

GULF COAST

JUNE 2026

REAL PRODUCERS[®]



Amy P. Wood



Broker in Charge
BRANDY DYESS

Rising Star
JANICE FERGUSON

Preferred Partner Spotlight
**MAC'S COASTAL
INSURANCE**

CONNECTING. ELEVATING. INSPIRING.

ONE HUNDRED *for*



CENTENNIAL CELEBRATION CAMPAIGN

GCAR is celebrating 100 years of supporting local housing and our community!

In honor of our Centennial, we're raising \$100,000 for Habitat for Humanity of the Mississippi Gulf Coast.

Be a part of our Centennial Celebration and help us reach that goal!



Scan to Donate



GCAR100 GCAR100 GCAR100



COAST
TITLE COMPANY

Spring into Smooth Closings!

Reach out today to Coast through Closing!

 nicole@coasttitleco.com
228.334.5122

PMPM Page, Mannino, Peresich & McDermott, PLLC

For over 50 years, PMPM has been a trusted name in real estate transactions along the Gulf Coast, guided by experience, precision, and a reputation built deal by deal.

As the next generation leads the real estate department, we bring the same depth of knowledge with a focus on efficiency, responsiveness, and the realities of today's transactions.

Top producing agents need more than a closing attorney. They need a legal partner who anticipates issues, protects the deal, and keeps things moving.

That is exactly what we intend to deliver every time.

Contact us:
 ☎ 228.374.2100
 ✉ Meredith@pmp.org
 🌐 www.pmp.org



Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

CLOSING LAW FIRM

Coast Title Company
(228) 334-5122
sullivanlawfirmpllc.com

Page, Mannino, Peresich & McDermott, P.L.L.C.
(228) 374-2100
pmp.org

CUSTOM COUNTERS & STONE WORK

The Top Shop
(228) 863-5084
topshopgulfport.com

FOUNDATION REPAIR

MDH Foundation Repair
Shannon Reichart
(251) 375-0565
108 5th Street,
Daphne, AL 36526
mdhfoundationrepair.com/

HOME & TERMITE INSPECTION

Magnolia Property Services, LLC
(228) 596-1866

INSURANCE AGENCY

Mac's Coastal Insurance, LLC
Shane Short
(276) 389-9688
macscoastal.com

United Risk Insurance Agency, Inc.

Cale Merrill
(228) 206-3853
2137 E Pass Road, Ste E
Gulfport, MS 39507
unitedriskins.com

MORTGAGE / LENDER

Citizen's National Bank
Patty Busbin
(601) 296-2692
yourcnb.com

MORTGAGE LENDER

Community Bank
Pam Berdine
(228) 223-7460
732 Howard Avenue
Biloxi, MS 36608
Communitybank.net

Cross Country Mortgage, LLC
(228) 297-7869
www.kurtloans.com

NEW HOME BUILDERS

Meritage Homes
Brittany Prince
(251) 278-8373
meritagehomes.com

PHOTOGRAPHY

Outlaw Photographers
(228) 697-7063

PROPERTY MANAGEMENT

Ashman-Mollere Realty, Inc.
(228) 216-7864
ashman-mollere.com

Next Step Property Management

(228) 203-3412
www.facebook.com/
nextsteppropertymanagement

REAL ESTATE ORGANIZATIONS

BOSAR
(228) 369-6122
bosar.org

eAgent
(228) 400-9215
eAgent.com

GCAR

(228) 896-3122
gcarealtors.com

ROOFING & ROOF REPAIR

Strong Roofing
(228) 313-3997
strongroofs.com

ROOFING PROFESSIONALS

Watkins Construction & Roofing, Inc.
wcralabama.com

SECURITY / AUTOMATION

Secret Coast Security
(228) 215-1345
getsecretcoast.com

SOCIAL MEDIA MARKETING

Southern View Media
(251) 517-9425
southernviewmedia.com

TERMITE INSPECTION & PEST CONTROL

A & M Pest Management
(228) 382-0477
www.ampestmanagement.net

A-1 Termite
(228) 762-8010
Facebook.com/aftermite



MAC's
COASTAL INSURANCE

Our Service:

- Life Insurance
- Auto Insurance
- Boat/RV/Motorcycle
- Health Insurance
- Home Insurance
- Business Insurance

228-364-6667 | matt@macscoastal.com

macscoastal.com

Close quickly

Get pre-approved today

KurtLoans.com



Kurt Satchfield
Loan Officer
NMLS84835
228.596.8007 DIRECT
msloans@ccm.com

Top 100 ORIGINATOR
TWO YEARS IN A ROW

SUNNY GROUP
CROSSCOUNTRY MORTGAGE®

Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. All borrowers must have minimum credit score, loan-to-value, debt-to-income, and other requirements to qualify for any mortgage program. CrossCountry Mortgage, LLC NMLS3029

2217 Pass Road | Gulfport, MS 39501
Call Today! 228.385.0551 NMLS2399772

We've Moved! Visit us at our New Office!

licensed by the MS Department of Banking & Consumer Finance



A & M PEST MANAGEMENT

Don't let pests take over your listing — call us for top-notch wood-destroying insect services!

Our services include:

- Fast, reliable service
- Locally owned company that takes pride in our work
- Serving the MS Gulf Coast for all your wood-destroying insect needs

SCAN HERE TO LEARN HOW TO GET WDIR INSPECTIONS FOR AS LOW AS \$75!

