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MAY 2026

REAL PRODUCERS[®]

Christina Wells

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PHOTOGRAPHY

Partner Spotlight
JOHN HOOKER
JHookPhotos

Rising Star
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Contents

PROFILES



14 John Hooker



18 Shun England

IN THIS ISSUE

- 8** Meet the Team
- 10** Publisher's Note: Jeff White
- 12** By The Numbers
- 14** Partner Spotlight: John Hooker, JHookPhotos
- 18** Rising Star: Shun England
- 22** Top Producer: Christina Wells
- 28** Central Mississippi Realtors®: CMR CARES Foundation
- 30** The Velveteen Venue
- 32** Toast to the Top Photo ReCap!



22
COVER STORY
Christina Wells

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Be in the ROOM

There's something powerful that happens when the right people are in the same room. You can't always measure it. You can't always predict it. But if you've been to a Real Producers event, you've felt it.

Conversations that turn into opportunities. Introductions that lead to partnerships. Moments that shift the trajectory of a business... or even a life.

And it all starts with a simple decision: *to be in the room.*

For our agents, being in the room means more than just showing up to another event. It's about surrounding yourself with the very best in our market... the ones who are doing it at the highest level, navigating the same challenges, and finding ways to win anyway.

It's where conversations go deeper than surface-level. Where ideas are exchanged freely. Where you realize you're not alone in the pressure, the pace, or the pursuit of excellence. It's where collaboration begins to replace competition.

Because the truth is, the agents who grow the fastest aren't the ones trying to figure it all out on their own... they're the ones who are connected. They're learning from others, sharing what's working, and building relationships that extend far beyond a single transaction.

And that doesn't happen from behind a screen. It happens in the room. For our Preferred Partners, the value is just as real... but it looks a little different.

This isn't about handing out business cards or trying to meet everyone in the room. In fact, it's the opposite.

It's about slowing down and being intentional.

It's about having a few meaningful conversations instead of a hundred quick ones. It's about understanding what matters to the agents you serve... how they think, what they need, and where you can genuinely add value.

Because the partners who win in this community aren't the ones who chase transactions... they're the ones who build trust.

And trust is built face-to-face.

It's built in conversations that aren't rushed. It's built in consistency... showing up again and again. It's built when agents begin to see you not just as a vendor, but as someone in their corner.

That kind of relationship doesn't start online. It starts in the room. But maybe the greatest value of all... is what happens to our culture.

When the top agents and the best partners in our market consistently show up, something shifts.

Walls come down. Conversations open up. People begin to know each other... not just by name or production, but by story. And when that happens, everything changes.

Referrals increase. Partnerships strengthen. The overall experience for clients gets better. And our industry becomes something more than a collection of individuals chasing deals... it becomes a community.

A community built on trust. On relationships. On a shared belief that we are better together. That's what we're building through Real Producers. Not just a magazine. Not just events. But a room where the right people come together... and leave better because they did.

So if there's one encouragement I'd leave you with, it's this: Don't sit this one out. Don't assume you'll catch the next one. Don't underestimate what can happen from a single conversation. Be in the room. Because you never know which connection, which conversation, or which moment might change everything.



