

CENTRAL MISSISSIPPI

JANUARY 2026

REAL PRODUCERS[®]

Joseph
Presley



**SOCIAL NIGHT
PHOTO RECAP!**

PHOTO BY
ABE DRAPER
PHOTOGRAPHY

CONNECTING. ELEVATING. INSPIRING.

Partner
Spotlight
**ENJOLI
NOLEN**
Lockett Land Title

Rising Star
**KAYLA
WAGGONER**

Where Are
They Now?
**TENA
MYERS**

Central
Mississippi
Realtors[®]
**2026
BOARD OF
DIRECTORS**



Prevention is the
BEST SOLUTION



Superior.MS



601.941.2125



Post Tension
Cables



Water
Management



Crawl Space
Encapsulation



Retaining Walls



Helical Pier



Foundation Repair



Schedule an Estimate

superior.ms/schedule-an-estimate/



Working Together

Our vision at Cadence Bank is to help people, companies and communities prosper. Together, our local team of mortgage loan officers works to bring that vision to life by providing customers with quality products and superior service.

CONTACT YOUR LOCAL MISSISSIPPI MORTGAGE TEAM MEMBER TO GET PREQUALIFIED



Lisa Jenkins
100 Primos Road
Flowood, MS 39232
(601) 613-3340
NMLS# 484956



Janice Shumaker
120 Service Drive
Brandon, MS 39042
(601) 832-8227
NMLS #484957



Beth Jones
820 South Street
Vicksburg, MS 39180
(601) 415-4145
NMLS# 464585



Brad Benton
525 E Capitol Street
Jackson, MS 39201
(601) 502-6987
NMLS# 484954



Connie Stacy
407 Hwy 80 E
Clinton, MS 39056
(601) 260-7047
NMLS #484955



Shanika Battle
1005 Ellis Avenue
Jackson, MS 39209
(601) 573-8376
NMLS# 1830704



Ternisha Bass Johnson
407 Hwy 80 E
Clinton, MS 39056
(601) 201-7201
NMLS# 76009



Michael Williams
1451 Canton Mart Road
Jackson, MS 39211
(601) 594-5731
NMLS #54479



Jacob Keith
2600 N State Street
Jackson, MS 39216
(601) 942-9024
NMLS# 922113



Dianna Bullock
2174 Main Street
Madison, MS 39110
(601) 951-0401
NMLS# 484946



Morgan Nelson
525 E Capital Street
Jackson, MS 39201
(601) 927-8181
NMLS# 2084241



Patrick Davis
120 Colony Crossing
Madison, MS 39110
(601) 559-5990
NMLS# 76770



Visit us online at CadenceBank.com/Mortgage



Certain conditions apply. This is not a commitment to lend or rate guarantee.
© 2025 Cadence Bank. All Rights Reserved. Member FDIC. NMLS# 410279.

Connect With Us



Preferred Partners

This section has been created to give you easier access when searching for a trusted neighborhood vendor to use. Take a minute to familiarize yourself with the businesses sponsoring the publication. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the publication!

ADVERTISING / MARKETING

WLBT
(601) 941-1629
WLBT.com

CLOSING - TITLE & ESCROW

Luckett Land Title
(601) 622-8191

Renfroe and Perilloux
(601) 932-1011

COUNTERTOPS & FLOORING

Mississippi Pro Design Center, LLC
(601) 870-9881
Www.mississippiprodesign.com

DESIGN AND STAGING

G Design LLC
(601) 408-5651

DRYWALL, PLASTER, TEXTURE & PAINTING

J Ingram Plastering and Construction Co
(601) 951-6001

FOUNDATION REPAIR AND ENGINEERING

Superior Foundation Services
(601) 941-2125
Https://superior.ms

GUTTERS

Dun - Rite Gutters, Inc.
(601) 942-6964
Www.dunrite-gutters.com

HOME INSPECTION

Mississippi's Best Home Inspections
(601) 953-4897

Smith Home Inspections
(601) 310-3199

HOME MAINTENANCE

Steady Home Maintenance
(601) 500-5040
steadyhomemaintenance.com

HOME WARRANTY

First American Home Warranty
(601) 212-4441

INSURANCE

Insurance Protection Specialists
Tyler Wiltshire
(662) 466-6589

Jeff Zachary - State Farm Insurance
(601) 362-4100

INSURANCE & FINANCIAL SERVICES

Matt Pitts State Farm
(601) 500-7631
Www.sfontherez.com

INSURANCE SERVICES

Riverside Insurance Agency, Inc
(601) 371-8355

LANDSCAPING

MGC Landscapes
(601) 906-2593

MORTGAGE LENDER

Cadence Bank
(228) 897-3399
Www.cadencebank.com/mortgage

Citizens National Bank
(601) 607-3708
Www.yourcnb.com

Community Bank
(769) 777-6092
Communitybank.net

Cross Country Mortgage
Adam Black
(601) 540-0302

Mississippi Mortgage
(601) 316-7326
www.mississippimortgage.com

Union Home Mortgage
(601) 862-8006
Www.uhm.com

MOVERS/RELOCATION

The Armstrong Company
(601) 856-8504

Two Men and a Truck
(601) 853-9644

PHOTOGRAPHY

Abe Draper Photography
(662) 219-5707

J Hook Photos
(601) 209-4446

PROPERTY MANAGEMENT

Lucroy Residential
(601) 822-2275
Www.lucroyresidential.com

RESTORATION SERVICES

Paul Davis Restoration
(601) 398-0260
Www.pauldavisflowood

ROOFING AND CONSTRUCTION

Halo Roofing & Restoration
(601) 717-0236

RCC Roofing & Construction
(601) 540-7754
Themississippiroofer.com

Watkins Construction & Roofing
(601) 966-8233
www.watkinsconstructioninc.com

TERMITE & PEST CONTROL

Family Termite and Environmental Inc.
(601) 933-1014





TWO MEN AND A TRUCK.
“Movers Who Care.”
Each franchise is independently owned and operated.
601-853-9644
Full Packing Services • Boxes and Supplies • Moving (Local/Long Distance) • Junk Removal • Crate Shipping

Inspections You Can Trust!

