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FEBRUARY 2026

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Kim Goodson



Partner Spotlight
**ABE DRAPER
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Rising Star
LINA DERDEN

Where Are They Now?
JENNY PRICE

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February Love Stories
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CHANGED EVERYTHING”**

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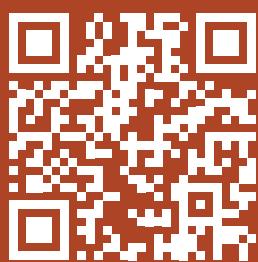
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Jenny Price



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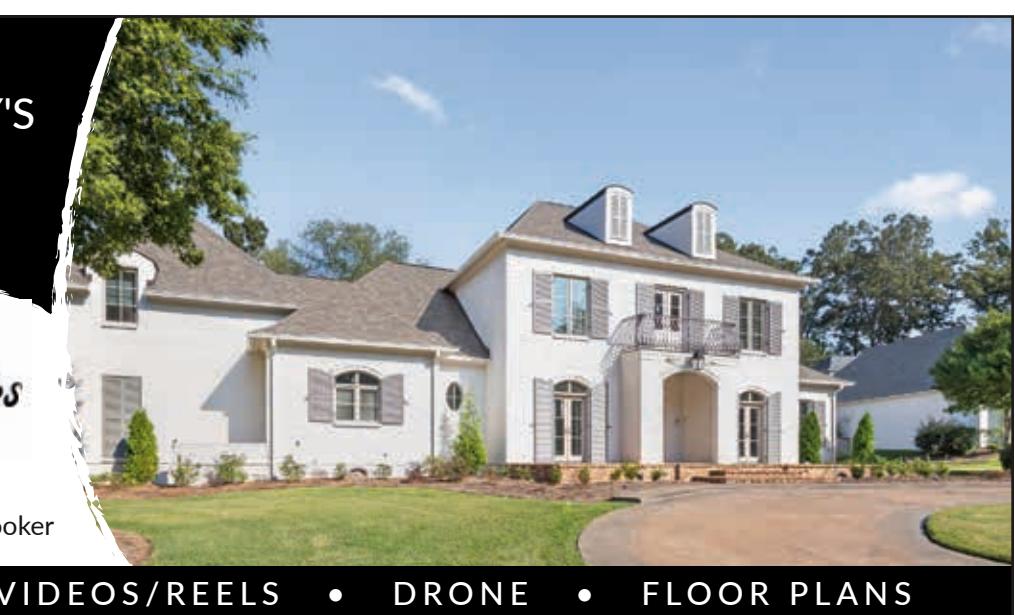
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Susan Marquez
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Kayland Partee
Videographer/Photographer



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Publisher's NOTE



What if the true measure of success in real estate wasn't just what we built individually, but what we built together?

Real estate has always been a people-first business. Yes, it's about transactions, timelines, and negotiations—but at its core, it's about trust, relationships, and shared goals. As we look ahead to 2026, one word will guide the vision and direction of *Central Mississippi Real Producers*: **community**.

Community is not accidental. It's created intentionally—through collaboration, encouragement, and a willingness to see one another not as competitors, but as partners in a larger mission. In an industry that often celebrates individual achievement, there is something powerful about choosing connection instead.

When realtors collaborate with other realtors, the entire industry rises. Knowledge is shared. Best practices are refined. Standards are elevated. When agents support one another—across brokerages, markets, and career stages—it fosters a culture where growth is collective and success is multiplied. Collaboration doesn't diminish individual excellence; it strengthens it.

Equally important is the relationship between realtors and vendor partners. The most impactful partnerships go far beyond sponsorships or single transactions. They are built on trust, consistency, and shared values. When vendor partners

understand the heart of the real estate professional—and when realtors view vendors as strategic allies rather than service providers—true partnership begins. Together, they create better experiences for clients and stronger foundations for long-term success.

In 2026, our focus will be on creating opportunities for these relationships to deepen. Spaces where conversations matter. Environments where collaboration feels natural. Platforms where both realtors and partners are empowered to contribute, innovate, and grow together. Community isn't built through transactions alone—it's built through presence, authenticity, and shared purpose.