Jeff White
Owner/Publisher

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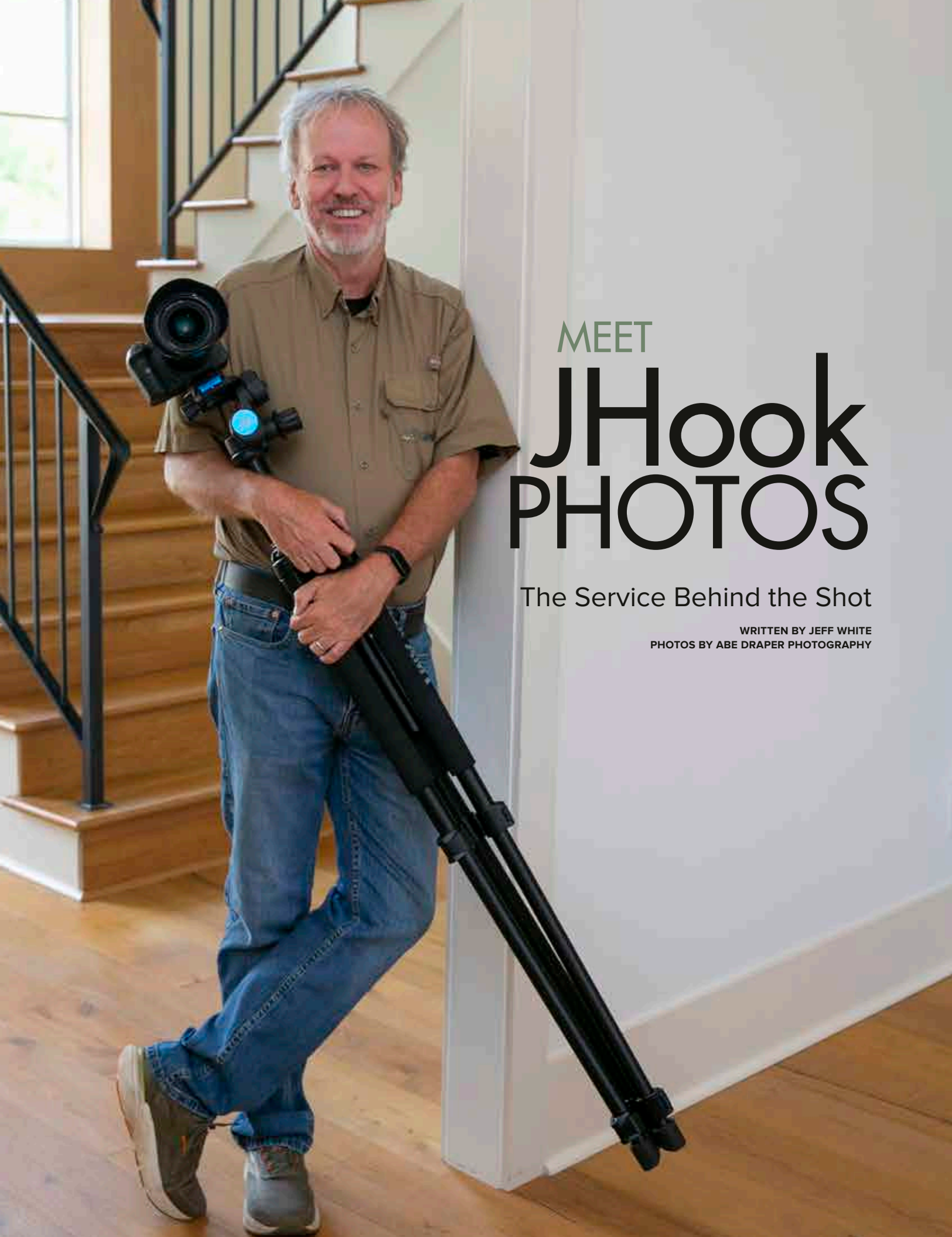


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MEET
**JHook
PHOTOS**

The Service Behind the Shot

WRITTEN BY JEFF WHITE
PHOTOS BY ABE DRAPER PHOTOGRAPHY



The Service Behind the Shot

There are plenty of photographers in the real estate space. Great cameras, sharp edits, quick turnaround times. But every now and then, you come across someone who understands that the real difference is not in the lens, it's in the mindset behind it.

For **John Hooker**, owner of **JHookPhotos**, the camera is simply the tool. The real work is service.

And that perspective was shaped long before he ever picked up photography as a full-time business.



John spent 16 years in real estate. Not on the sidelines. In the trenches. Listing homes, working with clients, navigating deals, and understanding exactly what agents need when the pressure is on. During that time, he often found himself behind the camera, shooting properties for his company, not because he had to, but because he enjoyed it.

What started as something practical slowly became something more.



"I moved into commercial appraising, and I had several Realtors from my previous company call me to continue shooting their listings," John recalls. "It just kept growing."

At first, it was a side gig. Something to do on the side while maintaining a corporate career. But like many great businesses, the demand told the story before he did.

Eventually, he reached a crossroads.



"It got to the point where it was either continue in a corporate job or do something fun and make a living out of it. That wasn't a hard decision."

And just like that, JHookPhotos was no longer a side hustle. It was the main thing.

Today, what sets John apart isn't just his ability to capture a home well, it's his deep understanding of the people he serves. He

never really stopped being a Realtor. In fact, he still holds his license and maintains Supra access, something that gives him a unique edge in both access and awareness.

He knows the pace. He knows the expectations. And he knows that in this business, timing and trust are everything.

