



COLDWELL BANKER
COMMERCIAL
EBERHARDT & BARRY

STEPHANIE FOLSOM, CCIM

"I love meeting new people, learning about their industry and how I can help them by meeting their needs through real estate. I enjoy using my knowledge of real estate to help people better their trade, while offering first-class service and making the transaction process easy and enjoyable."



STEPHANIE FOLSOM, CCIM AGENT / PARTNER

Coldwell Banker Commercial
Eberhardt & Barry, Inc.

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Sales, Leasing and Property Management since 1999

Stephanie has worked for Coldwell Banker Commercial Eberhardt & Barry for over two decades, and has been a partner in the firm since 2004.

With extensive product knowledge, her experience includes:

- Representation of buyers and sellers on income-producing transactions
- Property management for retail, office and warehouse, resulting in tenant retention and increased property values
- National bank representation in the sale of bank-owned properties
- Macon-Bibb County broker for auction of surplus properties (2022)
- Landlord Representation: Provides local and national marketing, as well as extensive knowledge negotiating net, gross and full-service leases
- Tenant Representation: Aids in site selection, incorporating floor plan needs, property tours, and lease negotiations that result in cost savings while meeting financial budget constraints

Certified Commercial Investment Member (CCIM) since 2003

This designation is the gold standard for education offered for commercial real estate agents.

Other accolades include:

- Member Elite Top 2% Producer Nationwide - Coldwell Banker Commercial (2025, 2024, 2011 & 2006)
- Lifetime Member of the Million Dollar Club of the Macon Board of Realtors
- Circle of Distinction for Coldwell Banker Commercial
- #1 Commercial Real Estate Producer for State of Georgia - Coldwell Banker Commercial (2009)
- President of the Macon Rotary Club (2023)
- Commercial Council member (president in 2004)
- Johnston-Felton-Hay House board chair (2005-2006)

Passion for real estate since age 12

After her grandmother told her what a commercial real estate agent did, Stephanie decided it fit her personality perfectly.

She's never doubted her path:

Stephanie earned a Bachelor of Science in Business Administration and a Bachelor of Arts in Corporate Communications from the College of Charleston in 1999 and became a licensed realtor the same year. She moved home to Macon as soon as she was licensed to begin working. She and her husband, Miki Folsom, enjoy golfing, traveling and spending time with family and friends.

STEPHANIE FOLSOM, CCIM

PURCHASE & SALE TESTIMONIALS

"Stephanie was very helpful and attentive throughout the entire listing/sale phase of the transaction. She communicated clearly and frequently. She handled all the loose ends and my involvement was minimal. She came up with a fair listing price, which was a little more than I expected to get, and the property sold at full list price. She was completely professional from start to finish."

Cliff Clayton, President of Clayton & Company PC

"Stephanie listed our commercial property for sale. We found her to be aggressive in her efforts on our behalf. Stephanie had a video made using a drone to show our property. The very professional video was posted online and forwarded by email to prospective clients. She made cold calls to parties she thought might have an interest. Stephanie kept us informed of her activities and always accepted or returned our calls in a timely manner. Stephanie consulted with us on pricing, provided supporting documentation about the suggested price, and made recommendations for small repairs that could increase our property's value. Should I need a commercial realtor in the future, she will be my choice."

Al Baggarly, property owner

"While I've known Stephanie for a long time, we hadn't had much opportunity to work together. I gave Stephanie a tough assignment on a property we had had trouble moving. Her tenacity and marketing prowess was a sight to behold. True to her reputation, she was able to facilitate a successful transaction. I look forward to working with Stephanie again."

Dwight Jones, President/CEO of Ocmulgee Fields, Inc.

"It was a game changer having Stephanie's guidance in purchasing a building for my business. She is so much more than a commercial realtor. Thanks to her, we were able to work through all the hiccups that come up in purchasing and renovating. Her resourcefulness paid off in time and money. I can't recommend her enough."

Alli Kerr, Owner of The Pink Physique

"I engaged Stephanie to assist me in selling one of my commercial properties. Every step of the way, from helping me make the decision to sell through closing, Stephanie delivered. Stephanie brought a level of expertise, experience, and professionalism that exceeded my expectations throughout the entire process. Stephanie delivered operational excellence, and I do not hesitate in recommending her."

Danny Gibson, President and Chief Operating Officer of MetroPower, Inc.

"I worked with Stephanie to purchase my new office building. I found her to be knowledgeable, professional and pleasant to work with. She went well above and beyond her obligations as a commercial real estate agent to help with multiple aspects of the transaction in order to expedite the process so that we could close in the little time we had available to do so. I would most highly recommend her without any reservations."

Charles Wells Jr., MD

STEPHANIE FOLSOM, CCIM

"We founded our company in 2008 and had our eyes on moving to downtown Macon. We were a little anxious about purchasing a property and also about what would be involved with owning a building in downtown. From day one, Stephanie put all of our concerns to rest. Her level of experience and her resources quickly instilled confidence and excitement in the process. Every step of the way, Stephanie provided guidance and wisdom. She was available, attentive and truly excited for us throughout the process. I have referred Stephanie to multiple colleagues, and there is no one I would trust more to walk someone through the process of securing a property."

Matthew Michael, Co-Founder of M&R Marketing Group

PROPERTY MANAGEMENT TESTIMONIALS

"Stephanie took over property management of my multi-tenant commercial properties in 2022. Since that time, my properties continue to run smoothly, with all day-to-day needs being met quickly and efficiently by Stephanie and her team. She's easily reachable, has creative ideas for property management solutions and is well respected by all of my tenants and employees. As my list of commercial real estate investments continues to grow, I am confident in entrusting the leasing and management of those spaces to Stephanie."

Scott Thompson, CEO and General Counsel of Piedmont Construction Group

"Stephanie and I spent 15 years working together maintaining my office park investment. We have been through ups and downs following both the national and local economies. Through it all, Stephanie maintained a very positive attitude and continuously worked diligently to keep the appearance and occupancy at a high standard and rate. She has always been very responsive and has marketed, managed and leased the offices with heart as if she owned the property. Stephanie made me feel like she loved the building and did all she could to keep it professionally run and operated. This "owner equivalent" attitude is reassuring especially for an out of state owner like myself.

Dave Moscovic, Owner of Ashley Park Office Complex

"Stephanie was hired to manage and lease our shopping center from the day we purchased the property to the day she sold the property for us. Her ability to think like an owner to provide smart solutions to get deals done combined with her industry expertise has made her a top performer in regards to our entire portfolio. The service we received was always top notch and exceeded expectations. Stephanie has been a pleasure to work with over the years and we look forward for future opportunities to work together again."

Glenn Becker, President of Cantor Fund Management, LLC