Central Mississippi Real Producers exists to elevate the culture of real estate in our city. That culture thrives when professionals feel connected, supported, and valued—not just for their production, but for their contribution to the community around them.

As we step into the year ahead, our invitation is simple: lean in. Build relationships. Choose collaboration. Because when community leads the way, success doesn't just follow—it's shared.



Jeff White
Owner/Publisher

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2025

BY THE
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\$2,636,743,256



TOTAL COMBINED
VOLUME

AVERAGE
TRANSACTIONS



29

AVERAGE
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VOLUME

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TOTAL
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ABE DRAPER

PHOTOGRAPHY

WRITTEN BY JEFF WHITE • PHOTOS BY JOHN HOOKER, JHOOK PHOTOS

If you ask Abe Draper what he does, he'll probably tell you he's a photographer. But spend a little time around him, and it becomes clear that what he really does is help people. For more than 12 years, Abe has worked alongside Realtors across Central Mississippi, using his camera as a tool to support their goals, their clients, and the work they care deeply about.

Through Abe Draper Photography, Abe has become a trusted partner in the real estate community—not because he's the loudest voice in the room, but because he's consistent, thoughtful, and deeply invested in doing things the right way. He understands that real estate photography isn't just about capturing a space; it's about honoring the effort behind it and helping someone take their next step forward.

Abe is intentional about the way he works. From the moment he arrives at a property, he slows things down just enough to get it right. He spends extra time walking through the home, adjusting details, and making sure everything feels ready before the first photo is taken. That same care carries through to the editing process, where each image is refined before delivery. "I spend a little more time than average making sure things are right in the home before the shoot, and spend extra time during the editing phase to make sure each image is absolutely perfect before being sent out," Abe says.

That attention to detail is one of the things Realtors appreciate most about working with him. In an industry built on timelines and trust, knowing

someone will treat a listing with care makes all the difference. Abe's goal has always been to cater to individuals and their specific needs—not to offer a one-size-fits-all solution, but a thoughtful experience that reflects the work his clients are doing.

Photography has been part of Abe's life for as long as he can remember. Drawn early to both photography and design, he began taking the craft seriously in college, eventually earning a degree in Photography with a minor in Graphic Design from Delta State University. What pulled him in then still drives him today: the ability to share perspective and create something meaningful for others.



"Photography has always been a very special way to share your perspective with others," Abe explains.

That mindset made commercial and real estate photography a natural fit. Abe saw a clear connection between his role and the work Realtors do every day—both centered on service, vision, and helping people move forward. He enjoys being part of a team, even if his role happens behind the scenes.

"Just like what realtors do, I love helping my clients accomplish their goals," he says. "It's the shared desire to serve that makes it such a natural fit."

Over the years, Abe has grown especially fond of the Central Mississippi real estate community. He describes it as a group of hardworking, creative people who are genuinely enjoyable to work with. After spending time in other industries, real estate stands out to him as uniquely faith and family oriented. Many of the people he's worked with over the years have become friends—relationships built not just on business, but mutual respect and shared values.

Outside of work, Abe's life revolves around his family. He and his wife Jenni have been married for 19 years and are raising two kids—Charlie, 16, and Briggs, 10—alongside their black labradoodle, Joplin. Life is full with school events, sports, and extracurricular activities, leaving



PHOTOGRAPHY
has always been a very
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**“
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little room for downtime. When things do slow down, Abe treasures time outdoors with his family, whether that means trips to the beach, Smith Lake, or the mountains to hike and kayak together.

The Draper family is also deeply involved in their community. They stay engaged in their children's schools and extracurriculars and regularly support the Gabby Strong Foundation, helping raise money and awareness for childhood cancer. Serving others isn't something Abe turns on and off—it's woven into his life at every level.

Most days, Abe spends long hours editing and delivering media—often six to eight hours at a time—with podcasts playing in the background. He gravitates toward comedians and history podcasts, enjoying the company while he works. When it's time to truly unplug, he and his family love going to the movie theater, appreciating a couple of uninterrupted hours with no distractions.