Prompt and Reliable

Buyer Inspections | Seller's Inspections
Investment Property Inspections | Commercial Inspections



Now offering **PAY AT CLOSE!**

Dave Riegel, Owner
Serving Central Mississippi
(601) 953-4897 | Jackson, Mississippi

mississippisbesthomeinspections.com

A TRUSTED LENDER

IT MATTERS





Greg Shows
NMLS# 746590

Trust us with your homebuying journey and spend this winter making memories in your new home. That's *The Power of Local.*

Castlewoods Banking Centre 102 Plaza Drive, Flowood, MS
Madison Banking Centre 114 Grandview Boulevard, Madison, MS
Pear Orchard Banking Centre 744 South Pear Orchard Road, Ridgeland, MS

Ask Greg for details today. 601.607.3708 | (c) 601.573.9262 | YourCNB.com *Subject to credit approval.



Citizens National Bank
The Power of Local
Member FDIC

Contents



Joseph Presley **26**
COVER STORY

PROFILES



18 Kayla Waggoner



24 Tena Myers

14



Enjoli Nolen



IN THIS ISSUE

- 4 Preferred Partners**
- 8 Meet the Team**
- 10 Publisher's Note:** Jeff White
- 12 By The Numbers**
- 14 Partner Spotlight:** Enjoli Nolen, Lockett Land Title
- 18 Rising Star:** Kayla Waggoner
- 24 Where Are They Now?:** Tena Myers
- 26 Top Producer:** Joseph Presley
- 32 Central Mississippi Realtors®:** 2026 Board of Directors
- 34 Social Night Photo ReCap!**

OUR TEAM IS COMMITTED TO
YOUR CLIENT'S HOME BUYING



SUCCESS

SANDRA
CAGLE
NMLS# 70244

ANDRE
BENNETT
NMLS# 97109



JANET
SYLVESTER
NMLS# 85845

TAMMYE
DICKERSON
NMLS# 102099

CONTACT US TODAY




COMMUNITY BANK
MORTGAGE

COMMUNITYBANK.NET |    | MEMBER FDIC |  EQUAL HOUSING LENDER

If you are interested in nominating people for certain stories, please email us at: Dees.Hinton@n2co.com

Meet
The
Team



Jeff White
Owner/Publisher



Abe Draper
Photographer



Carolyn Foley
Ad Strategist



Susan Marquez
Writer



Kayland Partee
Videographer/Photographer



Cindy Raborn
Assistant Publisher/Event
Coordinator



Gingerlyn Wallace
Creative Marketing Director



Follow us on our social channels for the latest info on exclusive events, newsmakers and more.
Website: CentralMSRealPoducers.com • Facebook: [CentralMSRealProducers](https://www.facebook.com/CentralMSRealProducers)
Instagram: [centralmsrealproducers](https://www.instagram.com/centralmsrealproducers) • YouTube: www.youtube.com/@CentralMSRealProducers



DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

BUYER INSPECTIONS • SELLER INSPECTIONS • MOLD TESTING



**Smith Home
Inspections, LLC**

With Smith Home Inspections, you will get a lot more than just an inspection. **The best part is it's Free!**

**90 Day Warranty | MoldSafe | SewerGard | RecallCheck
a Full Concierge Service and More!**

To learn more, or schedule an inspection online,
visit www.SmithHomInspectionsLLC.com



Joshua Smith
Certified Home Inspections
MHIB #0681
601-310-3199



Residential & Commercial Roofing • Roof Replacement & Repair • Siding Services

YOUR ONE-STOP-SHOP FOR HOME RESTORATION

Serving Mississippi Homeowners since 2007



[TheMississippiRoofer.com](https://www.facebook.com/TheMississippiRoofer.com) • (601) 864-6075 [LinkedIn](https://www.linkedin.com/company/rcc-roofing-and-construction)

**Local expertise.
National strength.**

I'm your neighborhood loan officer, backed by the
resources of America's #1 Retail Mortgage lender.

Let's team up to get your clients home!

Adam Black
Originating Branch Manager | NMLS121384
M 601.540.0302
E ablack@ccm.com
W ccm.com/Adam-N-Black



116 Livingston Church Road, Suite B, Flora, MS 39071
Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. CrossCountry Mortgage, LLC
NMLS3029 NMLS2461563 (www.nmlsconsumeraccess.org) Mississippi Licensed Mortgage Company. 25LO_86b6b1ry



Publisher's NOTE

As we step into 2026, we couldn't be more excited about what lies ahead for the *Central Mississippi Real Producers* community. This year is about momentum, connection, and the undeniable power that comes from bringing the best in our industry together with intention and purpose. Real estate can often feel transactional, but we believe its greatest strength has always been relational—and that's where community changes everything.

Throughout the coming year, our events will be designed to do more than gather people in a room. You can expect meaningful masterminds, insightful roundtable discussions, and intentional opportunities to collaborate with your fellow top producers. These are spaces where ideas are shared freely, challenges are discussed honestly, and success is multiplied through collective wisdom. When professionals who are committed to excellence come together, everyone rises.

And because strong community is built not only through learning but through shared experiences, we're also adding more fun into the mix. Look for moments of friendly

competition and creative experiences designed to take us beyond our four walls—strengthening relationships, sparking laughter, and reminding us that connection thrives when we step outside our comfort zones together.

Our guiding belief for 2026 is simple: *a rising tide lifts all boats*. When we support one another, learn from one another, and celebrate each other's wins, we strengthen not only individual businesses but the entire Central Mississippi real estate community. We are proud to create a platform that encourages collaboration over competition and connection over isolation. Thank you for being part of Real Producers and for



contributing to a culture that values growth, generosity, and shared success. We can't wait to build, learn, compete, and rise together in the year ahead.

Jeff White
Owner/Publisher

Get The Insurance You Need At A Price You Can Afford



Helping you find the best value on auto insurance, home insurance, business insurance, and more from several of Mississippi's most trusted carriers.



254-B Katherine Dr. Flowood, MS 39232
601-371-8355 | 769-251-0115
WWW.RIVERSIDE1ST.COM

CAPTURE
YOUR PROPERTY'S
Beauty

601.209.4446
jhookphotos@gmail.com
@jhookphotos John Hooker

PHOTOS • VIDEOS/REELS • DRONE • FLOOR PLANS

Welcome to
2026!