"I look at it like we're in the same business," John says. "We don't necessarily have a product. We're selling ourselves as a service."

That mindset shows up in how he operates every single day.

While many photographers focus on getting the shot and moving on, John is paying attention to the details others might miss. Not because someone asked him to, but because he knows what makes a listing shine.

He keeps a blower in the back of his car to clear porches and walkways before a shoot. He's been known to make beds, straighten up rooms, and take the extra few minutes that can make a significant difference in how a home is presented.

It's not glamorous work. It's not what shows up in the final photo.

But it's exactly what agents notice.

And more importantly, it's what helps them succeed.

John also prioritizes speed and reliability, delivering most of his work the very next day. In a market where timing can impact everything from showings to offers, that kind of consistency is invaluable.

But beyond the logistics, what he truly enjoys is the connection.

"I love interacting with people," he says. "That's always been my favorite part of the business."

It's that shared understanding, that mutual respect between professionals,

“

I love interacting with people. That's always been my favorite part of the business.”



that makes his relationships with agents more than transactional. They're collaborative.

And like the agents he serves, John understands that success in this business doesn't fit neatly into a 9-to-5 schedule.

“Flexibility is everything,” he says. “This business doesn't stop, so you can't either.”

While his professional life is built around serving others, John's personal life has recently entered a new and meaningful chapter.

At 58 years old, he just got married for the first time.

“Who says 58 is too late?” he says with a smile. “It's so great to have found the one after all these years.”

It's a moment he doesn't take lightly, and one he describes as life-changing.

“I could fill the entire magazine talking about how great that is.”

Along with his new marriage comes a new extended family, something John deeply values. And while he doesn't have children of his own, his life is far from empty in that department.

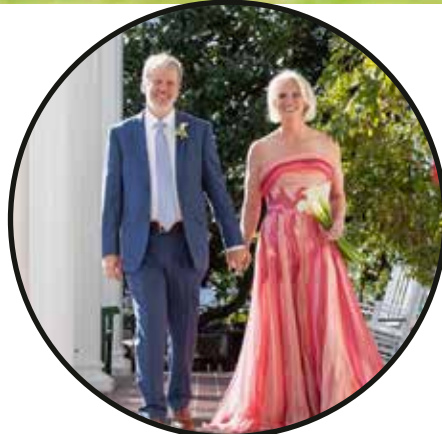
He's quick to tell you about Daisy, his dog, who he proudly claims is the greatest in the world.

And he has a story to back it up.

Last October, John experienced a house fire. In the middle of the night, it was Daisy who woke him up, ultimately saving his life.

“If she didn't wake me up, I most likely wouldn't be here telling you this story,” he says.

So yes, in John's eyes, every other dog is competing for second place.



Outside of work, John enjoys golf, something that has been a part of his life for years. Before real estate, he actually worked as a golf pro, a detail that adds yet another layer to his story. He also enjoys watching college football and spending time with family.

But through every season of life, one principle has remained constant.

“God, family, work. Just make sure it stays in that order.” It's simple. Clear. And for John, non-negotiable.

It's also the same message he would share with any agent reading this.

In an industry that constantly pulls at your time, your attention, and your priorities, that kind of clarity matters.

Because at the end of the day, success isn't just about the deals you close or the listings you win. It's about how you show up, who you serve, and what you prioritize along the way.

And for John Hooker, whether he's behind the camera, helping prepare a home, or simply showing up for the people around him, that order guides everything he does.

In a business built on relationships, that might just be the most valuable service of all. ❏



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Shun England

WRITTEN BY SUSAN MARQUEZ
PHOTOS BY ABE DRAPER PHOTOGRAPHY

Because Shun England loved kids, she thought she wanted to be a pediatrician when she grew up. “My grandmother kept children, and I always loved being around them. Plus, I was pretty smart in school. I was in the Open Doors program.”

Shun grew up in Jackson. “My mom passed away when I was four years old, and I was raised by my father and my grandmother.” Shun had older sisters, one of whom is a nurse. “My father pushed us to be in a medical career,” she laughs. “He is a great dad and always made us believe in ourselves.” So after graduating from Wingfield, she went to Hinds Community College for a year, where she worked on an associate’s degree in science before transferring to Holmes to study to be an emergency medical technician. “When I was doing my EMT internship, we went to a home where the patient had cats. I can do just about anything, but I am deathly afraid of cats. I couldn’t go inside.”