Call for details: 228-382-0477



AGENTS ROCK
REWARDS™

AGENTS ROCK
WITH
MERITAGE HOMES



Unlock early access to upcoming communities, bonus opportunities and powerful tools to grow your business. Scan the QR code to join the Agents Rock portal and start earning rewards with a builder that's leading the way.

The Agents Rock Rewards program and any benefits are subject to any applicable laws and governmental restrictions. Agents Rock Rewards Program is void in states where prohibited by law. Meritage Homes reserves the right to terminate or amend this program at any time, in part if such changes affect rewards payable under this program without prior notice or obligation; even if it affects points that conditions of participation, participation qualification criteria or benefits earned. Meritage Homes further reserves the right, in its sole discretion to revoke a participant's membership or status in Agents Rock Rewards Program at any time without prior notice or obligation. See sales associate or visit meritagehomes.com/agents for details. Not an offer or solicitation to sell real property. © 2025 Meritage Homes Corporation. All rights reserved.

Meet The Team



Robert Orso
Publisher/Owner



Christina Kitchen
Ad Strategist



Cheri Robertson
Social Media Manager



Yvonne & Carl Fallo
Photographers



Rebecca Wilson
Content Manager



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.

THE OUTLAW PHOTOGRAPHERS

WE SHOOT STUFF

Real estate photography

Events

Headshots

Drone shots

Video

Photographers

CARL FALLO | FALLOCC@ME.COM | 228-669-1784 CELL

YVONNE FALLO | YVONNEOUTLAW79@GMAIL.COM | 228-697-7063 CELL

STRONG ROOFING, INC.

VETERAN MANAGED. SERVICING THE MS GULF COAST SINCE 1988. 1000'S OF LOCAL ROOF REPLACEMENTS.

- Customized Personal Consultation
- Competitive Pricing
- Licensed & Fully-Insured
- State Licensed Insurance Adjuster On-Staff
- Certified with 4 major manufacturers to offer numerous options for clients

- Expert Installations
- Storm Damage Repair
- Best Warrantees in the Business
- Financing Available
- NO MONEY DOWN!

● (228) 313-3997

● WWW.STRONGROOFS.COM

● 2701 Pine Ave | Gulfport, Mississippi 39501

CONNECT WITH US FOR A FREE ESTIMATE!

Serving The Mississippi Gulf Coast with Real Estate Sales and Rentals Since 1928

418 HIGHWAY 90 WAVELAND

228-467-5454 • ASHMAN-MOLLERE.COM

Broker Supporting Gulf Coast Real Producers

PROTECTING WHAT MATTERS. ENHANCING HOW YOU LIVE.

Earn \$200 for every referral that becomes a security client!

SECRET COAST SECURITY

- ✓ Custom Security Systems
- ✓ Smart Home Integration

- ✓ Surveillance Cameras
- ✓ Audio/Video Design & Installation

Matthew Williams
Owner

O: (228) 215-1345
C: (228) 220-4923
getsecretcoast.com

Get Your Free Security Assessment Today!

Celebrating 250 YEARS of Opportunity

BY ROBERT ORSO, PUBLISHER



As we mark the **250th birthday of the United States of America**, we pause to reflect on a story unlike any other—a story of courage, conviction, faith, and opportunity. Two and a half centuries ago, a group of determined individuals stood on the edge of uncertainty and chose freedom over comfort. They envisioned a nation where people could pursue their lives, their livelihoods, and their beliefs without oppression. That vision gave birth to the greatest experiment in liberty the world has ever known.

The founding of our nation was not accidental. It was deeply rooted in a desire for **freedom—especially religious freedom**. Many of the early settlers crossed an ocean not in search of wealth, but in search of the right to worship God according

to their convictions. That principle became woven into the very fabric of our founding documents. The Declaration of Independence acknowledges that our rights are **endowed by our Creator**, and the Constitution protects the freedom to live out those beliefs without government interference. This foundation has shaped not only our laws, but also our culture, our values, and our sense of responsibility to one another.

Throughout history, America has been a place where faith and freedom have walked hand in hand. While our nation is not perfect—and never has been—there is something powerful about a country that recognizes a higher authority and seeks to protect the God-given dignity of every individual. Honoring God has played a significant role in shaping our communities,

our work ethic, and our understanding of right and wrong. It reminds us that true freedom is not just the ability to do whatever we want, but the responsibility to do what is right.

What makes America truly remarkable is the **opportunity it offers**. From the very beginning, this has been a land where hard work, perseverance, and integrity can open doors that might otherwise remain closed. Generations of immigrants and pioneers have come here with little more than hope and determination, and through their efforts, they have built businesses, communities, and legacies that continue to +impact us today.

It is no secret that the United States is the **wealthiest nation in the world**. While there are still individuals and families facing challenges, even those considered to

be living in poverty by American standards often have access to resources, opportunities, and freedoms that are unimaginable in many other parts of the world. Access to education, the ability to start a business, freedom of speech, and the right to pursue one's dreams—these are privileges we can sometimes take for granted, yet they remain rare on a global scale.

The American dream is still alive. It may look different for each person, but at its core, it is built on the idea that your future is not predetermined by your circumstances. It is shaped by your choices, your effort, and your willingness to keep moving forward. In my own work and in the lives of so many I have the privilege to connect with, I see this truth played out every day. People are building businesses, raising families,

and creating opportunities not just for themselves, but for others as well.

