity came on March 1, 2020, when Matt hung out his shingle at the Reservoir in Rankin County. “I was 140 miles from home with no contacts in the area. I knew it was up to me to make





"IT'S MY NAME ON THE FRONT DOOR."

does have to sell himself and his team. "It's my name on the front door. People may be buying insurance from State Farm, but they are buying safety and security from me. That is not something I take lightly."

It is Matt's hope that he can get someone in State Farm's Agent Aspirant program in his agency. "I want someone who is driven and wants to work for themselves. From the time I was in the Guard and worked with new recruits, I've enjoyed seeing team members become my peers."

The father of two children, Hal (10) and Ivey Jo (7), Matt says he enjoys spending time with his children and duck hunting when he has the chance. "I am the chairman of the Rankin County chapter of Ducks Unlimited," he says. "When I was growing up, I wanted to be a wildlife biologist and study waterfowl and conservation. I still have a strong interest in that, and I want to help ensure we have abundant wildlife, especially waterfowl, going into the future. My son loves to go hunting with me, and I want his children to have the same experiences one day."

it work." And he did. His business has grown, and after five years he moved his office to downtown Brandon in January of this year.

"There are so many opportunities for community engagement here," he says. Some of the people he engages with are Realtors®. "I really enjoy developing and nurturing relationships with Realtors®. I have a lot of friends on the Coast in real estate, and I learned from them the importance of getting the information they need to them in a timely manner. We always go out of our way to make the process easy, and I often refer my clients to Realtors® I work with."

Matt realizes that he doesn't have to sell people on State Farm. "It's an established and reputable company," he says. But he



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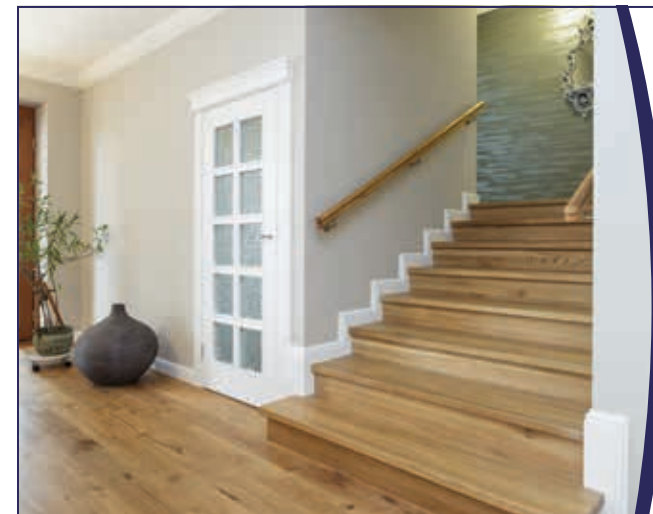
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**Your Business Is Our Business:
Partnering with Central
Mississippi REALTORS®**

At Central Mississippi REALTORS® (CMR), we understand that thriving communities are built on strong partnerships. Our Affiliate Member Program invites businesses to collaborate with our extensive network of over 2,100 REALTORS® dedicated to fostering relationships that enhance our community.

**Why Partner with Central
Mississippi REALTORS®?**

Our REALTOR® members aren't just agents; they are community advocates working tirelessly to make Central Mississippi a better place to live and work. When you partner with us, your business becomes an integral part of this mission.

CMR Affiliate Member Perks

The Affiliate Member Program connects businesses and REALTORS® focused on enhancing community life. We understand that every business, regardless of its direct relation to real estate, influences the experiences of our residents.

Affiliate members can join CMR committees, participate in exclusive classes and events, and engage with industry professionals. These interactions are designed to build valuable relationships and support your business's growth alongside our REALTORS®.

- Network with our 2,100+ members
- CMR Website Directory Listing
- Discount on CMR room rentals
- Receive weekly members-only newsletter
- Attend all General Membership Meetings
- Receive all member communications about upcoming events



- Annual Sponsorship Opportunities: Fun Run 5k, Greens Fore Dreams Golf Tournament, Fair Housing Forum, General Membership Meeting, Installation Ceremony and Awards Gala, + dozens more scheduled throughout the year.

By partnering with CMR, your business gains visibility among professionals who prioritize local connections. Our members actively seek out and support businesses that contribute to the community's vitality. At its core, our Affiliate Member Program is about building a community where local businesses and REALTORS® mutually support one another.

Your business is our business, and together, we can achieve extraordinary things.

For more information on becoming an Affiliate Member, visit www.cmr.realtor or email us at cmr@cmr.realtor.



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