Deciding the medical field was not for her, Shun turned to something she had been good at since an early age. “I always did hair. I did my own hair when I was in the sixth grade, and then I began doing other people’s hair. I ended up going to Magnolia Hair School to get licensed.”

Shun did hair until she began her career in real estate. “One of my clients, Sam Ward, worked for Maselle & Associates Century 21, and she kept telling me I had the personality for real estate.” She decided to give it a go, virtually attending the Mississippi Realtors® Institute, as it was the height of the COVID epidemic. “I passed the test on my first try, and I was so excited, although it was a weird time in my life. Both of my grandmothers died during that time, and I met Dwanna Stanley, my broker. Her mom had died in the past year, so she understood my grief.”

It turns out that Shun’s grandmother had been in real estate, too. “She owned several properties, including 27 acres of land in Prentiss. She was a very savvy woman, despite only having a sixth-grade education. I was





contract right now. "I'm so thankful for my two assistants!"

Shun is particularly close to her sister Afrida. "We were born one year apart. People have always thought we were twins. And I'm super close to my oldest sister, Janet." But it's her mentor, Velicia Stanley, who Shun says is one of the main reasons she is where she is today. "She speaks life into people. I met her through The Agency Haus, and she reminds me so much of my sister, Afrida. She pushes me to do my best."

As a single mother with a teenage daughter, Shun's life is full. "My daughter, LonDyn (15), has amazed everyone. I'm so proud of her. I also have a wonderful niece, Makayla (20) who is about to graduate from college. Shun says she'd like to get into flipping houses in the future. "My boyfriend, Anthony, is a real estate investor. He owns 202 properties in Vicksburg. He is amazing at pushing me during the moments I've wanted to throw in the towel! But now, I'm at a good place in my life. I feel that through this career, I have reached a major milestone in my life." ❖



happy that she saw me get into real estate before she passed."

After she got her license in 2021, Shun's first transaction was her own home. "It was a new home, under construction, and my grandmother was able to see it. She gave me three pedestals to put by the front door, and they are still there." Her second transaction was with football standout Deuce McAllister. "It's been fun getting to know him."

With a heart for helping people, Shun says she has found her calling in real estate. From the Open Doors program at school to opening the door to home ownership for her clients,

Shun realizes that the work she does is important in people's lives. Her business plan is different from most – "I don't do much marketing," she explains. "When I'm not working, I'm a family girl. My grandmother was the youngest of 25 kids. Then she had 12 kids of her own. When she died, she had 62 grandchildren and 122 great-grandchildren." Needless to say, Shun has a lot of cousins, plus plenty of friends. "I am successful because of them. When someone in my family needs to buy or sell a home, they know to call me! I'm so blessed because they speak my name in rooms I'm not even in." With a heavy market recently, Shun says she has eleven homes under

“

I am *successful* because of them. When someone in my family needs to buy or sell a home, they know to call me! I'm so blessed because they speak my name in rooms I'm not even in.”



From making people look and feel beautiful to finding them a beautiful new home, Christina Wells has had an interesting career path.

She grew up in South Jackson and moved to Brandon in the sixth grade, graduating from Brandon High School. “I attended Meadow Grove Baptist Church, and I met my husband, Brad, in the youth group there.”

After high school, Christina moved into the dorms at Holmes Community College, where she studied cosmetology. “I got married at 19, and I did a few folks’ hair on the side.” She also babysat for Debbie Carter, who had just started her own career in real estate.

“Debbie encouraged me to give it a try, so I started classes.” But life disrupted her plan when she had her first daughter. “I ended up with three girls altogether,” says Christina. “When my youngest was in preschool, I went back to finish my classes, and I got my real estate license in 2015. My youngest became my little assistant – she often went on showings with me.”

Alison Palmer sold real estate at Hopper Properties. “Her daughter and my oldest daughter were friends,” says Christina. “Alison found out I was taking classes, and she took me under her wing. I started at Hopper Properties after I got my license.” Christina started in March, and by the end of her first year she had made the Top Five in sales at Hopper. “I started with my sphere of influence, letting everyone I knew that I was working in real estate. I was still teaching at The Club in Crossgates, and I wrote an offer in my first week. I didn’t even have my own key fob yet to show houses – I had to borrow Alison’s! Honestly, that’s all God.”

