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Rising Star

DARBY BUNDESMANN

Agent Spotlight

MARY HOLLINGSWORTH

Event Recap

**TAKIN' IT TO THE BANK
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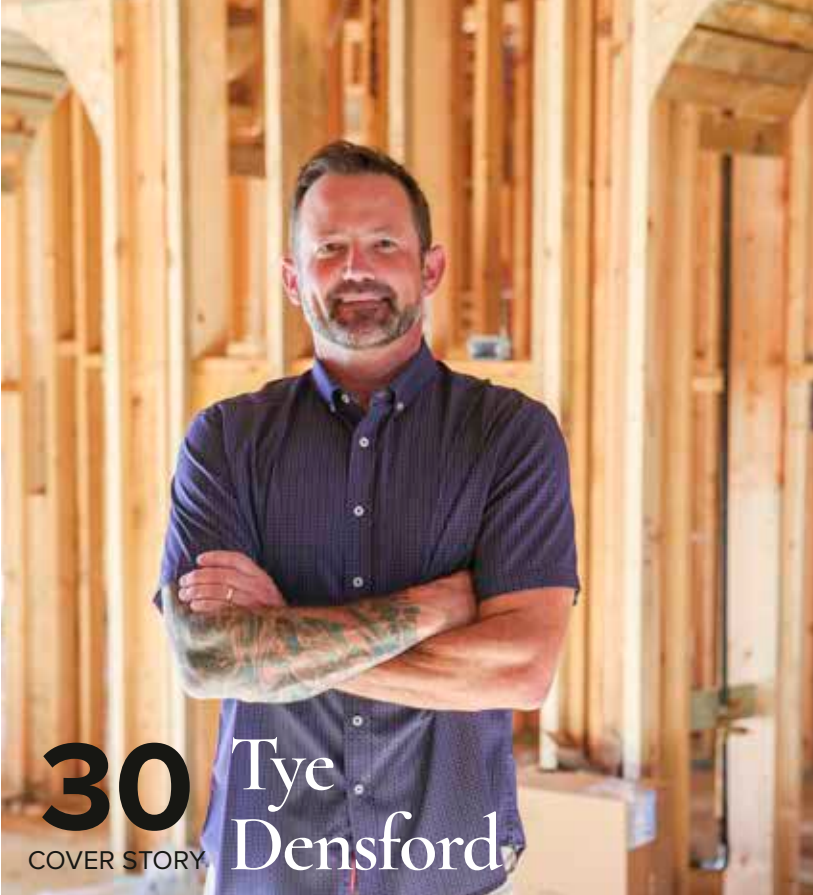
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Meaningful Deposits



Every now and then, an event becomes about something much bigger than you originally planned.

Our *Takin' it to the Bank* Summer Social certainly had all the ingredients for a fun evening—cash flying through the money machine, Golden Ticket winners, great food, bourbon tasting, and plenty of laughter. But as I reflect on the night, those aren't the moments that have stayed with me the most.

The moment I'll remember happened near the end of the evening.

Throughout the event, we invited everyone to fill out a "Deposit Slip" recognizing someone who had made a meaningful deposit into their life or business. As we read several of those aloud, the room grew noticeably quieter. For a few minutes, the focus shifted from prizes and entertainment to gratitude.

People recognized mentors who believed in them before anyone else did. Friends who encouraged them through difficult seasons. Business partners who became family. Colleagues who freely shared wisdom instead of guarding it. It was a beautiful reminder that none of us arrives where we are today on our own.

Success is rarely built by a single person. It's built one investment at a time—one encouraging conversation, one lesson, one introduction, one opportunity, one act of generosity. Long before we ever make a deposit into someone else's life, someone has almost certainly made one into ours.

That moment captured exactly what *Central Mississippi Real Producers* exists to celebrate.

Yes, we love recognizing excellence. We love hosting events where our community can connect and have fun together. But our greater purpose has always been to elevate the culture of real estate by helping people know one another better, appreciate one another more, and build relationships that last far beyond a single transaction.