Your 2026 roadmap to success starts today! Update your marketing plan, set new goals, and reach out to me for home warranty support. Remember, I'm always here for you.

Let's connect.

Your Local Resource
Mary Allen Bennett
601-212-4441
mbennett@firstam.com

"Your Clients are My Clients"

firstamrealestate.com
Phone Orders: 800-444-9030

©2026 First American Home Warranty Corporation. All rights reserved. FA_AD_MBENNETT_MRP_1_26

Fixing Your Problems Since 2013

Water Damage Repairs - Drywall, Facia and Soffit, Painting, Stucco/Plaster, Flooring, Siding, Framing Mold Remediation

Bathroom and Kitchen Remodeling

Roofing, Flashing, Waterproofing

Home Inspections and Consulting

ESTD 2013

J. Ingram Plastering And Construction

(601) 951-6001
jinghamplastering84@gmail.com

Central Mississippi



2024

BY THE
NUMBERS

7,940
TOTAL
TRANSACTIONS

AVERAGE
TRANSACTIONS
26.5

TOTAL
COMBINED
VOLUME
\$2,323,111,320

AVERAGE
SALES
VOLUME
\$7,743,704.40

Scan the code to learn more about luxury living homes on Studio 3.

STUDIO 3 **WLBT3**
Est. Play. Live. Local. ON YOUR SIDE

Ask us about advertising your listing in live sports!

For more, visit:
wlbt.com/studio3



Great home & auto
rates for any budget.

Jeff Zachary, Agent
101 Lake Court
Jackson, MS 39232
Bus: 601-362-4100
jeff@jeffzachary.net

State Farm Mutual Automobile Insurance Company
State Farm Indemnity Company
State Farm Fire and Casualty Company
State Farm General Insurance Company
Bloomington, IL

State Farm Florida Insurance Company
Winter Haven, FL

State Farm County Mutual Insurance Company of Texas
State Farm Lloyds
Richardson, TX
2101551

Surprisingly great rates await when you have options like bundling your home and auto insurance. Call me for a quote today.

Like a good neighbor, State Farm is there.®

Individual premiums and budgets will vary by customer. All applicants subject to State Farm® underwriting requirements. Availability and amount of discounts and savings vary by state.



FAMILY TERMITE & ENVIRONMENTAL

601-933-1014

www.family-termite.com • office@family-termite.com

Top Purchase Units - MS
per Scotsman's Guide

Top USDA Producer - US
per Scotsman's Guide

Top DPA Producer - MS
per MS Home Corp

We have the Products, Team, & Experience to Help You

Rock it in 26!

601 987 0077
apply at MississippiMortgage.com

Mississippi MORTGAGE

Mississippi Mortgage is powered by American Mortgage Bank ©2024 All Rights Reserved. American Mortgage Bank® is a registered trademark. Mississippi Mortgage® is a registered trademark. All other trademarks are the property of their respective owners. NMLS #105940 NMLSConsumerAccess.org Equal Housing Lender



Consistency
Beats
Intensity

MEET

Enjoli Nolen

with LUCKETT LAND TITLE

There are people whose careers unfold like a straight line—predictable, planned, orderly. And then there are leaders like Enjoli Nolen, whose journey is defined not by rigid strategy but by a steady commitment to showing up, serving well, and building relationships that stand the test of time.

Today, Enjoli serves as the Director of Business Relations and Marketing for Lockett Land Title, a role she has poured nearly seven years of passion, precision, and purpose into. But her story begins long before any title, accolade, or leadership position—back in the heart of Hattiesburg, Mississippi.

Rooted in Service From the Start
Born and raised in Hattiesburg, Enjoli grew up surrounded by family, community, and the values that would later shape her leadership style. She attended Southern Miss, earning a degree in Finance—a choice she laughs about now, given how naturally she drifted toward service-oriented work.

After graduation, she stepped into a role as a Medical Financial Counselor, a position that uniquely blended her interests in both finance and patient care. “I was torn between becoming more of a caregiver or sticking to finance,” she recalls. “This gave me the opportunity to serve in both roles.” It was her first taste of what would become a lifelong pattern: finding ways to combine business acumen with genuine human connection.



A Partnership Built on Encouragement
A year after graduation, Enjoli married Mike Nolen, her steady encourager and the person she credits as her greatest mentor. Today, he serves as the General Manager for Patterson Dental across Mississippi and Louisiana—but his impact on Enjoli goes far beyond titles or achievements.

“Professionally, he pushes me to think bigger,” she says. “And personally, he strengthens my confidence in ways that keep me grounded.”

Part of what inspires her most is watching the way Mike has overcome challenges of his own—including his journey of overcoming alcohol addiction. His courage, discipline, and willingness to grow have shaped not just his life, but hers.

Seeing him rise, rebuild, and lead with clarity has become one of her greatest sources of motivation. It’s a reminder that strength isn’t loud, and growth isn’t always dramatic. It’s often the quiet, consistent decisions—made one day at a time—that transform everything.

Nearly 25 years into marriage, their partnership stands as a testament to

resilience, loyalty, and two people continuously choosing to become better together.

Finding Her Professional Home
In 2019, Enjoli interviewed with Cratin Lockett, President and Lead Attorney of Lockett Land Title. She knew almost immediately that it was different. The loyalty, the values, the culture—it felt like home.

“Lockett Land Title is my crew,” she says with pride. “When Cratin expressed his values and loyalty to his team, I knew it was a great fit.”

As the Director of Business Relations and Marketing, she leads partnership development, steers marketing strategy, and strengthens the relationships that support the company’s growth and reputation. It’s a role tailored to her strengths: communication, connection, and an unwavering ability to create trust.

Winning Through the Slow Seasons
Success stories are often told through highlights, but Enjoli’s strength shows just as clearly in the quieter moments.

When the market slowed, she didn’t wait for business to come to her—she shifted. She expanded networks, elevated social media, and stayed relentless with connection and follow-up. These weren’t flashy strategies; they were intentional, consistent steps that kept momentum alive.

“Consistency beats intensity,” she says, quoting one of her favorite reminders. It’s a mantra she doesn’t just say—she lives it.