As we celebrate this milestone anniversary, it is important not only to look back with gratitude but also to look ahead with expectation. The same principles that guided our founding—faith, freedom, hard work, and personal responsibility—are the same principles that will carry us into the future. The opportunities that lie ahead are just as real as those that existed 250 years ago, perhaps even greater.

We are living in a time of incredible possibilities. Technology, innovation, and connection have created avenues for growth and success that previous generations could not have imagined. Yet, the foundation remains the same: a willingness to work

hard, to act with integrity, and to honor the values that built this nation.

As we reflect on 250 years of America, let us be grateful for the sacrifices that were made to secure our freedoms. Let us honor the role that faith has played in shaping our nation. And let us embrace the opportunities that still exist for those willing to pursue them with purpose and determination.

The story of America is far from finished. In many ways, we are still writing it—through our businesses, our communities, and our daily lives. The next chapter holds great promise, and the same spirit that built this nation continues to live on in each of us.

Here's to 250 years—and to the opportunities, freedoms, and blessings that lie ahead.

“If someone has a foundation issue, MDH IS MY GO-TO.”

- Barbara Andrews
Roberts Brothers - Malbis

MDH
FOUNDATION REPAIR

Call us today!
251-333-9355

MDHFoundationRepair.com

CERTIFIED HOME INSPECTOR
CERTIFIED PEST CONTROL OPERATOR
LICENSED GENERAL CONTRACTOR

INTEGRITY
HOME INSPECTION SERVICES

BLAINE OLSON
228-596-1866
bolson@integrity-homeinspection.com
www.magnolapropertyservices.com

1. Visual Comprehensive home inspection
2. Wood Destroying Insect Reports
3. Same Day Service and Report

Inspecting doesn't have to be a pain. **Call Blaine!**

LAHI #11297 | MBI #0923 (NH) | MSBOC #R19787 | MDAC #46358

MAC's COASTAL INSURANCE

Carrying Forward a Legacy of Service on the Gulf Coast

PHOTOS BY YVONNE & CARL FALLO, OUTLAW PHOTOGRAPHY

Along the Mississippi Gulf Coast, relationships matter. Trust matters. Showing up when people need you most matters. Those values are at the heart of **MAC's Coastal Insurance**, where owners **Melissa Schnoor** and **Kelly McElhaney** are continuing a story that began with one man's vision—and now lives on through a family, a team,

and a community they serve with purpose every day.

Founded in 2017 by Matt McElhaney, MAC's Coastal Insurance was built around a simple but powerful motto: *Be Different*. For Matt, that didn't mean being louder or bigger than anyone else. It meant putting people first, answering the phone,

doing the right thing quietly, and treating every client like family. Today, Melissa and Kelly are carrying that mission forward with the same heart that defined the agency from the beginning.

A Legacy That Lives Through Service

Following Matt's unexpected passing on Thanksgiving

Day, the future of the agency became a deeply personal decision for those closest to him. Melissa, his sister, and Kelly, his wife, stepped forward not just as owners—but as stewards of something meaningful.

Keeping MAC's Coastal Insurance open wasn't simply about business continuity. It was about honoring a promise.

Matt built the agency with family at its core. Even the name reflects that legacy: **M for Matt, A for Aaron, and C for Capps**, his two sons. It also quietly honors his father, known affectionately as "Mac." From the very beginning, the agency represented something bigger than insurance policies—it represented a commitment to people.

Today, that commitment continues through Melissa, Kelly, Aaron McElhaney, and the entire team who work together to serve the Gulf Coast with the same care Matt modeled every day.

Built for the Gulf Coast—Because They Know It

Insurance on the Mississippi Gulf Coast isn't one-size-fits-all. Windstorm exposure, flood zones, coastal construction standards, and evolving coverage requirements create challenges that agents unfamiliar with the region often overlook.

That's where MAC's Coastal Insurance stands apart. As an independent agency based in Ocean Springs, the team works with multiple carriers to match clients with policies tailored specifically to their needs. Whether serving first-time homebuyers, relocating families, investors expanding portfolios, or small business owners protecting what they've built, their approach is always personal—and always informed by local expertise.

They don't guess about Gulf Coast insurance. They know it. And that confidence makes a difference for both clients and Realtors navigating time-sensitive transactions.

A Trusted Partner for the Real Estate Community

Matt often said that buying a home is one of the most stressful experiences people face—and he made it his mission to make the insurance portion easier.

That mindset still shapes how MAC's Coastal serves today. The team prioritizes fast turnaround times, clear



communication, and accessibility throughout the closing process. Quotes are delivered quickly—even on weekends when needed—and coverage is explained in plain language so buyers feel confident rather than overwhelmed.

Most importantly, they understand what's at stake for Realtors. A delayed insurance quote can stall a closing. Confusing coverage

explanations can create uncertainty. A lack of responsiveness can impact relationships.

MAC's Coastal works intentionally to make sure insurance is never the reason a transaction slows down.

When a Realtor refers a client to MAC's Coastal, the goal is simple: take excellent care of that client—and reflect well on the agent who

made the referral. Because referrals are built on trust. And trust is something they protect carefully.