After thousands of shoots, Abe has plenty of stories. He's encountered haunted houses, unexpected décor choices, wild collections, and more than a few backyard surprises left behind by pets. One of the most memorable moments happened while shooting a hunting property, when a drone clipped a tree branch and crashed 50 feet down a steep bluff. Determined not to lose the footage, the Realtor on site hooked Abe to a winch cable and carefully lowered him down the ravine to retrieve the memory card.

“1/10 don't recommend,” Abe says.

Looking back, Abe is grateful for what real estate photography has given him—consistency, connection, and meaningful relationships. For him, the people have always been the best part of the work.

“Real Estate Photography has given me so much consistency and connection that is often missed in other photography fields,” he says. “The people are the very best part.”



After 12 years, Abe Draper continues to show up the same way he always has—with care, humility, and a genuine desire to help. And in an industry built on trust, that steady presence is exactly what makes him such a valued partner.



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Lina Derden



WRITTEN BY SUSAN MARQUEZ
PHOTOS BY ABE DRAPER PHOTOGRAPHY

Family and Relationships are Important to Lina Derden

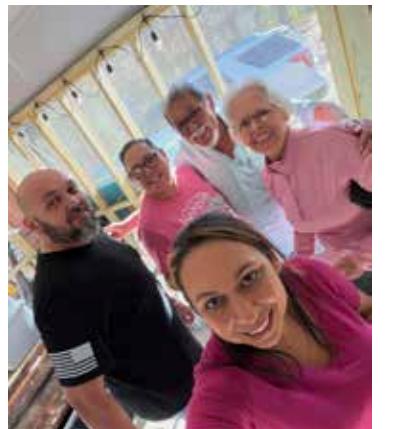
Lina Derden's story is deeply rooted in Mississippi, but it began far from here. At just seven years old, she moved with her parents and siblings from Brazil to Clinton. Her father, Dr. Elias Medeiros, served as a professor and Missions Department Chairman at Reformed Theological Seminary in Jackson. Having grown up bilingual, Lina is fluent in Portuguese — a skill that has proven invaluable in her real estate career, allowing her to connect more deeply with Brazilian and Portuguese-speaking clients and build trust across cultures.

Lina attended Covenant High School (Mt Salus). After graduating, she pursued nursing at Calvin College in Grand Rapids, Michigan, spending six years there before moving to Utah. "I couldn't seem to escape the cold weather," she laughs. After twelve years away, Lina returned to Clinton to be closer to family.

"In Brazilian culture, family is everything," Lina shares. After welcoming her first son, Canon, the demands of twelve-hour shifts made it difficult to balance work and motherhood. When Canon was ten months old, she stepped away from the medical field and helped with her brother's coffee business, Cafezinho Coffee.

Then COVID hit. With a second child, Ryder "Bro," — who faced lung complications — Lina knew she couldn't risk exposure. During this season, she also continued supporting her husband, Spruce, a real estate photographer and owner of Home Tours MS. She handled his scheduling,





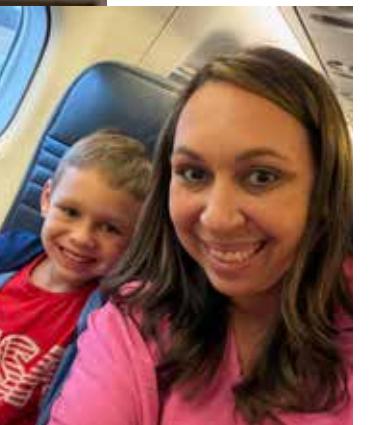
communicated with agents, and slowly began to see herself in the world of real estate. "I told my husband I thought I'd really love it — and he encouraged me every step of the way."

When "Bro" turned one, Lina started working toward her real estate license, planning to

“The flexibility is so sweet.

can show up for my kids without asking for time off, and that has been such a gift.”





“I went to the office every day, met people, scheduled coffee meetings — and the effort paid off.

truly dive in once the kids were in school. She joined NextHome Realty Experience, easing into the business — learning, observing, and gradually gaining confidence. After a couple of years, she had a breakout summer. “I realized the things I was doing were actually working.”