Accolades Earned Through Excellence
Enjoli’s commitment has not gone unnoticed. Her list of accolades includes:

- Director on the Board for the Mortgage Bankers Association of Mississippi
- Affiliate of the Year – Mortgage Bankers Association
- Affiliate of the Year – Central Mississippi Realtors



“CONSISTENCY beats intensity.”

A Heart for Community

Outside of business, Enjoli pours her time into philanthropy—work she considers essential, grounding, and deeply meaningful. She has served as:

- Former Chair and Honoree for Best Dressed Jackson benefitting the American Cancer Society
- Former President of Junior Auxiliary of Madison County
- Member of the Junior League of Jackson
- Current Woman of Impact Nominee for the American Heart Association of Mississippi

“Philanthropy keeps me grounded with empathy, patience, and the true meaning of community,” she says. It’s not extracurricular—it’s part of who she is.

A Family That Loves the Journey

At home, life is full—and beautifully so. Enjoli and Mike have been married nearly 25 years and share two daughters they are incredibly proud of.

Mckenna, a graduate of Ole Miss with a degree in Business Administration, is now an Associate Managing Director and Mortgage Lending Specialist at Story Financial.

Isabella, a junior at Ole Miss, is studying Biology with a Pre-Dental track and minoring in American Sign Language.

As a family, they love to travel—experiences that have brought them closer and opened their eyes to new perspectives and cultures around the world.

Elevating Others Through Example

Part of Enjoli’s consistency is her commitment to educating and empowering the people she serves. That’s why she is especially passionate about helping buyers understand one of the most overlooked protections

- Top Woman in Business – Madison/Rankin County for Hometown Magazine
- *Central Mississippi Real Producers* Partner Spotlight honoree
- Ridgeland Chamber Diplomat of the Year
- 40 Under 40 in Business Nominee

Each recognition reflects not only her work ethic but also the high standards she holds for herself and her team.

Fueled by Relationships

When you ask Enjoli what she’s most passionate about in her work today, she answers without hesitation: relationships.

“Real estate is a people-driven business,” she says. “Connecting with agents, clients, lenders, and other professionals is something I truly enjoy.”

The most rewarding part of her career, she adds, is the constant growth. Every client, every deal, every partnership teaches her something. “It keeps me energized,” she says. “I never stop learning.”

Looking ahead, those same relationships will shape the future she’s building. “Real estate is built on trust. Working with professionals across the industry helps me collaborate better and create partnerships that support long-term success.”



Daughter Mckenna Nolen



Daughter Isabella Nolen

in a real estate transaction: owner’s title insurance.

Owner’s title insurance is essential because it protects your largest investment—your home—just like you insure your car, health, and other valuables. It reduces your risk by guarding against hidden issues that might surface after closing, such as unpaid liens, unknown heirs, or legal actions tied to the property. The value is unmatched, as it requires only a low, one-time fee—typically about 0.5% of the purchase price—for protection that lasts as long as you own your home. Unlike homeowners insurance or warranties, which cover the structure and belongings, owner’s title insurance uniquely protects your property rights. It also offers continuous coverage for the entire duration of ownership, keeping you secure from unexpected title claims. With more than 80% of homebuyers choosing to purchase owner’s title insurance each year, its importance



is widely recognized. Ultimately, it delivers true peace of mind, ensuring you don’t inherit debts or legal problems from previous owners and allowing you to move forward confidently in your new home.

Still Rising

Today, Enjoli Nolen is not just building a career—she’s building relationships, elevating standards, and contributing

to a real estate community she genuinely loves.

Her story is far from finished. But if the chapters ahead look anything like the ones behind her, one thing is certain: She will keep showing up. She will keep growing. She will keep serving with heart. Because in her world—and in her results—consistency truly does \beat intensity.

Ring In the New Year with

Stress-Free Closings!



Luckett

LAND TITLE

REAL ESTATE CLOSINGS • TITLE INSURANCE

Protection of Property Rights

601-414-4141 | www.LandClosings.com

Jackson • Brandon • Hattiesburg • Laurel • Flowood





Kayla Waggoner - Success Followed Her Step of Faith

WRITTEN BY SUSAN MARQUEZ • PHOTOS BY ABE DRAPER PHOTOGRAPHY



As an 18-year-old stay-at-home mom, Kayla Waggoner never imagined she would one day build a career in real estate. “My focus was on my child,” she says. Within only a few years, that focus expanded to three children, each born just a year apart.

“I grew up in Forest, in Scott County,” Kayla says, and it’s still home today.” She graduated from Scott Central High School with a baby to raise. As a child, she once dreamed of becoming a veterinarian—until she realized the more difficult side of that profession. “I guess the closest I came to that dream was living on a mini farm,” she laughs. “I’ve got beagles, goats, and chickens. Taking care of them is a lot more work than I ever imagined.”

When her children reached school age, Kayla began working outside the home. “I cleaned houses, and I truly loved the people I worked for,” she says. “My clients were like family to me. I enjoyed

being in their homes and being part of their lives.”

When COVID hit, she attempted homeschooling, something that sounded like a great idea at first. “I had three kids in three different grades—it was overwhelming for all of us. I realized I was better suited to being their mom than their teacher. I wanted to get back to doing crafts and enjoying our time together.”

Real estate wasn’t something Kayla had ever considered, but her experience working closely with people had unknowingly prepared her for it. It was her husband who saw her potential. “He encouraged me to give real estate a try,” she recalls. At the time, he worked nights shift and spent his days painting for local real estate agents—work that eventually led him to start his own successful painting business, which is now booming. “He believed in me before I believed in myself.”



Kayla studied online, intimidated by the thought of taking the licensing exam, but she surprised herself. “Passing that test was one of the most terrifying moments of my life,” she says. “But I cried, I prayed, and I stepped out on faith—and God has truly blessed me.”

Her real estate journey has taken her through a few transitions, but each one has helped her grow. Now working with Turn Key Properties in Madison, she feels settled and supported. “Leaving a brokerage is never easy, but I know I’m exactly where I need to be,” she says.

As a newer agent, Kayla embraced the learning curve. “I’m still learning,” she admits. “I’ll never forget the feeling of getting my first million-dollar property. I have worked with some amazing agents, and I’ve been blessed to always have people in this industry who are willing to help when I have questions.”