A Team Strengthened by Experience and Heart

Melissa Schnoor brings deep Gulf Coast connections and a strong background in community relations and healthcare communications. A graduate of both Jackson County Leadership and Mississippi Gulf Coast





Leadership programs, she understands what makes communities thrive—and how meaningful relationships shape

successful businesses. Kelly McElhaneey brings equally valuable strength through her financial leadership and professional expertise. As

a Certified Public Accountant with both a Bachelor of Accountancy and an MBA, she provides stability and strategic insight that help ensure the

agency continues growing on a strong foundation. Working alongside them is Aaron McElhaneey,

Matt's son, who supports operations and leads sales with pride and purpose as he continues his education in electrical engineering at Mississippi State University. His involvement reflects the multigenerational future Matt always envisioned.

Surrounding them is a dedicated team including Customer Service Manager Megan Jananivich and Client Specialist Shane Short—both of whom bring professionalism, responsiveness, and genuine care to every client interaction.

Together, they represent something rare: technical knowledge combined with authentic compassion.

Service That Extends Beyond the Office
Community involvement has always been central to MAC's Coastal Insurance.

Matt coached youth sports, organized food drives, and supported hurricane relief efforts across the region. That spirit of service continues through every member of the team today. Melissa serves in leadership roles across multiple Gulf Coast organizations, including the Jackson County Chamber of Commerce, Leadership Gulf Coast, the American Heart Association Executive Leadership Team, and the Mississippi Gulf Coast Chamber Board. She is also active with First Presbyterian Church and the Pascagoula Excel by 5 initiative.

Kelly contributes her financial expertise to nonprofit organizations and has served as Treasurer for both the Junior Auxiliary of Biloxi Ocean Springs

and the Ocean Springs Education Foundation.

Aaron volunteers his time teaching golf to young players in the community, while Megan and Shane continue supporting local youth programs and outreach efforts that reflect the same servant-hearted culture Matt established from the beginning. This isn't community involvement for recognition. It's community involvement because it's who they are.

Looking Ahead with Purpose

Melissa and Kelly share a clear vision for the future of MAC's Coastal Insurance.

They want the agency to become the first name Gulf Coast residents think of when they think about insurance—not because

it's the biggest agency, but because it's the most trusted. They want Realtors to feel complete confidence referring their clients.

They want young professionals in the region to see a pathway into meaningful careers within the agency.

And most importantly, they want MAC's Coastal Insurance to remain a living reflection of the values Matt built it on—integrity, kindness, and service that lasts long after the policy is written.

When someone works with MAC's Coastal Insurance, they aren't calling a corporate help desk. They're calling neighbors. They're calling a family. And they're calling a team committed to doing things the right way—every single time. 🏡

AMY P. WOOD

Serving the Coast with Professionalism, Heart, and a Legacy of Trust

PHOTOS BY CHRISTI RYAN PHOTOGRAPHY



For more than two decades, Amy P. Wood has helped families across the Mississippi Gulf Coast navigate some of the most important decisions of their lives. As Broker/Owner of Amy Wood Properties in Pass Christian, Amy has built a career defined not only by remarkable production and recognition, but by perseverance, professionalism, and a deep commitment to serving people well.

Today, with over \$29 million in residential sales volume across 58 transactions in 2025, Amy continues to demonstrate what long-term excellence in real estate truly looks like. Yet her story is about far more than numbers. It's a story about leadership, resilience, and believing in the value of real estate as a profession—and as a calling.

A Career Rooted in Relationships

Long before entering real estate, Amy built a successful career as

Fashion Director and Special Events Coordinator for Gayfers department store, where she worked for 17 years after earning her degree in **Fashion Merchandising and Marketing from Mississippi University for Women**.

It was a role that allowed her to meet people from across the Coast and mentor young leaders through the **Gayfer Girls teen board**, which was eventually recognized nationally by *Seventeen Magazine* as one of the top teen boards in the country.

That early experience shaped something that still defines Amy's real estate career today: her natural ability to connect with people and invest in their success.

Later, when her sons were young, Amy chose to step away from her professional career to focus on family—serving as a Cub Scout

leader, room mother, PTO president, and active volunteer. But as her children grew older, she began looking for a new challenge.

Encouraged by, who believed in her potential, Amy enrolled in real estate classes in 2004. It turned out to be a life-changing decision.

Beginning a Real Estate Career at a Historic Moment

Amy entered real estate during one of the most difficult seasons in Gulf Coast history. When **Hurricane Katrina** struck in 2005, her office was destroyed. Many agents left the area. Communication systems were limited. Listings were difficult to track. Yet families desperately needed help finding homes.

Amy adapted quickly.

Working from her own home—with early internet access equipment that now feels like ancient technology—she





helped displaced families find housing during a time when stability was scarce and hope was fragile.

“One client told me, ‘I have to find my wife a house,’” Amy remembers. Together they looked through boarded windows of storm-damaged properties and wrote offers on homes that still had no power.

That family later returned to Amy years later when it was time to sell—and again when the next generation needed help. Moments like these define what real estate means to her. Not transactions. Relationships that last a lifetime.

A Leader in Mississippi Real Estate

Amy’s commitment to excellence has earned recognition at the highest levels. She was named:

- #1 agent in Mississippi for volume by REAL Trends (2023)
- Top 5 agent statewide again in 2025 (#4)
- #1 among 2,500 agents on the Coast for residential volume recognition through Real Producers and GCAR



She also received the **Emerald and Diamond Awards from GCAR early in her career**, followed by many years of Platinum-level production recognition. But perhaps most impressive is her consistency. Success didn't arrive overnight. It was built through service, persistence, and a willingness to keep showing up for clients—even when the outcome wasn't immediate.