To everyone who joined us, thank you. Thank you for bringing your energy, your generosity, and your willingness to engage with one another. You continue to prove that Central Mississippi is filled with professionals who value relationships as much as results.

A special thank you also goes to our incredible partners. Your investment in this community extends far beyond sponsorships. You help create opportunities

for meaningful connections, and because of your support, evenings like this become possible.

As you enjoy this month's magazine, I hope you'll think about the people who have made deposits into your own life and career. Then look for an opportunity to make a deposit into someone else's. A phone call. A recommendation. A word of encouragement. A shared opportunity. Those simple investments often produce returns that last a lifetime.

Thank you for allowing us to be a small part of this incredible community. It is a privilege to celebrate your stories, your successes, and—most importantly—the relationships that make them possible.

Here's to continuing to invest in one another and to elevating the culture of real estate across Central Mississippi.



Jeff White
Owner/Publisher

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Darby

BUNDESMANN

BY SUSAN
MARQUEZ
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ABE DRAPER



LICENSED TO *Thrive*

「Rising Star Darby Bundesmann Began Real Estate Career While in College

She was born and raised in Rankin County, and that's where Darby Bundesmann still lives today, with her husband, Alec. "We live in Brandon," she says. "I graduated from Jackson Prep, then went to Mississippi State." Darby thought she wanted to be a veterinarian.

"I grew up competing in show jumping and have always had a passion for horses. While attending MSU, I initially considered pursuing a career related to equine care, but I quickly realized that the medical side of the industry wasn't the right fit for me." Darby

had to pivot, changing her major to something that could help her once she got out of college. "My dad is an entrepreneur – a financial advisor – and a businessman. He suggested that I major in business."

Darby did just that. But she wasn't sure what she wanted to do after college. "I took a real estate course my junior year at MSU, and I really liked it. My sister babysat for a couple who owned a brokerage, and she said they were looking for a summer intern." Darby spent the summer before her senior year in college as an intern at a brokerage.

"God really opened those doors for me."

She observed a lot during her tenure there, and realized that, like her dad, she thought she would enjoy being her own boss. "I watched my dad work hard, build a successful career, and still be fully present for our family. Neither of my parents missed an important event when I was growing up, and I admired that balance. I thought if I got into real estate, I'd be able to make my own schedule," she laughs. "I realized after I got into it that isn't always the case."



During her internship, Darby liked that each day was different, which is appealing to her. “I also saw so many relationships develop with clients – many becoming true friendships.” She began to realize there was so much more to real estate than

showing houses. She returned to MSU after graduation to pursue an MBA. “I studied for the real estate exam during my first semester in grad school,” says Darby. “I’m not sure how I did it, but I made it through and got my license at 22.”

Darby eased into real estate while working on her MBA. ‘I started in 2023, and it was a unique time to enter the industry,’ she says. “The market was changing, but it allowed me to learn, build relationships, and gain valuable experience from

the very beginning.” Darby remained committed to growing her business and developing her skills.

She spent a year and a half at the brokerage where she interned. While there, she received great training

and experience in both commercial and residential real estate. But a meeting with Kim Edwards to get career advice led to Darby moving to Southern Homes Real Estate. “After talking with Victoria Prowant, I knew this was where

I needed to be! I am so happy here. Everyone is ready to help anytime. We all want to help each other be successful.”

Recalling the first transaction she completed on her own, Darby says it was helping

her college roommate find a home. “It was so much fun to work with a friend.” Today she enjoys being a resource for others. “I love to sit with home buyers or sellers and talk about their goals, and what they expect while working with



“I’M VERY RESULTS-DRIVEN, AND THAT’S WHAT *pushes me.*”

me; then I work to exceed those expectations.”

Other aspects of the job she likes are showing houses and getting to know her clients personally. “I have always been drawn to a career that allowed me to create independence, flexibility, work hard, and serve others,” says Darby. She understands that people are motivated by different things when buying and selling a home. “No matter where they are in life, I want to be there to help them through it.”