Once “Bro” began full-time 4K, Lina committed fully. “I went to the office every day, met people, scheduled coffee meetings — and the effort paid off. It’s been amazing to watch the Lord grow this business over the past three years in ways I never imagined. I’m excited to see what comes next.”

For Lina, real estate is about flexibility — and people. “The flexibility is so sweet. I can show up for my kids without asking for time off, and that has been such a gift.”

She also treasures the relationships. “I love meeting people and building connections that last. Many clients become friends — we still get coffee, and now they’re referring me to others or calling me for their next home. The ripple effect has begun.”

Outside of work, Lina’s favorite place to be is with her family. “I love that my parents, brother, and sister are all here, allowing us to enjoy time together after so many years apart.” She also loves traveling and frequently visits Brazil, where much of her family still lives.



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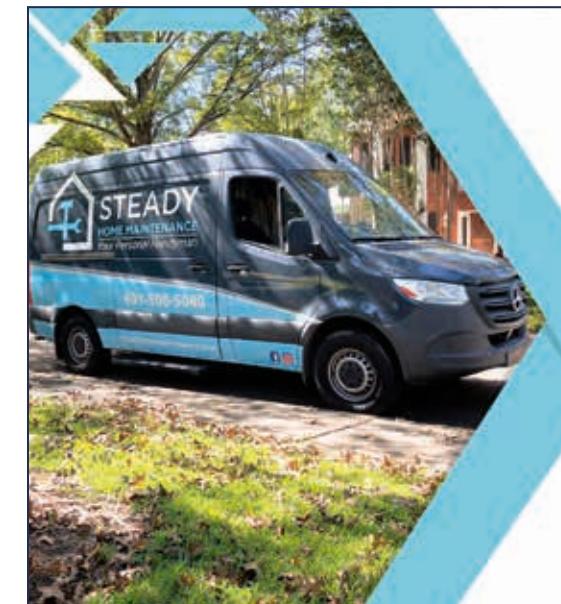
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WRITTEN BY SUSAN MARQUEZ • PHOTOS BY ABE DRAPER PHOTOGRAPHY

Kim Goodson stepped into her role in real estate as a second career. After marrying her high school sweetheart at the age of twenty, Kim earned a degree in respiratory therapy.

"I grew up in Pearl and graduated from Pearl High School," she says. "I kind of got the best of both worlds by attending Meadow Grove Baptist Church in Brandon, but it was hard to go to church when Brandon beat Pearl in football!"

While she started college at the University of Southern Mississippi, Kim ended up finishing her degree in respiratory therapy at Hinds. "I got into that field because my son was born prematurely, and he had lung issues. We spent so much time with doctors that one of his doctors told me I should have an honorary degree." That pushed her towards earning one. She worked for many years as a respiratory therapist at Baptist Medical Center.

"When my third child was born, I wanted to stay home, and my husband worked hard to afford me



that luxury." As her children got older, Kim was ready to reenter the workforce. She knew she didn't want to go back to a job where she had to spend twelve hours in one building. Her friend, Donna Moak, was a real estate broker, and Donna's husband, Michael, built custom homes. "Donna talked to me about selling real estate – she believed I'd be good at it. I thought about what I liked about my former career, and it was taking care of people. I realized that real estate was a way to help others."

Kim attended classes and learned as much as she could, earning her license in 2006. She hit the ground running, showing houses Michael had built in Rankin and Madison Counties. "Donna was a great mentor. She taught me how to work my sphere of influence. Donna had worked under Rita McIntosh, and she knew so much that she shared with me."

When the financial crisis hit in 2008, Kim says she had "gotten comfortable" in her business. But while going to open houses in the area, she began to get hints that the industry was changing. She was ready to make the leap from a family-owned business to something bigger. "I wanted to know how to utilize available technology in my business, and I needed education to do that. I wanted a hierarchy of people who could funnel information into me so that I could better serve my clients."