One early example still stands out to her: a family whose mortgage initially fell through on a double-wide home purchase. Rather than walk away, Amy helped guide them through credit counseling. Nine months later, they closed successfully.

"That's success," she says. "Seeing it through to the end."

Building a Boutique Brokerage with Purpose

After years working with major franchise brokerages, Amy launched **Amy Wood Properties**, a boutique firm founded on relationships rather than pressure.

Her vision was simple: Create a place where clients feel welcomed, supported, and never rushed.

Today, that vision continues through a small but dedicated team—including her husband **Chuck Wood**, a retired dentist who now works alongside her in the business. Together, they maintain a highly personal approach that reflects the values Amy has carried throughout her career.

Rather than focusing on recruiting large numbers of agents, Amy has intentionally built a close-knit environment where independence and collaboration coexist—and where professionalism remains the standard. Sarah Carothers, Chelsea Hilton, and Jeanette Ladreyt are REALTORS who also call this brokerage home.

She also hosts the **Pass Christian Caravan**, bringing agents from across brokerages together to tour listings, exchange feedback, and strengthen cooperation throughout

the market. It's one more example of how she continues investing in the entire real estate community—not just her own business.

Defining Success Through Service

When asked how she defines success, Amy doesn't talk about luxury homes or production totals. She talks about people. Success is helping a buyer purchase their first home. Helping a seller move closer to family. Helping someone relocate for a new job opportunity. Helping a family build equity and stability for the future. Every closing represents a life transition—and an opportunity to serve. And Amy

"If you are green, you are growing. If you are not—you rot."

believes Realtors should treat that responsibility accordingly.

"I pride myself on making sure real estate is looked on as a profession," she says. Professional presentation. Professional communication. Professional representation. These standards matter—especially when clients are making one of the most important financial decisions of their lives.

A Lifetime of Leadership and Community Service

Amy's influence extends well beyond real estate.

Over the years, she has served as:

- Past Board Member, Gulf Coast Association of REALTORS®
- Past Chamber Board Member
- Current Member, Pass Christian Planning Commission
- Past State President, Mississippi Business & Professional Women

- Past Board Member, Pass Christian Historical Society
- Member, Beach Garden Society

She continues supporting charitable events through volunteer floral design work and remains active in preserving the history and community identity of Pass Christian. Because for Amy, real estate has always been about something bigger than property. It's about place.

Continuing to Grow—Because Growth Never Stops

Even after decades in the business, Amy still believes learning is essential. She holds advanced professional designations including:

- GRI – Graduate of the Realtor Institute
- ABR – Accredited Buyer Representative
- CRS – Certified Residential Specialist
- RENE – Real Estate Negotiation Expert

And she lives by a phrase she learned through Dr. DelPrince's floral design training:

"If you are green, you are growing. If you are not—you rot." It's wisdom that applies just as well to real estate as it does to life.

A Legacy Built on Trust

Amy and Chuck met through **Leadership Mississippi** in 1988 and married the following year. Today they are proud parents of two grown sons—Guy and Morey—and continue working together as a family business rooted right here on the Coast. After more than twenty years in real estate, Amy remains grateful for the repeat clients and referrals that continue to define her business.

Because when relationships matter most, success follows naturally. And for Amy P. Wood, serving the Mississippi Gulf Coast has never been just a career.

It's been a lifetime commitment. 🏡

AMY P WOOD
228.216.7649 DIRECT
228.452.5408 OFFICE
AMY@AMYWOODPROPERTIES.COM



Brandy Dyess



Leading with Purpose: The Story of Realtor & Broker Brandy Dyess

PHOTOS BY KRISTI HARRIS

Real estate, after all, is rarely just about property. It's about change. It's about families stepping into new chapters. It's about financial decisions that can shape generations. Brandy understands that because she has spent her career helping people through critical transitions.

Alongside her is her husband, Duane Dyess, whose leadership background brings a powerful complement to their business. As a Large Format Sales Manager in the beverage industry, Duane oversees major accounts, forecasts trends, and negotiates contracts at a high level — skills that translate seamlessly into advocating for buyers and sellers in competitive markets.

Together, their mission is clear: help people win.

"We're wired to help people win," they say. "Whether it's guiding a family into their first home or negotiating strategically for a seller, we saw an opportunity to use our strengths in leadership, communication, and advocacy to make a real difference."

Their journey began at a boutique brokerage, where they built a solid foundation in contracts, client care, and market strategy.

That early exposure shaped their work ethic and gave them the confidence to grow thoughtfully — not recklessly — into the leaders they are today.

Unlike many in the industry who chase rapid expansion, Brandy and Duane take a different approach. "Our goal isn't to scale quickly," they explain. "We've built something that works — a solid group of agents and steady production. We plan to refine, strengthen, and protect that foundation."

That mindset reflects one of the most important lessons they've learned from the many mentors who have influenced them over the years: how you treat people matters just as much as what you achieve.

Brandy doesn't point to a single mentor as the source of her growth. Instead, she credits observing strong leaders across industries, asking questions, and being intentional about continuous learning. Growth, for her, has always been a discipline.

Their success, they believe, comes down to stewardship. "We don't view transactions or roles as tasks to complete — we see them as responsibilities to steward well," Brandy says.

"That level of care builds trust, and trust builds lasting success."