Today, she’s grateful for a career she never expected to love. “My favorite part is helping people,” Kayla says. “I love sitting at the closing table and seeing the joy on my clients’ faces. And nothing beats walking into a home after seeing several others and hearing someone say, ‘This is the one.’ It’s especially rewarding with first-time homebuyers.”

Kayla and her husband stay busy raising their blended family of four children: her stepdaughter, Natalie, and her three younger kids—Cameron, Dylan, and Layla. Their home is always full of life, often becoming the hangout spot not only for their own children but also for Kayla’s brother, Dalton, and his friends. “There’s always a house full, but I love it,” she says. “I want our home to feel like a safe, welcoming place for everyone.”

When she’s not working or spending time with her children, Kayla can usually be found tending to her animals.



“
**I want our home
to feel like a safe,
welcoming place
for everyone.”**



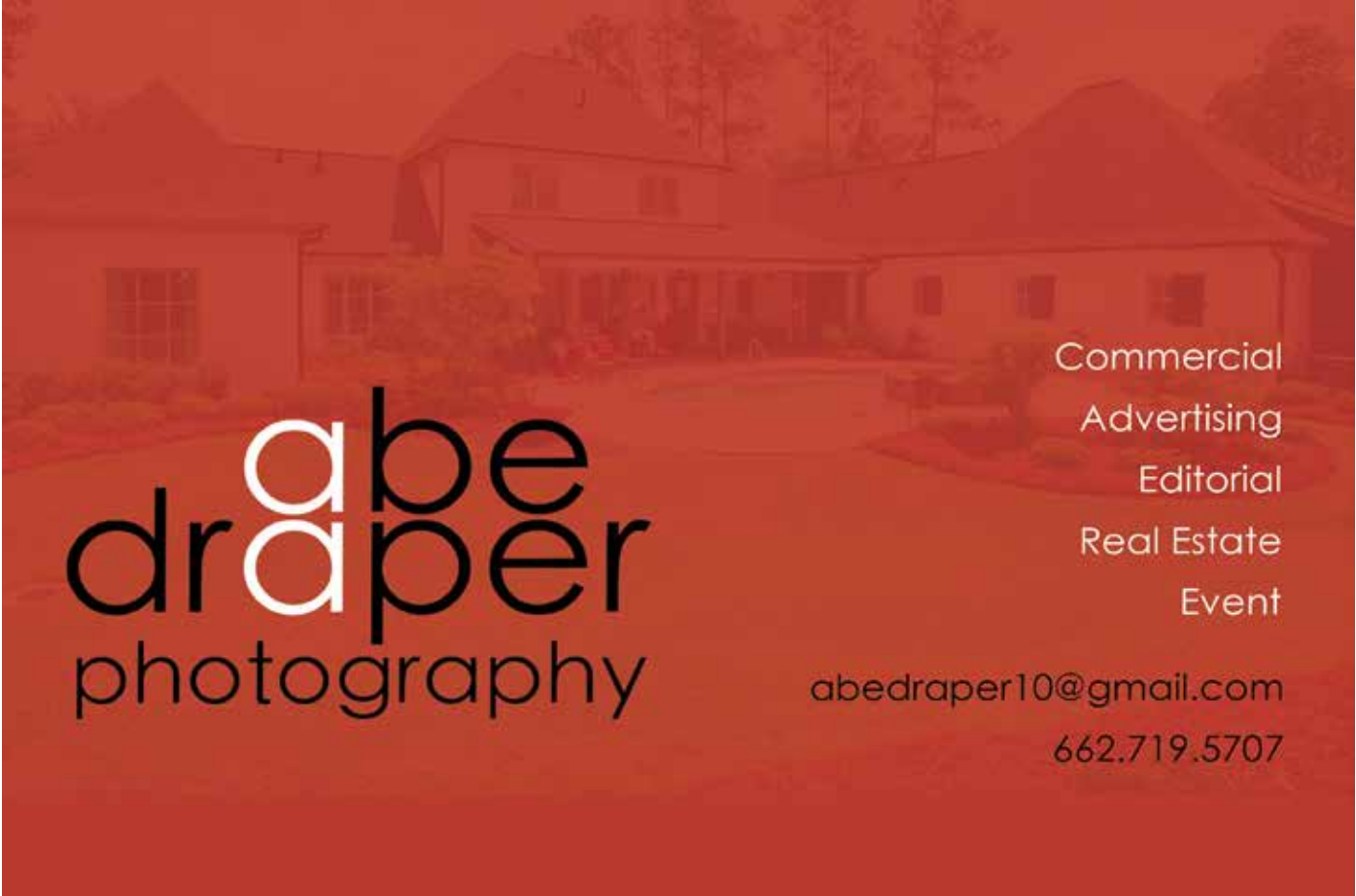


“
I’m always grateful to my clients for putting their trust in me.”

“We’re a water-loving family in the summer—pools, rivers, the beach, camping, we enjoy it all,” she says. She also jokes that she could easily be a foodie: “I’d love to travel and eat for a living,” she laughs.

Kayla is a member of Harperville Baptist Church, a place that remains close to her heart.

“I’m always grateful to my clients for putting their trust in me,” Kayla states. “A home is the biggest purchase most people will make in their lifetime, and I take that seriously.”

abe
draper
photography

Commercial
Advertising
Editorial
Real Estate
Event

abedrapeer10@gmail.com
662.719.5707



IPS
INSURANCE PROTECTION
SPECIALISTS

Tyler Wiltshire
Agent
tyler.wiltshire@ips-ms.com
601-992-4040
662-466-6589 cell

Free to do what's right for you™

AUTO INSURANCE	HOME INSURANCE	COMMERCIAL INSURANCE	LIFE INSURANCE	PENTERS INSURANCE	UMBRELLA INSURANCE
-------------------	-------------------	-------------------------	-------------------	----------------------	-----------------------

Liberty Mutual, PROGRESSIVE, Safeco Insurance, MetLife, TRAVELERS, Nationwide, FOREMOST



G
REVIVE
RESTORE
REIMAGINE
2020 COMPITATIONS 5:17

#stagedbyg • G Design LLC • 601.408.5651
Property Staging | Interior Design | Unique Decor | Marketing & Events
gdesignpage stagedbygdesign

TenaMYERS

PHOTOS BY
ABE DRAPER
PHOTOGRAPHY

Tena Myers was featured as an Icon in The Industry in our April 2021 Issue and she remains an Icon in Central Mississippi. She has trained, mentored, advised, shepherded and encouraged numerous agents over the years. We recently caught up with Tena to see what changes have occurred in the past five years.