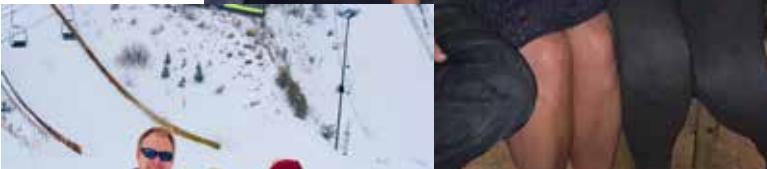
Kim met Vicki Freeze at an open house, who began telling Kim about Crye-Leike. "Pam Barr was the managing broker at the Madison office. I made the move to Crye-Leike in 2010, and Pam was a wonderful mentor. She had the most gentle spirit and taught me so much." Kim was motivated to get her broker's license in 2011. "It was a natural progression for me. I really wanted that increased knowledge to better help my clients."



“
I REALIZED
THAT **REAL**
ESTATE WAS A
**WAY TO HELP
OTHERS.”**

Today, Kim's broker is Lynette Praytor. "She is an invaluable educator and broker, and she helps me in so many ways every day. And Harold Crye, the company's CEO, is fabulous. He knows every one of us on a first-name basis. He wants to make sure we have everything we need to be successful." Kim says that in 2021, Harold Crye started a wealth-building retirement program that is a game-changing program that is the first of its kind in the real estate industry.

As a real estate agent, Kim's job is to facilitate transactions and to advocate for her clients. "One



“
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GET TO KNOW
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of the many rewarding aspects of my work is the dynamic nature of the profession. I love that no two days are the same in the business, and each day brings new challenges and experiences that help me to grow personally and professionally."

In the end, it's her clients that bring Kim the most joy. "Helping people is something I love to do. It's a joy to get to know my clients and take the time to understand their goals, priorities, and what matters most to them. I cherish each client, many of whom become friends."

Kim has been a certified relocation agent for over a decade. "I work with several relocation companies and individual relocation clients. This experience has helped me to be a better organizer, planner, and problem solver, benefits that I bring to every client and transaction. I am often the first person people moving to the state meet, and I love sharing what our great state and communities have to offer. And of course, the Crye-Leike relocation department is just stellar. I used to get so nervous meeting clients for the first time, but now it's so exciting."

Kim lives in Rankin County with her husband, Schaun. They have three grown children: Evan, who is an assistant manager and bartender at Outback Steakhouse locally; Connor, who is a superintendent with a construction company in Richmond, Virginia; and Amanda, an E.R. administrator in nursing school who is married to Winn Kent and lives in Oxford. "They have our first grandbaby, Austin, but everyone calls him 'A.J.'"

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Jenny Price, Rising Star June 2021

JENNY Price

Jenny Price was featured as our Rising Star in June 2021. We recently reconnected with her to learn how her life and career have evolved over the past five years.

What Changes Have Occurred In Your Career Since You Were Featured?

When you guys featured me last time, I was working as an agent with The NeighborHouse. Since then, I have gotten my broker's license and joined my husband in starting Pricepoint - We opened an office on the third floor of Banner Hall about 4 years ago! Pricepoint has been a full-service

real estate brokerage in that we do a little bit of everything: commercial real estate and investing, residential real estate and investing and property management. We have a small group of agents that work in all areas, and we pride ourselves in our professionalism and our ability to advise our clients in whatever their real estate needs may be! Heading into 2026, we

will be making some other big shifts within our brokerage but more on that further down!

What Changes Have Occurred In Your Personal Life Since You Were Featured?

In the last feature, my husband and I had just welcomed our little Covid caboose, Payson. At that time, he was around 6 months old and we had started talking

about needing more space and not wanting to pay for private school for three kids, so that fall we left our beloved city of Jackson and moved out to the suburbs of Madison! We found an awesome house on four acres on a small lake. It was built in 1996 so it needed a little updating but that is something we aren't scared of considering what we do day to day! We made the house our own. And after living in 12 houses for over seven years, I plan to die in this house! All three of our boys are in Madison schools now and love it there!

What Do You Think Has Changed The Most In The Industry In The Past 5 Years?

Where to begin?! ... Everything has been turned on its head within the last five years.