In an industry often focused on quick wins, Brandy encourages new agents to think long-term. "Focus on relationships, not transactions. If you genuinely care about people and stay consistent in your communication, the business will follow. Quick wins are nice, but long-term trust builds a career."



For Realtor and Broker **Brandy Dyess**, success in real estate has never been about volume alone. It's about people. It's about leadership. And most importantly, it's about service.

Long before she was recognized among the **Top 200 Realtors on the Mississippi Gulf Coast** and honored as one of the "Women to Know" by *Gulf Coast Woman Magazine*, Brandy's professional foundation was built in education. She continues to serve as a special education case manager — a role that requires patience, strategic thinking, empathy, and advocacy. Those same qualities now define the way she approaches real estate.

"Education has always been my professional foundation," Brandy shares. "That experience has shaped the way I approach real estate — with patience, strategy, and a deep commitment to helping people navigate important life transitions."

That philosophy of stewardship extends far beyond real estate.

"Service isn't a separate category in my life — it's integrated into everything I do," Brandy explains. The Dyess family intentionally supports local youth and community initiatives. They sponsor public and private school programs and community sports, but one of Brandy's most meaningful efforts is recognizing

teachers. Through monthly celebrations at a local school and additional recognitions at others, she highlights the leaders shaping the next generation.

"Leadership carries a responsibility to serve," she says simply.

At home, that responsibility is deeply personal. Together, Brandy and Duane have four sons — three already in

the workforce and one studying to become a pilot. Their children are a constant source of motivation.

"We work hard not just for them, but in front of them," Brandy says. "We want to demonstrate resilience, integrity, and perseverance."

Their sons remind them daily why effort matters. "Nothing worthwhile

“

If you want something in life, you commit to it, you sacrifice for it, and you earn it. We don't just tell them — we show them.”



comes without effort. If you want something in life, you commit to it, you sacrifice for it, and you earn it. We don't just tell them — we show them.”

Even with busy careers and community involvement, the Dyess family prioritizes connection. For fun, they enjoy a mix of adrenaline and simplicity — from race nights to weekend glamping trips. These moments allow them to unwind, recharge, and reconnect with each other.

The accolades they've received — Top 200 recognition and the *Women to Know* honor — are meaningful. But to Brandy, they represent more than production. They reflect purpose.

At the heart of her business is a simple but powerful principle: treat people well, lead with integrity, and steward every opportunity with care.

In a market that is constantly shifting, that kind of steady leadership stands out. And for the families Brandy Dyess serves, it makes all the difference. ❏

BRANDY DYESS
228.731.4314
REALTORBRANDYDYESS@
GMAIL.COM





MAXIMIZE THE VALUE

You Bring To Your Clients!

URA UNITED RISK AGENCY, INC

228.206.3853 | UNITEDRISKINS.COM



TRUST,

The Beginning of What We Build.



NEED A STORM PROOF ROOF?

The Watkins Way means expert guidance, proven systems, and a FORTIFIED roof you can rely on. So you can protect what matters most and take advantage of available grants up to \$10,000. Our team handles every step, making the process simple and stress-free.

TOP CERTIFICATIONS.
FORTIFIED PROTECTION.

SCAN ME



601-966-8233
NoMoreRoofLeak.com

Commercial & Residential Roofing
Siding • Gutters • Windows



KNIGHT OWL STORAGE HWY 90

HWY 90

251-660-0366

4175 GOVERNMENT BLVD
MOBILE, AL

KNIGHT OWL STORAGE BELTLINE

BELTLINE

251-343-6999

1268 WEST I-65 SERVICE RD S
MOBILE, AL



BUY 1 MONTH GET ANOTHER MONTH FREE!

- ✓ 12 month no rent increase guarantee
- ✓ Convenient access hours
- ✓ Climate & non-climate controlled
- ✓ Moving truck rentals

TWO CONVENIENT LOCATIONS:
KNIGHTOWLSTORAGE.COM

OUR TEAM IS
COMMITTED TO
YOUR CLIENT'S
HOME BUYING
SUCCESS



PAM BERDINE
MORTGAGE LOAN ORIGINATOR
(O) 228.295.8148 | (C) 228.223.7460
pam.berdino@communitybank.net
NMLS# 1405016

COMMUNITY BANK
MORTGAGE

CONTACT US TODAY



COMMUNITYBANK.NET | F X B
MEMBER FDIC | EQUAL HOUSING LENDER

Janice Ferguson

Built on Grit, Roots, and Relentless Drive

PHOTOS BY YVONNE & CARL FALLO, OUTLAW PHOTOGRAPHY

When Janice Ferguson decided to enter real estate in late 2023, she wasn't chasing a title or a trend. She was chasing a dream.

That dream sits on 40 acres of land surrounded by the DeSoto National Forest—property she and her husband purchased as the future site of their forever home. Real estate, for Janice, began as a practical step toward making that vision possible. What happened next surprised even her.

Within her second [JF1] full year, Janice produced more than **\$5.6 million in sales volume**, earned recognition as a **Top 200 Real Producer on the Mississippi Gulf Coast**, ranked **#6 individual agent in Mississippi for Epique Realty**, and received multiple honors including **Fastest Growing Business, Service Excellence Award**, and the prestigious **Epique Power Award**, placing her among the **top 1% nationwide** in her brokerage.

Not bad for someone who originally planned to do this part-time.

A Life Built on Experience—and Courage

Janice's path to real estate didn't follow a straight line. In fact, it reads more like a collection of bold chapters than a single career story.