While at Hopper, Christina teamed up with Rebecca Whittington making the Whitt-Wells Team for several years. “In 2019 I moved to Havard Real Estate Group in Pearl, where I am now. As a solo agent, Christina has been either a Top One or Top Two agent in the company. “I think my secret to success is keeping things real. I never know what



the numbers are, and I don’t obsess about them. One year, I tried to set a goal of 52 closings one year, and I closed on 50 houses. I was so upset. I don’t set number goals anymore, I just focus on staying consistent and doing a good job. I network all the time, at church, with

my family, and with my kids’ friends. I don’t pay for advertising – I’m fortunate that I get referrals from clients.”

A home is the biggest investment anyone usually makes in their life, which is something Christina takes seriously.

“I want to make sure my clients have a good experience. To that end, I am honest with them because they need to know what they are dealing with. But I also try to lighten the mood when I can by joking around. So many of my clients become good friends.”



WRITTEN BY
SUSAN MARQUEZ
PHOTOS BY
ABE DRAPER
PHOTOGRAPHY

Christina Wells

“

I started with my sphere of influence,

letting everyone I knew that I was working in real estate. I was still teaching at The Club in Crossgates, and I wrote an offer in my first week. I didn't even have my own key fob yet to show houses – I had to borrow Alison's! Honestly, that's all God.”



Having her family's support has been important. "They all support me, from staging to putting out signs. It's a team effort to make it work."

For Christine, selling a house is like keeping her eye on the finish line. It's something she understands well, as her husband and daughters are very involved in drag racing. "We have an R.V., and we love to travel to races together. One reason I love real estate so much is the flexibility it has afforded me. I am blessed to have agents who will show houses to my clients when I'm traveling with my family."



CONTINUED ►



“

I want to make sure my clients have a good experience.

To that end, I am honest with them because they need to know what they are dealing with. But I also try to lighten the mood when I can by joking around. So many of my clients become good friends.”

Drag racing has provided the opportunity for the family to travel to several different states. “I now have clients from the racing world,” Christina says. “It’s a great thing all around. All the time we have spent traveling has really brought my family close, and because of that, I have three teenage daughters who choose to spend time with their parents.

The family got into racing through Brad, who started when he was just 14. “Our daughters were racing in junior dragsters when they were just eight years old. The girls all love it, and they are good at it. As a mom, it’s a little bit nerve-racking for me, but I have learned to love it.”

Now the girls are nearly grown. Rylee (21) is finishing nursing school in May, Reagan (19) is starting her life out in the workforce, and Rori (15) plays basketball and track at Park Place Christian Academy in Pearl, where we just moved after selling our home in Pisgah and renovating Brad’s grandparents’ old home on the family land. Christina says she still does hair on the side for special events like weddings, proms, homecoming, and such.

Christina and Brad still attend Meadow Grove Church. “Our parents all go to that church, and our children grew up there. It’s a special place for us, because it really is where all of this started, in the youth group where I met Brad.”

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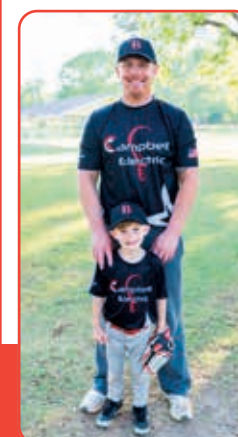
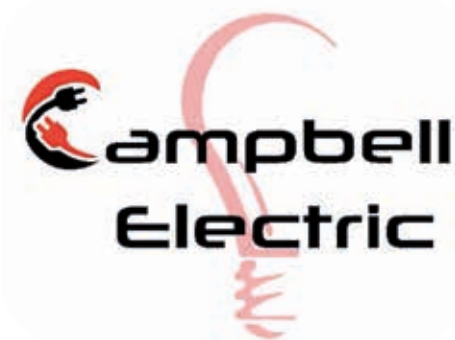


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THE VELVETEEN VENUE



The Room Where It Happens in Central Mississippi

WRITTEN BY JEFF WHITE

The doors open. A glass clinks. Conversations rise.

Across the room, a handshake turns into a partnership.

A quick introduction becomes something more.

This is the room where it happens.

On March 19th, as *Central Mississippi Real Producers* gathered for Toast to the Top, that phrase came to life inside The Velveteen Venue. This was a space designed for connection, built for moments that matter.