It began back in '22 when buyers' ability to get financing became much more difficult. Lenders are requiring more from buyers to qualify for a loan and even then they can't afford to buy as much house as they would like because interest rates knock them out of the price brackets they would like to be in. And if the stars align and we can get financing and it's the perfect house, appraisers have started requiring more conditions be met before giving their approval on value - even on the conventional loans! Getting things across the finish line has become increasingly difficult and it feels like you are fighting a battle every day!

In addition to financing difficulties, consumer expectations have not changed much even though the market has changed: sellers want top dollar and don't want to make repairs and buyers want a perfect house at a reduced rate. Neither are wanting to compromise leaving us all in a gridlock and making transactions nearly impossible.



well. So, we are going to cut the fat and restructure a few things!

Currently we are in the process of merging our residential arm of real estate into a national brokerage called Realty of America which will open a lot more doors and opportunities for us and our residential agents on a national scale.

We would love to grow our ROA business in 2026 by welcoming more agents under our brokerage and helping them grow their own independent businesses - while also continuing to serve our own clients well. We are in the business of serving people well -





“Never stop learning and growing - change is the only constant thing in life!”

that part hasn't changed since you guys spotlighted me last time!

What Would You Say Is Your Secret In Your Continued Success?

I would say that we have been able to survive the market these last few years because we have the ability to think strategically about what's ahead and make pivots in our business. Part of

that strategic thinking involves a constant desire to learn and improve. We are constantly reading the New York Times and the Wall Street Journal to see where the nation is trending. Mississippi is often a little later to see those trends so it's a good way to predict what might happen in the future. In addition to that, we like to read a lot of books and listen to various podcasts about

business and real estate. This not only helps us to stay on top of running the brokerage but gives us the ability to serve our clients better in making these huge financial decisions.

What Advice Would You Give To New Or Aspiring Realtors®?

Never stop learning and growing - change is the only constant thing in life! The way to be successful in real estate has completely changed since I started 10 years ago and is continuing to change at lightning speed with all the advances in technology - especially with AI! The moment you get comfortable with your business, things change up on you and it's time to think and do things differently!

What Do You Like Best About The Real Estate Industry And Why?

I really love what I do! It gives me the opportunity to do so many different things and work with so many different people! I can't think of another profession in which I am able to work with people from all walks of life doing all kinds of different things and get to know them intimately and work to help them accomplish their goals - whether it's their business location or where they live! That is such a gift!

Beyond the traditional buying and selling of real estate within our brokerage, we get to help make our community better by breathing new life into blighted properties by working with investors, local lenders, and local contractors! So not only are we working to beautify our city, but support others in their business by partnering with them in the work! We just get to do and be involved in so many cool things! It's hard to know when and where to stop because it's too much - got to rest sometime!

situation, it will be dealt with accordingly but if it can wait, I will let it wait until the next day!

Most importantly - **PUT DOWN YOUR PHONE!** When those clients do text you, it is too tempting to want to handle things right then and there! Instead, be present where you are! Your stress levels will go down, and you will enjoy your life a whole lot more!

If You Were Not In The Real Estate Industry, What Would Be Your Chosen Career And Why?

This is really a hard one to answer! At this point, it is hard for me to imagine doing anything else! I used to teach high school English and I really loved that. I love being around kids and watching them develop and grow in the way they see the world. I would probably go back to that.

I always thought it would be fun to be a librarian also! I love to read, so just put me in a room full of books and I would be in my happy place!

Do You Have Any New Hobbies?

My kids are my hobby right now! My oldest son, Welby, plays for International Futbol Club (IFC) in Flowood, and that has us traveling

a good bit right now to places like Dallas, TX, Phoenix, AZ and Provo, UT this summer! They are ranked pretty high nationally, so it has been fun to watch them excel at what they love! He also runs XC and Track at Madison Middle, so he keeps us busy all by himself!

My middle son, Charlie, is a competitive swimmer with Makos Swim Team. He has practice nearly every night of the week and meets several weekends of the year, so if we are not playing soccer, we are swimming!

In addition, Payson, at five years old, keeps us all running in circles with all his energy and big personality!