Over the years, she has worked as a teacher, journalist, conference coordinator, nonprofit professional, event planner, hospitality leader, and coach. She's also the founder of **Bandit CrossFit**, a gym she built from the ground up after starting with backyard workouts and eventually growing into a thriving training community supported by a team of eight coaches serving hundreds of clients since 2010[JF2].

That entrepreneurial mindset shaped her approach to real estate from day one.

"I always say I wake up unemployed every morning," Janice explains. "It's up to me to find the next opportunity to serve someone."

And serve she does.

Deep Roots on the Mississippi Gulf Coast

Janice's connection to the Gulf Coast runs generations deep. She lives on the same Woolmarket property her grandfather purchased in the 1930s—land where she was raised and where she and her husband later raised their daughters.

Growing up outdoors, working family businesses, and helping shape community spaces like Dogwood Hills Golf Course instilled a lifelong appreciation for the value of land, relationships, and hard work. That perspective now shapes how she serves her clients.

Her knowledge of the Coast isn't theoretical. It's lived. And clients can feel the difference.

Solving Problems—and Saving Deals

Ask Janice what sets her apart, and her answer is refreshingly direct:

"I answer my phone. And I only work with vendors who do."

Behind that statement is a deeper philosophy. Janice believes time is one of the most valuable resources in any transaction. Her strength lies in connecting people quickly, solving problems efficiently, and keeping deals moving forward.

Her network—built over decades across multiple industries and community

roles—has become one of her greatest professional assets.

"Connecting people is something I love doing," she says. "Helping clients avoid delays and save money is often what makes the difference."

That mindset has already helped her navigate complex transactions early in her career—sometimes in unexpected ways. In one case, her genealogy research skills even helped locate historical ownership records needed to move a deal forward.

It's not every agent who can say that.

Competing at a High Level—in Business and in Life

Janice brings the same intensity to real estate that she has brought to athletics for most of her life.



“Real estate isn't just a transaction. You're walking alongside people during some of the most important decisions they'll ever make.”



A former state-record runner, CrossFit Regionals competitor, endurance athlete, and participant on both *American Ninja Warrior* and *Stone Cold Steve Austin's Broken Skull Challenge*, she thrives on challenge and growth. She and her husband are even **World Champion Wild Hog Catchers**, a title that says plenty about their determination and grit.

That competitive mindset shows up in her work with clients. "There's no better feeling than helping everyone in a transaction walk away feeling like they won," she says. "That's what success looks like to me." Her personal motto? "It never gets easier—you only get better."

Success Defined by Purpose
Interestingly, Janice doesn't define success the way most people might expect. For her, success isn't measured only in volume or awards. It's measured in milestones, growth, and

movement toward the life she and her family are building together.

Her original goal entering real estate was simple: earn enough additional income to help build their future home on their farm property. Today, her production has already exceeded expectations. Still, her vision remains clear.

"I don't think I'll feel like I've truly succeeded until I'm sitting on my wrap-around porch watching my horses grazing in the field," she says.

It's a powerful reminder that behind every real estate professional is a story—and a reason—that drives them forward.

Serving Clients Through Every Season of Life

Although Janice entered the business with a practical goal,

what keeps her energized is something deeper: the opportunity to help people navigate major life transitions.

"Real estate isn't just a transaction," she explains. "You're walking alongside people during some of the most important decisions they'll ever make."

Her ability to listen, connect, and respond quickly has already made her a trusted resource across the Coast—and her business continues to grow primarily through referrals and relationships.

Looking ahead, Janice plans to build systems that allow her to scale intentionally while continuing to serve clients at a high level. With her trajectory so far, there's little doubt she'll keep climbing.

For now, she's doing exactly what Rising Stars do best—building momentum, building trust, and building something meaningful.

One relationship at a time. ▼

JANICE FERGUSON
EPIQUE REALTY
228.224.1515
JMFERGUSONPROPERTIES@GMAIL.COM
JANICEFERGUSON.EPIQUEREALTY.COM

[JF1]My first year I only did around 3 million. My second year was 5.6 million.
[JF2]Just adding this so as not to make my gym appear like I have hundreds of members presently. I have served hundreds over the years.



FAQ

Welcome to *Real Producers!* Some of you may be wondering what this publication is all about, which is why we have created this FAQ page. Here, we will answer the most commonly asked questions from around the country regarding our program. My door is always open to discuss anything regarding this community — this publication is 100% designed to be your voice!

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 300 agents in the Gulf Coast Area. We pulled the MLS numbers (by volume) from Jan. 1, 2022, through Dec. 31, 2022, in the MS Gulf Coast market. We cut the list off at number 300, and the distribution was born. For this year's list, the minimum production level for our group is \$5 million in 2022. The list will reset at the end of 2023 for next year and will continue to update annually.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: The process is simple. Every feature you see has first been nominated. You can nominate REALTORS®, agents, affiliates, brokers, owners, or even yourself. Office leaders can also nominate real estate agents. We will consider anyone you bring to our attention because we don't know everyone's story, and we need your help to learn more.

A nomination currently looks like this: Email us at robert.orso@realproducersmag.com with the subject line "Nomination: (Name of Nominee)" and explain why you are nominating the individual. Maybe the person has an amazing story that we need to tell, or perhaps someone overcame extreme obstacles, is an exceptional leader, has the best customer service, or gives back to the community in a big way. The next step is an interview with us to ensure a good fit, and then we put the wheels in motion for our writer to conduct an interview and for our photographer to schedule a photo shoot.