The Velveteen was created with intention. As owner Kristi Mosley shared, the vision was to fill what she calls a “texture gap” in the Mississippi event scene. “We saw plenty of rustic

30 • May 2026

barns and traditional ballrooms,” she said, “but we craved something that felt intentionally curated.” The result is a space that blends industrial structure with soft, refined finishes, creating an environment that feels both elevated and welcoming.

As guests moved throughout the space, the design naturally encouraged interaction. The openness of the ceilings, the natural light pouring through expansive windows, and the seamless transition between indoor and outdoor spaces created an environment where people did not feel confined. Instead, they felt invited.

And in that kind of environment, something powerful happens.

A first-time attendee found themselves in conversation with a seasoned

top producer, a simple introduction turning into shared ideas and future collaboration. Across the room, a preferred partner reconnected with an agent they had not seen in months, picking up right where they left off. Near the windows overlooking the Reservoir, a small group gathered, not talking about transactions, but about life, family, and what truly drives them in this business.

These are the moments that cannot be manufactured. They can only be created when the right people are in the right room.

And then there is the setting.

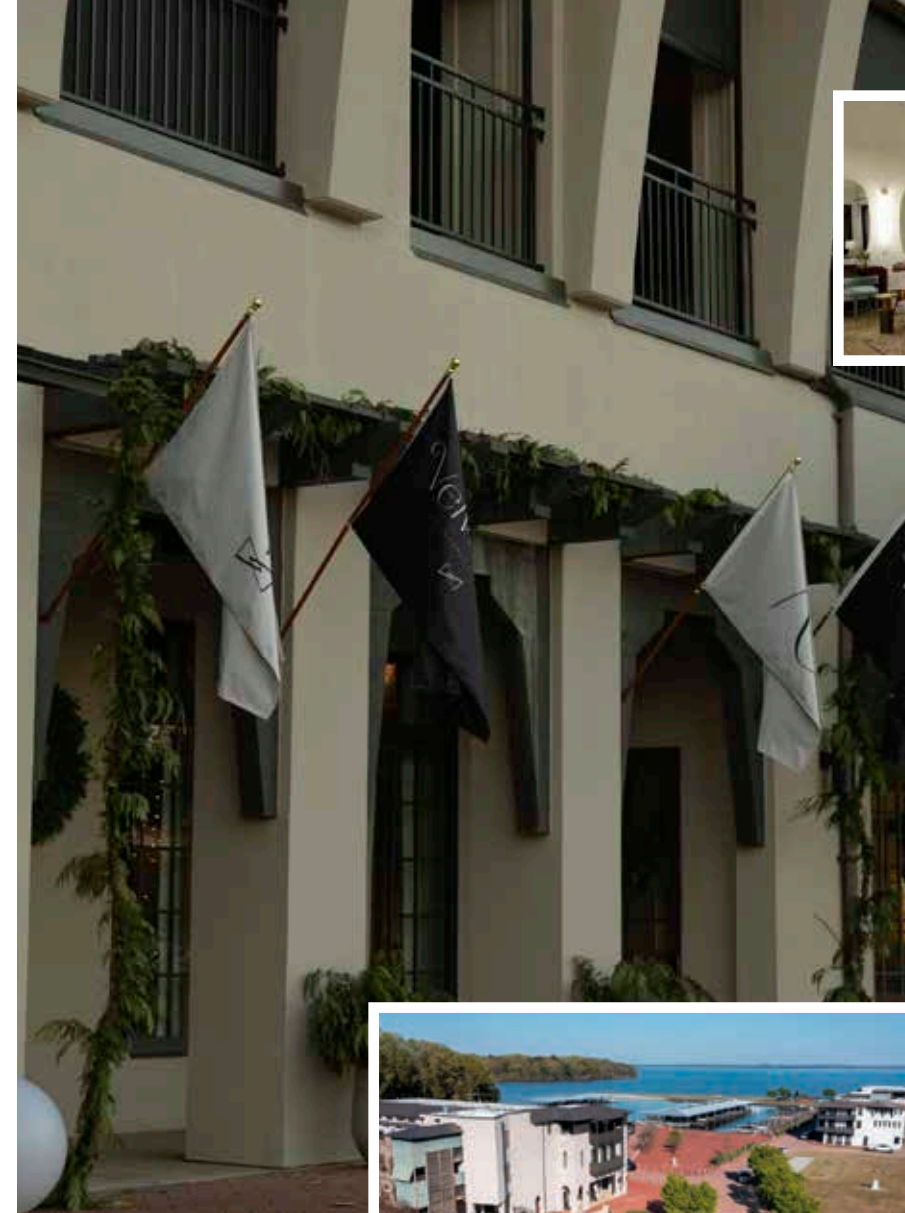
Located in the Town of Lost Rabbit and overlooking the Ross Barnett Reservoir, The Velveteen offers something rare in Central Mississippi. It creates a sense of escape without distance. A true destination experience, without ever leaving home. As Kristi described it, “the water brings a specific tranquility,” and as the sun sets, “the light hits our windows in a way that creates a natural golden hour indoors.” That golden glow was on full display throughout the evening, turning an already beautiful setting into something unforgettable.