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

The most significant change in my life, since I was first featured in Real Producers Magazine, occurred this year.

My brokerage, Three Rivers Real Estate MERGED with Trifecta Real Estate, LLC, owned by Tye Densford and Alex Alexander.

Did I set out to pursue such a change? No. I never knew this was a possibility and had never seen other real estate brokerages successfully attempt this. Finding direction for one's life can be challenging. None of us know what the future holds, but as I have always believed, I know Who holds my future. It all started in August of this year when I decided to look for a new office. Again, I was searching for direction. The 5-year lease on my building was coming up



for renewal on October 1st and I wasn't prepared to sign a new lease which meant a rent increase, nor was I ready to fully retire. God always has a plan. Long story to a short recap, I viewed a listing owned by Trifecta and really liked the space. Tye Densford and Alex Alexander reached out within a week and came to my office to discuss the space. It so happened that they were looking for a broker to manage their agents and of course, I needed a space for my agents. A few more meetings and at each meeting we all felt that something supernatural was about to happen. God was steering the ship. We agreed to come together. I would shut down Three Rivers and would become Principal Broker of Trifecta. Our agents would become a blended family. All

of my agents, but a handful, followed me to Trifecta, even though it was a heartbreaking decision. They were attached to Three Rivers as much as I was. I can't begin to share the anguish that fell upon all of us temporarily. They were losing their beloved Three Rivers and I was letting go of something I had built. I'm reminded of the cartoon meme of the little girl holding her little bear and standing in front of Jesus, where He was reaching out to take her little bear, and she was saying, "but I love it" and Jesus was saying, "just trust me", however behind His back He was holding a very large bear to exchange with her. Jesus wanted to give me something bigger, but I had to let go of what I had. Nearly all of my agents followed me into uncharted waters

and for that I am eternally grateful. I am discovering every day what a huge blessing this merger is becoming, not only for me, but for the agents.

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

In February of this year, my son passed away. He was diagnosed with esophageal cancer and died within (3) weeks of his diagnosis. I didn't publicly announce this and to be honest I did not take the time to mourn him properly. I had (30) agents depending on me and I just kept moving forward. So when the decision to merge my company was to be made, I felt strength and encouragement pouring into me from Tye Densford and Alex Alexander. I lost one son, but God gave me two. Our visions have increased, and our territories have been enlarged. (1 Chronicles 4:10 And Jabez called out to the God of Israel, "If only You would bless me and enlarge my territory! May Your hand be with me and keep me from harm, so that I will be free from pain. " And God granted the request of Jabez.) This scripture hung on a large canvas in my Three Rivers office and followed me to Trifecta and hangs in our conference room.

What Are Your Real Estate Goals For The Future?

My real estate goals for the future have somewhat changed, however, serving my agents remains the main part. I am a Pastor/Broker. Alex has referred to my style as "shepherding":) Everything I do, I do for the Glory of God and His Kingdom, and He has blessed me indeed!

"Tena Myers is more than just a broker; she's the foundation upon which my real estate career stands. Her unwavering support and knowledge have shaped me into a top producer." Ryan Ainsworth

"Tena Myers exemplifies expertise, integrity, and dedication in our Real Estate industry. I would not be where I am today in my career without her guidance and her ability to anticipate needs and navigate challenges. She strives to make sure all of her agents have the opportunity to be successful.

Alex, Tena and Tye



Personally, I hold Tena in the highest regard. Her patience and genuine care creates relationships built on trust and respect. She has had such a meaningful impact on both my Real Estate journey and my personal experiences as well. I am so grateful and beyond blessed to have her in my life." Donna Burks

"Tena brings more than 40 years of real estate experience to this industry, and she's been a steady presence for so many of us. She was a tremendous help to me 10 years ago when she was my first broker, and she's continued to set the standard for professionalism and support ever since. Our Trifecta Real Estate agents trust her as their Principal

Tye Densford



Broker because she truly invests in their success." Tye Densford

"I have only known Tena a few short months but she has become my mentor and I am truly blessed to learn this business through her eyes!" April Savell

JOSEPH Presley

Rooted in
Faith, Family,
and the Land:
The Story of
Joseph Presley

WRITTEN BY SUSAN MARQUEZ
PHOTOS BY ABE DRAPER
PHOTOGRAPHY

For Joseph Presley, the outdoors has never been just a hobby; it has been a steady thread woven through every chapter of his life. Growing up in Madison, Mississippi, Joseph spent countless hours in the woods alongside his father, forming memories that would later shape not only his passions but his career and purpose.

Sports also played a significant role in his early years. Joseph spent his high-school days on the baseball field at Madison Central before graduating in 2004 and heading to Holmes Community College. He later transferred to Delta State University, where he joined the golf team. It was more than academics and athletics that left an impression on him during those years; it was the land itself.

“While in college, I began to realize the value of the land where I hunted, especially in the South, where people love the outdoors and hunting,” Joseph recalls. Spending time in the

Delta deepened his appreciation for Mississippi’s wild places. “I have a real heart for the Delta,” he says, remembering the sun-drenched fields, quiet woods, and the sense of peace he found there.

Joseph graduated with a degree in insurance and real estate and accepted a job selling insurance right out of college. It was a practical first step, but not a lasting one. “I did that for a year, mostly because it was easier for me to get into the insurance business at the time,” he says. “But I realized pretty quickly that wearing a suit and tie was not for me.”

Fortunately, during this period, Joseph had a mentor whose guidance would help shape his trajectory. “He owned real estate and was a huge part of my success. He continues to guide me along the way,” Joseph says. That encouragement pushed him to pursue what he had always truly wanted. After earning his real estate license in January

of 2010, Joseph jumped in with both feet and never looked back.

In 2013, Joseph joined Mossy Oak Properties in Kosciusko, working alongside Beth McLellan. “Beth was very instrumental in the growth of my career,” he says. Soon, the pull to be



“
We wanted to
build a real
estate company
centered around
our FAITH
while being able
to do WHAT
WE LOVE.
”





would not be where I am today without their guidance, support, and trust.”