Q: WHAT IS THE COST TO FEATURE A REALTOR®, AGENT, OR TEAM?

A: Zero, zilch, zippo, nada, nil. **The feature costs nothing**, my friends, so nominate away! We are not a pay-to-play model. We share real stories of Real Producers.

Q: WHO ARE THE PREFERRED PARTNERS?

A: Anyone listed as a preferred partner in the front of the magazine is a part of this community and will have an ad in every issue of the magazine, attend our quarterly events, and be a part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have recommended every preferred partner you see in this publication. We won't even meet with a business that you have not vetted and stamped for approval, in a sense. Our goal is to create a powerhouse network for the REALTORS® and agents in the area and for the best affiliates so we can grow stronger together.

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

A: If you have a recommendation for a local business that works with top real estate agents, please let us know. Send an email to robert.orso@realproducersmag.com.



BILOXI OCEAN SPRINGS ASSOCIATION OF REALTORS®

JOIN • CONNECT • GROW WITH BOSAR



June 2026

JUNE

16

MEMBERSHIP MEETING

CONNECT. COLLABORATE. STAY INFORMED.

LOCATION TO BE DECIDED.

COME READY FOR POSITIVE DISCUSSION ON BOSAR'S GROWTH AND NEW UPDATES.

★ BOD DIRECTORY ★

PRESIDENT	HEATHER CARVER	heathercarverrealtor@gmail.com
VICE PRESIDENT ELECT	SUZANNE MARTIN	suzannemartin@live.com
VICE PRESIDENT	ROBIN NOEL	moelmt@gmail.com
SECRETARY	CHRISTINA ADAMS	cadams@cbsmithhomes.com
TREASURER	KIMBERLY WILSON	kimberlywilsonrealtor@gmail.com
ONE YEAR DIRECTOR	ASHLEIGH WINE	ashleigh.kralreality@gmail.com
TWO YEAR DIRECTOR	ALEXIS DAUPHIN	Realtor@alexisdaphin.com
THREE YEAR DIRECTOR	ASHTON WADE	ashtonwag@gmail.com
PAST PRESIDENT	KACIE DENNY	kaciedenny@gmail.com

ASSOCIATION SPHERE MANAGEMENT SYSTEM SETUP IS UNDERWAY — WATCH FOR WEBSITE UPDATES!

Glow Golf

EVENT — SOON TO BE ANNOUNCED!

INTERESTED IN BEING A SPONSOR?

TEXT "SPONSOR" TO

(228) 875-0779



TO BECOME A MEMBER,

TEXT "MEMBER" TO

(228) 875-0779

f FOLLOW BILOXI-OCEAN SPRINGS ASSOCIATION OF REALTORS™

YOUR TRUSTED SOURCE

for

TERMITE & PEST CONTROL

Over 30 Years of Experience



Residential • Commercial
Licensed • Bonded • Insured

SERVICES

-  **WOOD INFESTING BEETLES**
Detection, treatment & prevention of wood boring beetles that damage your property.
-  **TERMITE INSPECTIONS & TREATMENTS**
Complete termite inspections, treatments and protection for your home or business.
-  **WOOD DESTROYING INSECT REPORTS**
Fast WDI reports for real estate transactions, lenders & insurance.
-  **RESIDENTIAL & COMMERCIAL PEST CONTROL**
Effective pest control solutions for homes, businesses and commercial properties.

OTHER PESTS WE CONTROL

- Ants
- Roaches
- Spiders
- Wasps
- Bed Bugs
- Mice
- Moles
- Bees & Hornets

SERVING THE GULF COAST FOR 30+ YEARS

CALL TODAY!

228-762-8010

A-1 Termite & Pest Control
PO Box 357 • Pascagoula, MS 39568
Licensed • Bonded • Insured
Locally Owned & Operated
a1termite@aol.com
facebook.com/a1termite

PROTECTING YOUR HOME. | PROTECTING YOUR INVESTMENT.

NEXT STEP

PROPERTY MANAGEMENT



CASSIE WEBB
BROKER/OWNER

MORE REFERRALS. MORE RELATIONSHIPS. MORE CLOSINGS.

You work hard to earn your clients' trust. We help you keep it.

When your buyers or sellers need property management, send them to us—we'll take amazing care of them while you focus on closing deals.

Think of us as your behind-the-scenes partner:
Protecting your reputation
Supporting your clients
Strengthening your pipeline

Let's grow together.

CONTACT US

O: (228) 203-3412
C: (228) 860-4941

cassie@realestatewithcassie.com

NEXTSTEPPROPERTYMANAGEMENT.COM

CONNECT WITH CASSIE HERE



Trusted by Homebuyers. Valued by Realtors®

From contract to close, Citizens National Bank delivers local decisions, responsive service, and reliable funding. That's the *Power of Local.*

Partner With Tyler Ladd Today!

o: 601.261.6852
c: 601.408.4393
YourCNB.com/Tyler
NMLS#1113180

All loans are subject to credit approval.






Member FDIC LENDER

eAgent®

*"Connection to other local
Brokers within our tribe is a
big part of what makes
eAgent different for me."*

- Pat Heidingsfelder
Franchisee,
eAgent Solutions



**The only brand who has a
path for you to open your
own brokerage.** 

Find out how to get the \$12,500 franchise fee waived.
JoinAgent.com