The name “Velveteen” is rooted in meaning. Inspired by the classic story of becoming real through love, Kristi shared that it reflects a desire to create something “authentic and lived-in” in a world of cookie-cutter venues. “It represents a luxury that isn’t cold or distant,” she said, “but warm, approachable, and deeply personal.”

That distinction matters, especially for an event like Toast to the Top.

At its core, this event is about building relationships that last. It is about creating an environment where top agents and trusted partners can come together in a way that is meaningful and real. The Velveteen made that possible.

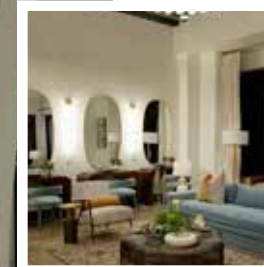
Throughout the evening, the energy was undeniable. Guests stepped onto the red carpet and paused at the Real Producers backdrop, capturing moments that



reflected both celebration and connection. Branded champagne glasses in hand, conversations carried from one space to another, flowing as naturally as the layout itself.

This is what happens when you put the right people in the right room. Not just transactions, but trust. Not just business, but community.

Behind it all is the vision of Brett and Kristi Mosley, whose combined backgrounds in development, marketing, and sales are evident in every detail. “We didn’t just ‘buy’ a venue, we engineered one,” Kristi shared. Every square foot was designed with intention, ensuring the space is not only visually striking, but also operationally sound and experience-driven.



recognizing that each gathering represents a milestone moment. From the way sound carries across the room to the natural transitions between gathering spaces,

every detail is designed to keep people engaged and connected.

That is exactly what took place on March 19th.

Toast to the Top is always about celebrating the very best in our real estate community. This year, the setting elevated that celebration even further. The Velveteen did not just hold the event. It shaped it. It created a space where people could be fully present, where conversations could go deeper, and where relationships could grow stronger.

For the real estate professionals in the room, this venue represents something even greater. It is part of the story we are telling every day. A reflection of the lifestyle, the growth, and the quality of life that makes this community so special. As Kristi shared, The Velveteen is “a cornerstone of the lifestyle we are selling in Madison County.”

Because in the end, the right room changes everything.

In real estate, there are deals happening every day.

But then there are moments that define careers, strengthen partnerships, and elevate an entire community. As Kristi put it, The Velveteen is more than a venue. “We aren’t just a venue. We are your partners in showcasing the very best of Mississippi living.”

Those moments are not accidental. They happen when people choose to show up, to engage, and to be part of something bigger than themselves.

They happen in the room where it happens.

And on this night, there was no better room than The Velveteen Venue.

Central Mississippi Real Producers • 31

Toast To The Top PHOTO RECAP!

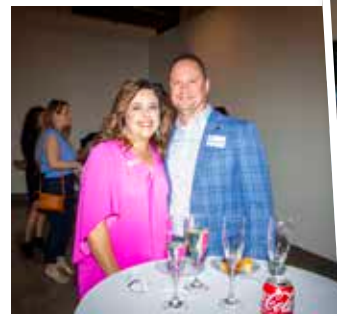
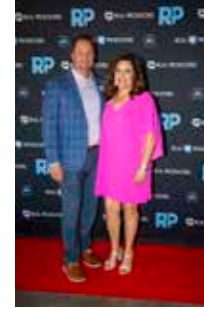


What a great night celebrating our Top 300!

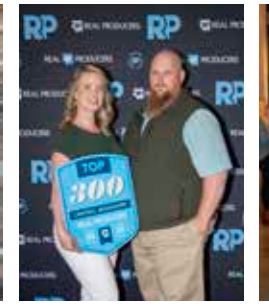
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