Darby’s dad taught her there are two kinds of economies: time/energy and results. “I’m very results-driven, and that’s what pushes me.” She is fortunate that Alec, who is a project manager with Brasfield & Gorrie, has a job that allows Darby to focus 100% on real estate. “He’s very supportive of what I do.”

When she’s not working, Darby enjoys anything

outside. “I love to travel – we are going to the Dominican Republic in a few weeks – and I love to spend time with family. I also enjoy running. Alec does Ironman, and he wants me to join him. I’m not so sure about that!” She says she’d love to be involved with horses again in the future. The main thing is to have a good work-life balance, and Darby seems to handle that beautifully. 🐾



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MARY

HOLLINGSWORTH

BUILT ON TRUST, GUIDED BY HEART

Mary Hollingsworth had been thinking about getting into real estate off and on before she acted on it. “When we put our home on the market, it was our broker, Suzanne Foster, who encouraged me. “I had mentioned to her that I had always thought about becoming an agent, she told me I’d be great at it and that she’d love to mentor me.” That conversation changed everything.” Five years later, Mary is still with Suzanne at Southern Magnolias Realty. “I am so grateful for her encouragement that started it all,” says Mary.

Real estate was not something she considered as a career when she was growing up. “Our family lived in a lot of places, including Florida, Pennsylvania, and Mobile, Alabama, where I graduated from high school.” She went on to attend the University of Southern Mississippi, where she met her husband, Eric, and earned a degree in marketing. Her first job after graduation was in the management training program for Gayfers department store. She worked at Turtle Creek Mall in Hattiesburg and Metro Center in Jackson.

Eric and Mary married and spent the next 18 years raising their two children while Mary embraced the role of a stay-at-home mom. Today, their daughter, Katie, is 27, and their son, Thomas, is 23.





Once Mary decided to pursue real estate as a career, she attended classes at the Real Estate Institute in Flowood. “It was the best two weeks. It was intense, but I loved it. We had a great group of people during that session.” She did that while renovating her home on Pelahatchie Bay. “We love our home now, but never want to do that again!”

Before she got into real estate, she thought it was all about showing houses. She quickly realized there was much more to it. “It’s about building relationships, earning trust, and being a resource for my clients. I love working with first-time homebuyers. It’s a great feeling to help them navigate one of life’s biggest milestones.”

Mary recalls her first transaction. “I was working with a close friend, helping them buy a home during a very emotional season of life. They needed to move because a parent could no longer live independently.” Finding a home that could comfortably accommodate everyone was incredibly important. “I had to learn how to balance the practical side of the process with compassion and empathy.”

One of her favorite transactions was for a young family looking for their first home.

“IT’S ABOUT BUILDING RELATIONSHIPS, EARNING TRUST, AND **BEING A RESOURCE FOR MY CLIENTS.**”





I AM IN MY
SECOND SEASON
OF LIFE, AND
**I COULDN'T BE
HAPPIER."**



"Their budget was low even for a starter home, I know we looked at over twenty houses." They finally found the perfect home, and it was in a multiple-offer situation. In the end, the seller accepted their offer. "The sweetest part was that their entire family came to the closing. There must have been ten people in the lobby to celebrate. I was so excited for them. We took a group picture, and it is now a very special memory."

Describing herself as a "typical empty nester," Mary says she loves tennis, mahjong, book club, and boating. "We live on Pelahatchie Bay and enjoy everything about the RezLife!" she says. Mary stresses that it's never too late to get into real estate. "I didn't start until I was 49 years old," she says. "I am in my second season of life, and I couldn't be happier." 🍷



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Backpack Project 2026

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Each year, as a new school year approaches, our Real Producers partner **Leslie Key with Union Home Mortgage** reminds us that some of the most meaningful investments we can make aren't in homes—they're in people.