In October 2023, Joseph and his wife, Shelley, joined with Adam Moore and his wife, Becca, to form Pursuit Properties, a company built on shared values, deep faith, and a passion for helping others find their place in the world.

“We wanted to build a real estate company centered around our faith while being able to do what we love,” Joseph explains. “Pursuit Properties is not only a full-service real estate company but also a place where we can help other agents grow in their career, personal growth, and their faith.”

Today, Pursuit Properties has 15 agents who handle residential, commercial, and land sales. Joseph himself continues to specialize in land, something that has remained close to his heart since childhood. “Land is sacred. It’s God’s creation,” he says. “I love the trees, lakes, streams, topography, and fresh air. I feel

closer to home led him to join 4 Corner Properties, where he worked under Gary Stewart and helped grow the Madison office. That decade proved to be pivotal. “Working for Gary and Tonya Stewart for 10 years had a huge impact on me, my faith, and my career,” Joseph says. “I

“
I LOVE
the trees, lakes, streams,
topography, and fresh
air. I feel that every
property has a story, and
it’s my job to share that
with everyone else.
”





As a leader, Joseph is equally committed to nurturing the growth of Pursuit Properties' agents. "It's satisfying to watch our agents grow," he says. "I enjoy teaching, guiding, and sharing my knowledge with them. It takes time to really learn this business, and I want to



make sure I spend time with each agent so they can be successful."

Joseph and Shelley reside in Gluckstadt, where they raise their three children: Miles (12), Caroline (10), and Micah (8). The outdoors continues to be a constant in Joseph's life, and he takes joy in introducing his children to the same woods and fields that shaped him. "They've already made so many great memories in the field while hunting and just being together," he says.

Between his faith, family, and his business, Joseph's life is full, but full in all the right ways. When time allows, he still enjoys hunting and playing golf, though he admits those opportunities come less often these days. Still, he's grateful for every moment.

"I love what I do," Joseph says. "God is so faithful. This work can be hard, frustrating, and rewarding all at the same time, but I love the people I work with. We strive to always prioritize God in our lives and business. When we do that, the rest will follow."

that every property has a story, and it's my job to share that with everyone else."

His passion lies in seeing potential where others may not. "Sometimes I see a property that isn't as established as others," he explains. "It's fun to turn a vision into reality for the current owner or future owners."



PAUL DAVIS®

RECOVER • RECONSTRUCT • RESTORE

FIRE
 WATER
 MOLD
 CONTENTS
 BIOHAZARD

THE DIFFERENCE MAKERS™

Serving Central Mississippi

601-398-0260

WE TURN THE TO DO LIST INTO THE DONE LIST!

- Inspection Punch Lists
- Honey Do Lists
- Small Handyman Projects

CONTACT US 601.500.5040 | www.steadyhomemaintenance.com

MISSISSIPPI PRO DESIGN CENTER

MOHAWK | HENRY TILE | MSI SURFACES
SHAW FLOOR | LEGENDARY | RICKERT
HAPPY FEET | CRESCENT | BEAU FLOR

And So Much More!

1138 Weems St, Pearl (601-790-1030) | mississippiprodesign.com @

FLOORS, COUNTERTOPS, BACKSPLASH, CABINETS, WINDOWS & DOORS

2026 BOARD OF DIRECTORS

Central Mississippi REALTORS® is proud to present the 2026 Board of Directors, a slate of industry professionals committed to strengthening our association and serving our members with focus, integrity and grit.

These leaders bring a wealth of experience and a shared dedication to forging new paths forward for the REALTOR® community in Central Mississippi, proof that where there's a will, there's a way.



Yolanda Parris
Past President



Jamie Harry
President-Elect



James Carson
First Vice President



Linda Graham
Treasurer



Selena Lovejoy
President



Jake Clarke
Director



Marissa Harris
Director



Robin Lea
Director



LaJesca Woodard
Director



Tanya Brieger
Director



Eric Stephenson
Director



Danielle David
Director



Corey Deyamport
Director

UNION HOME MORTGAGE

New Year. Same Commitment to Smooth Closings.
Start strong with a lending team that knows how to get deals done.

Leslie Key
Branch Manager | NMLS 1441982
O: (601) 812.6299 | C: (601) 862.8006

Kasey Finklea
Loan Officer | NMLS 69607
O: (601) 608.7746 | C: (601) 502.6444

CREATING Beautiful Spaces, SPECIFICALLY DESIGNED FOR YOU

AFTER

BEFORE

Design Install Maintenance

MGC Landscapes
Trey DeLoach
mgclandscapes.com
601.906.2553

Dun-Rite Gutters, Inc.

Have it Done Right by Dun-Rite

We specialize in 6" half round Aluminum & Copper

- Top Quality Gutter Installation, Repair & Cleaning Services
- Competitive Prices from Copper Gutters to Leaf Guards
- Free Estimates & Professional Consultation
- 2 Year Warranty on Installations

Mark Dungan, Owner
601-605-0000
Madison, MS

www.DunRite-Gutters.com



SOCIAL NIGHT PHOTO RECAP!

Our November Social Night was held at **Shaggy's on the Rez** on **Tuesday, November 18th!**

It was another fantastic evening, with the best of the best Realtors and Partners coming together to enjoy beautiful views, great food and beverages, music, door prizes, and plenty of networking.

A heartfelt thank-you to our Sponsors for helping make this event possible!