It's a busy time with them right now, but it is a lot of fun. When I am not being mom, I am getting into more hiking and being outdoors! I completed my first 13,000 FT hike this past September with a group of friends and that was a lot of fun!

What Is The Best Vacation You Have Been On In The Past 5 Years?

We took our two oldest boys to Costa Rica back in the summer of 2022. We rented a small house



What Do You Like Least About The Real Estate Industry Today And Why?

Right now it seems that people are so quick to anger and so distrustful of each other. When I first got into real estate 10 years ago, I feel like people mostly trusted others to be honest and do the right thing (and most of the time people did just that)! Now everyone goes into the situation with their guard up and are very quick to point the finger and create a narrative that isn't always true. I hate that common decency doesn't seem to be the standard anymore and that we all must approach everything with a level of distrust because you just don't know what you can expect from other people anymore.

How Do You Achieve A Work/Life Balance?

I set expectations early on with my clients about how real estate transactions typically go and how I approach them. Often, agents feel like they need to be responsive to their clients the moment they get any kind of communication from them - even if it is in the middle of the night! I used to be this way! This is the only profession I know of where that is the expectation! Most of my clients are more than understanding about me setting boundaries around work! I assure them that if it is an emergency





Tell Us More About Realty Of America (ROA).

Doug and I are so excited about merging with Realty of America (ROA) in 2026! I never thought we would join in with a national brokerage considering I've always worked with home-grown brokerages in the past. However, after hearing them out over multiple conversations, it became clearer that this was what best for the overall good of us and our agents.

right on the beach, learned to surf, explored the cloud forest, and watched little howler monkeys in our backyard! We had the best time adventuring as a family!

If You Could Help Any Celebrity Buy A Home, Who Would It Be And Why?

I think I would like to help Morgan Freeman! To begin with, I just love listening to him talk! Beyond that, he's a home-grown Mississippi boy who still has roots here. I would love to brainstorm with him how to continue to make our state and communities better! He's seen so much of the world; I bet he has some good ideas!



within the company and the ability to make additional money on any agents that come on to ROA as part of their downline. So, beyond simply selling homes, agents have the opportunity to make money in a few different ways!

Additionally, as part of our connection to ROA, we now have exclusive relationships with several institutional buyers that are spending millions of dollars a year purchasing real estate as investments. These institutions have partnered with ROA to use ROA agents exclusively across the US. On top of having access to these institutional buyers with millions of dollars in spending power, our agents will also have a national referral network where ROA agents in California will be seeking to refer any of their clients looking to buy in our area.

Doug and I will have licenses for the state of Mississippi and Alabama, so our agents will have buying and selling power in both states as long as they are licensed!

I can't wait to see what new doors open for our agents in 2026 and the coming years.



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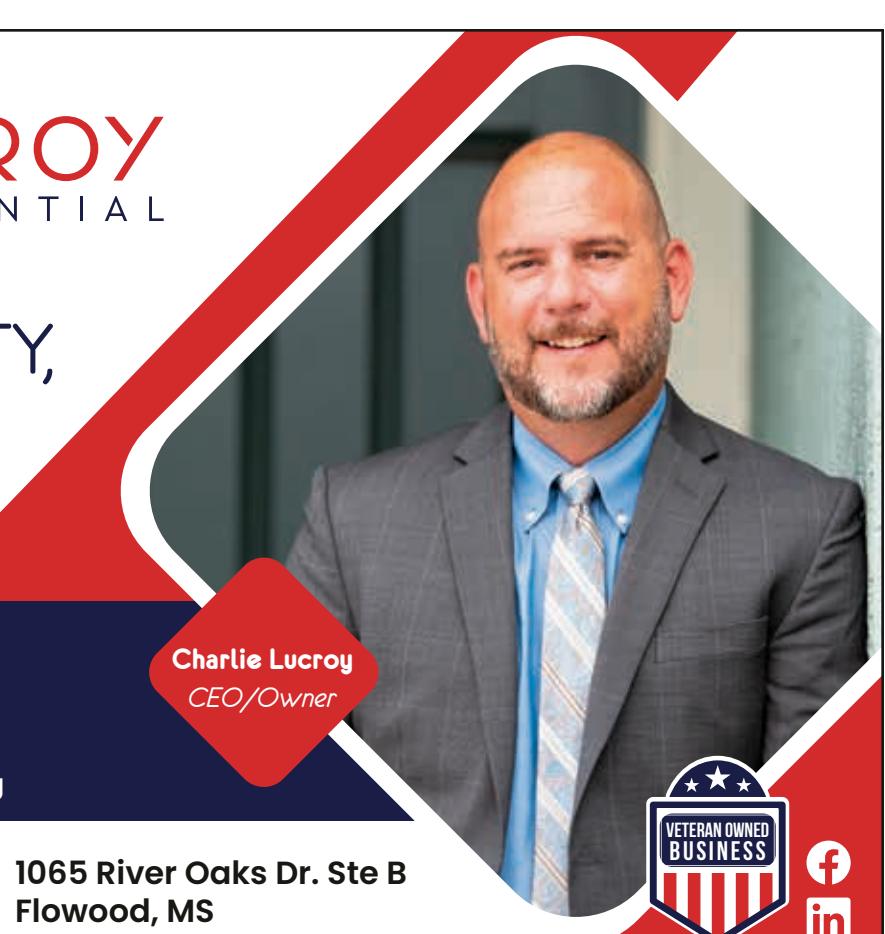