Through the Union Home Mortgage Foundation's annual Backpack Project, Leslie and her team partnered with the **Boys & Girls Clubs of Central Mississippi** for the third consecutive year to help ensure local students begin the school year equipped for success. This year's effort provided backpacks filled with grade-appropriate school supplies for approximately **350 K-12 students** across Hinds County.

The Boys & Girls Club serves children through tutoring, mentorship, meals, and academic support, with approximately 95% of participating students qualifying for financial assistance. Knowing the backpacks would be placed directly into the hands of the children who needed them most made this partnership especially meaningful.

While the project is coordinated locally by Leslie and her teammate Kasey, it quickly became a community-wide effort. Referral partners, local businesses, clients, friends, and

neighbors all rallied together by donating backpacks, school supplies, and financial gifts to help meet the need.

For Leslie, however, the most memorable part wasn't collecting supplies—it was distribution day.

Watching children light up as they received their backpacks served as a powerful reminder that the project is about far more than paper, pencils, and binders. It's about letting every child know they are seen, valued, and supported by their community.

Although this year's goal wasn't fully reached, the generosity displayed throughout Central Mississippi was inspiring, and plans are already underway for an even bigger Backpack Project next year.

At Real Producers, we're continually inspired by partners who use their businesses as a platform to serve others. Thank you, Leslie, Union Home Mortgage, and everyone who contributed to making a lasting difference in the lives of hundreds of local students. Together, you've helped send more than children back to school—you've sent them with confidence, encouragement, and hope.



The Deposits That Built Us



At our Takin' it to the Bank Summer Social, we asked one simple question:

Who has made a meaningful deposit into your business or your life?

The responses reminded us that no one succeeds alone.

“He was such a leader and taught me to be a REALTOR®”

- Recognizing a mentor

“She has poured into me getting involved in the community”

- Recognizing a peer in the business

“Believed in my abilities when I was not so sure I could handle the load”

- Recognizing a mentor

“He has always been welcoming and inclusive in every way possible, giving me more confidence.”

- Recognizing a mentor

“Daily from the opening of my eyes to the closing. I know even in the down times, He (God) is faithful, provides my needs and without Him I can do nothing.”

- Recognizing God

“Motivation day in and day out.”

- Recognizing a mentor

“After an eventful year with her health, she came and joined my team. It gave me the ability to achieve our goals...”

- Recognizing a fellow agent

“They saw potential in me when I wasn’t sure of myself.”

- Recognizing a broker

“She inspired me to become a great agent.”

- Recognizing a best friend, business partner, and mom

“Investing in me and helping me reach my full potential.”

- Recognizing a broker

“He always answers his phone and gives 100% to all of his customers & family. This helps me achieve better service for my clients with a smooth transaction for my buyers.”

- Recognizing an affiliate partner

“He gave me the confidence to step out and do things I never thought I could do.”

- Recognizing a mentor

“She encouraged me to level up my business and held my feet to the fire. That has made all the difference.”

- Recognizing a mentor

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ABE DRAPER

TYE DENSFORD couldn't have planned something more perfect than the company where he serves as broker/owner. "I'm working with the best people, and we simply try to honor God by giving our best in everything we do and approaching our work with excellence."

Back in 2020 Tye was selling a lot of real estate and doing just fine. But the COVID pandemic caused a shift, and that changed everything. "COVID made us take more risks." It was a big leap, and that came with a few fears, but Tye was able to put his trust in the Lord and move forward, taking his business to the next level. "We are in a much better place now."

Tye's entrepreneurial foundation was built long before Trifecta. After attending Mississippi State University, he spent nearly a decade in oil and gas operations, where he learned to manage people, projects, and high-stakes decisions. Those years shaped a leadership style that is equal parts persistence, instinct and accountability. Today, as a devoted husband to Jennifer and father of five, he measures success by more than transactions or developments. "I want my children to see that faith does not mean sitting still and waiting," he says. "It means being willing to step forward, work hard, treat people right and trust God with the outcome, even though it's scary at times."