Silver Sponsors:

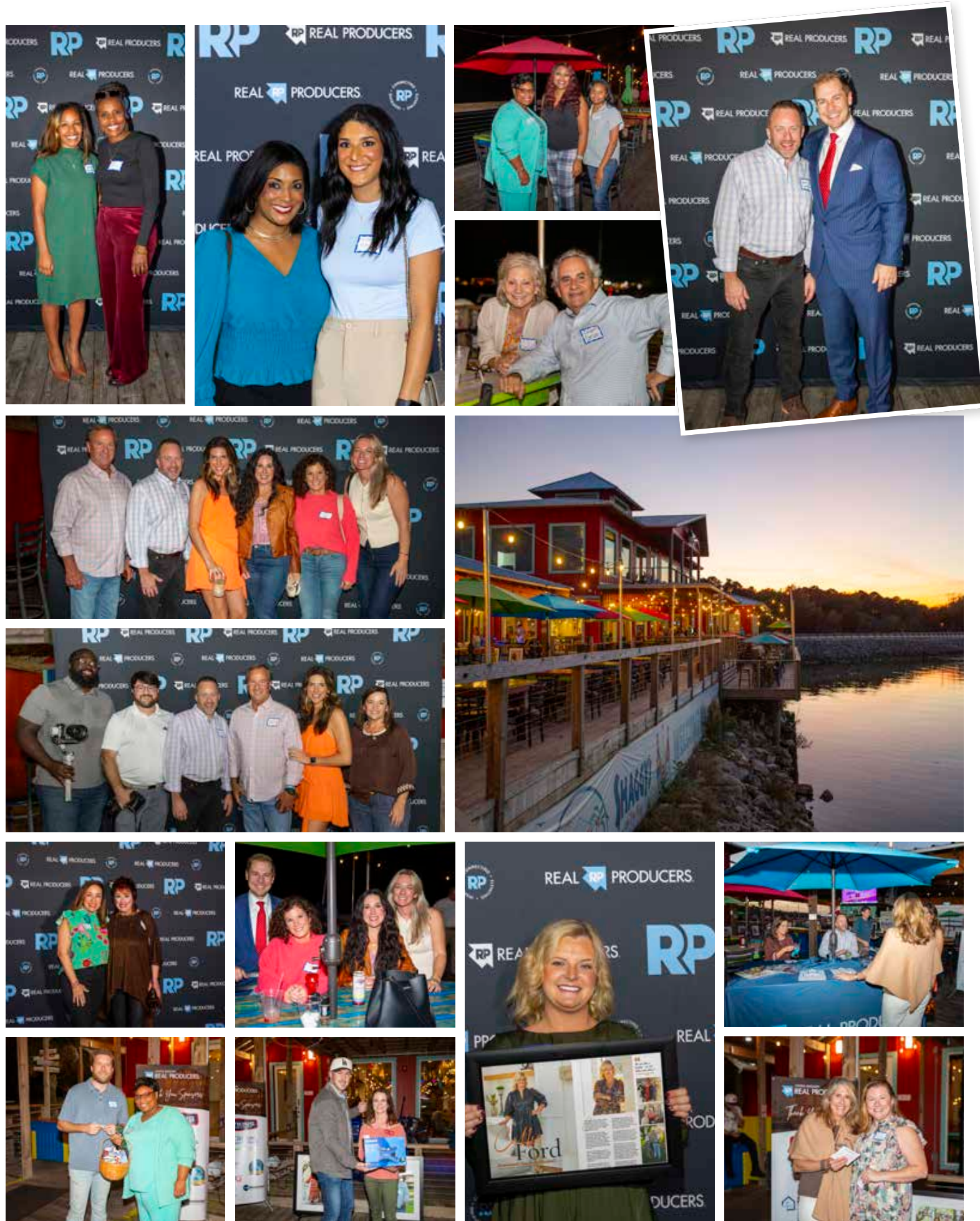
Watkins Construction & Roofing
Citizens National Bank

Bronze Sponsors:

Luckett Land Title
Steady Home Maintenance
Renfroe & Perilloux
Mississippi Mortgage
WLBT







YOUR PROPERTY, OUR PRIORITY

PROFESSIONAL MANAGEMENT
SERVICES IN JACKSON, MS

Efficient Property Management
Compliant Lease Creation
Advanced Tenant Management
Property Advertising
Comprehensive Tenant Screening

lucroyresidential.com
(601) 620-2300

1065 River Oaks Dr. Ste B
Flowood, MS

Charlie Lucroy
CEO/Owner



Your local agent for home & auto

Call me for a quote today



Matt Pitts, Agent

1139 Old Fannin Road Suite G
Brandon, MS 39047-9258
601-500-7631
www.sfontherez.com
matt@sfontherez.com



State Farm Mutual Automobile Insurance Company, State Farm Indemnity Company, State Farm Fire and Casualty Company,
State Farm General Insurance Company, Bloomington, IL

State Farm County Mutual Insurance Company of Texas, State Farm Lloyds, Richardson, TX

State Farm Florida Insurance Company, Winter Haven, FL



You make it home. We make it happen.



Home Services

- Local, long-distance & international moving
- Full or partial pack/unpack
- Loading/unloading & transporting
- Short & long-term storage
- Organizing, decluttering & staging
- Property protection



FREE QUOTE

1223 Highway 51, Suite A
Madison, MS 39110

o. 601.213.3615
goarmstrong.com



Tie Your Closings With the Best!

- Residential & Commercial Real Estate Closings
- Title Confirmation
- Title Searches
- Title Litigation
- Wills and Estates
- After-hours Closings
- Mobile, STATE-WIDE Closings
- Certificates of Title
- Business Formations
- Bankruptcy

James E. Renfroe

Renfroe & Perilloux, PLLC

648 Lakeland East Drive, Suite A

Flowood, MS 39232

601.932.1011 • www.MSLawfirm.biz



HALO ROOFING & RESTORATION YOUR NEIGHBOR IN CENTRAL MISSISSIPPI

We're specialists in residential and commercial roofing services. Whether you're dealing with storm damage, hail damage, or a roof that's just seen better days, we're here to help with honest work and high-quality materials! Trust our experts to deliver the most accurate information to ensure your clients receive the attention they deserve.

Roofing Services • Roof Replacement • Copper Roofing
Roof Repair • Roof Insurance Claims



Call Us!





A PRODUCT OF
THE N2 COMPANY

9151 Currency St.
Irving, TX 75063



TRUST,

The Beginning of What We Build.



SPECIALTIES

- Roof Repair
- Roof Replacement
- Roof Wash
- Metal Roofs
- Roof Coatings
- Commercial Roofing
- Custom Copper Flashing
- Siding
- Gutters
- Windows



FINANCING AVAILABLE

Payments as low as \$129/mo!



SCAN ME



**SCHEDULE YOUR NO-COST
ROOF ASSESSMENT TODAY!**

 **601-202-9753**
NoMoreRoofLeak.com



Lurk
the
Leak