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of our membership and the future of real estate in central Mississippi.

Throughout the year, participants will engage in sessions focused on leadership development, strategic thinking, and personal growth, paired with hands-on experiences such as REALTOR® Day at the Capitol and community service initiatives. We're excited to kick off the inaugural year!

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The Moment THAT CHANGED Everything

February arrives wrapped in heart-shaped boxes and handwritten notes, but the true spirit of the month of love runs far deeper than flowers and fleeting gestures. It's about the relationships that ground us, inspire us, and quietly shape who we become—both personally and professionally. In an industry built on trust, connection, and long-term commitment, our top-producing realtors know better than most that great partnerships matter. This month, we're celebrating love in its most meaningful form by sharing how some of our standout agents met the partners who support them behind the scenes.

Joe & Danielle David

"I met my husband, Joe, in the spring of 2010- I was finishing up my senior year in high school and he was a sophomore at Ole Miss and a member of the golf team. I was in Oxford for the weekend visiting the school and a mutual friend introduced us. The night we met we ended up hanging out at the Ole Miss golf house with a lot of our friends playing ping pong. Joe and I were doubles partners all night and completely dominated everyone who played against us. We began dating that fall during my freshman year."

-DANIELLE DAVID



Kimberlee & Keith Haralson



"We met through a mutual friend and our first date was at Brady's in Ridgeland (before it closed!). Started officially dating in late 2013 and have been married since October 2017."
-KIMBERLEE HARALSON



Chelsey & Brad McMillen

"I saw my now-husband doing pull-ups at a crossfit competition and I was instantly in love! Haha! Little did I know he was the guy a mutual friend tried to set me up with, months prior. We connected and the rest is history! We will celebrate our 10 year wedding anniversary this fall!"
-CHELSEY MCMILLEN



Delayne & Jackie McGowan

"We met in high school and started dating at ages 15 and 17, now married 40 years!!"
-DELAYNE MCGOWAN



Cindy & Garrett McMullin

"We met at Mississippi State University in 2012! Go Dawgs!"
-CINDY MCMULLIN



Ronnie & Ella Manns

"We met in Barranquilla, Colombia, where I am from. I truly believe that God helped us find each other. At the time, I was working in another city during the same week my husband was visiting Colombia (he is from Mississippi). A friend called to introduce us, and we scheduled a lunch together.

The next day, he had plans to go out with another friend he liked, but she received a call from work and had to cancel. My friend called me to ask if I was available. I had planned to leave the city the day before, but I did not feel right about going, so I canceled my trip. Because of that, I was available, and we had the opportunity to know spend more time together. After that, he visited me about five times. We continued to see each other for 11/2 years until he proposed. I said yes! He applied for the fiancé visa, and six months later, I traveled to Mississippi. Three months after that, we got married."
-ELLA MANNS

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