One of the biggest turning points in Tye's career came when he ended a partnership that had become unhealthy for the business. "Sometimes you can work harder and harder, but if the foundation is wrong, the business still cannot grow the way it should," he says. "Once that chapter closed, the right people stepped in, our Trifecta vision became clearer, and the company truly began to take off." What could have been viewed as a setback became the catalyst for Trifecta's next season of growth.

The result is present-day Trifecta, a group of three complementary companies working together across real estate, construction and insurance. The Brandon-based business provides clients with a streamlined, beginning-to-end experience. "We handle it all," Tye says.

Trifecta's growth has been built through partnership. Tye joined forces with Alex Alexander, Andrew Harwell and Cody Berry, each bringing a different strength to the table. Alex brought years of construction and real estate/insurance brokerage experience; Andrew became a steady force in development and strategy; Cody brought extensive hands-on construction knowledge; and Tye focused on operations, relationships and moving the broader vision forward. "None of us is trying to be the smartest person in the room," Tye says. "We challenge each other, hold each other accountable and make better decisions because we make them together."

The building and development side is going strong, with more than \$35 million in planned development projects currently on the books. Those projects include a mixed-use condominium development in downtown Starkville, residential condominiums in Bay St. Louis, residential condominiums in Ocean Springs, and Osprey Pointe at the Reservoir in Brandon. Osprey Pointe will feature ten waterfront luxury homes, two of which are currently under construction, along with a mixed-use building containing residential condominiums and a waterfront restaurant. Tye is also developing a series of European-inspired spec homes on large lots near Stull Road and Stump Ridge Rd in Brandon, a project he started before the Trifecta merger.

I want people to know that when I give them advice, it is based on what I believe is right for them...not what creates the fastest paycheck."



The buying and selling division of Trifecta continues to grow, with 32 agents serving both commercial and residential clients. “We brought Tena Myers on board a year ago, and that was an absolute game changer,” says Tye. As Trifecta’s principal broker and with over 40 years of industry experience, Tena has become a driving force behind the brokerage’s growth, culture and agent development. She works closely with agents through one-on-one mentoring, practical guidance and hands-on support, helping them strengthen both their confidence and their businesses. This has allowed more time for Tye and Alex to focus on development with the Trifecta team while knowing

the agents are in good hands with Tena. “She absolutely cares about our agents, holds a high standard, and makes everyone around her better,” Tye says.

Tye remains deeply involved in the brokerage’s day-to-day work. “I’m still in the trenches,” he says. He is preparing to broker the Brandon spec homes and Trifecta’s condominiums in Bay St. Louis, while several of the company’s top producers are representing the Osprey Pointe spec homes. Trifecta will also broker the future Starkville condominiums, with Tye overseeing that effort along with the daily responsibilities of

serving clients, supporting agents and running the brokerage. “I still answer my phone when it rings, and I still work the business really hard.”

The company’s culture reflects Tye’s straightforward approach to business. He does not believe in pressuring people into transactions simply to make a sale. “Sometimes the best thing I can do for a client is tell them not to buy the property,” he says. “I want people to know that when I give them advice, it is based on what I believe is right for them...not what creates the fastest paycheck.” That philosophy carries across

Trifecta’s brokerage, construction, development and insurance operations. The goal is not simply to complete a transaction, but to remain accountable from the first conversation through the final result.

“This company has grown in ways I never imagined, and we give thanks to God daily for that. Our team is excited to go to work, serve our clients well, and continue building something that lasts.” His hope is that Trifecta becomes known far beyond Mississippi...not simply for its growth, but for the way it treats people, develops communities and conducts business. ▀



“Our team is excited to go to work, serve our clients well, and continue building something that lasts.”

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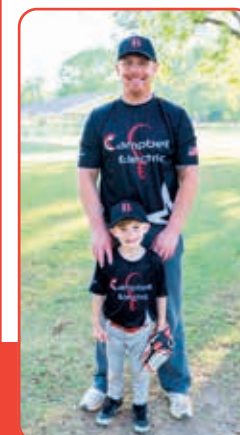
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