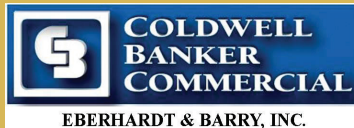


PHOTO BY JENNIFER HAYSLIP



## Stephanie Folsom



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Stephanie Folsom began her journey in commercial real estate in the summer of 1999 with Coldwell Banker Commercial Eberhardt & Barry, Inc. immediately following graduation from the College of Charleston. Her passion and desire to pursue this field came from her grandmother, "Nana," who shared that a close family friend had been extremely successful in commercial real estate. So, at the unusual age of 12 Stephanie chose her lifelong career path and decided that she, too, would be a commercial Realtor.

It has now been 15 years and Stephanie still loves the challenge and rewards that come with the business. Her area of concentration is office/retail leasing and sales, investment sales, and property management. Stephanie has a strong history of taking a property with a large vacancy rate, leasing it up, and selling it as an investment property for the client.

Continued education of a Certified Commercial Investment Member degree has assisted Stephanie with networking and successful production which has landed her many awards with Coldwell Banker Commercial including Number One Producer for the state of Georgia and Elite Top Two Percent Producer Nationally.

Stephanie continues to work hard to listen to her clients and looks at every relationship as an opportunity to help a client improve their return, find the perfect office, assist with growth or downsize needs, and to educate the client on the market conditions so that every decision is well thought out and productive.

### **Vincent M. Oddo, President & CEO Birch Communications, Inc.**

*I have personally worked with Stephanie Folsom for the past eight years. During this past year, Stephanie assisted us relocate our Operations Center within our desired North Macon area of preference. Her diligence, counsel and creativity in this very important matter were outstanding. As a result of her hard work we were able to find the right space in North Macon and Stephanie also met our timeline and budget requirements which resulted in a very successful relocation to our new space. I am convinced that our recent successful relocation in North Macon would not have been possible without Stephanie's involvement in our project. For that the entire Birch Family is grateful!!*

### **Stephen Collins, Chief Operating Officer CANTOR FUND MANAGEMENT, LLC**

*Stephanie has been a delightful pleasure to work with since we acquired Vineville Crossing Retail Center back in the summer of 2013, a true, hard-working professional who performs her daily responsibilities with only the highest sense of integrity. Her performance and overall service has been beyond stellar and far exceeded our expectations, as she was able to significantly increase occupancy and generate a higher rate of income in only a few short months with virtually no out-of-pocket improvement expense. Without a doubt, I would strongly recommend her to any ownership group looking to take their asset or portfolio to the next level, who ultimately demand the best of the best in high-quality service.*

### **Nathan Cumbie, CEO, NEXus Medical Holdings, LLC**

*Stephanie has assisted NEXus Medical Holdings with leasing, sales and acquisitions of business and medical offices. Her experience in the field of commercial real estate and her knowledge of financing methodologies contribute to her ability to consistently bring a creative approach and a can do attitude to the table. Stephanie is always the first person that we call when we are seeking a new location, whether local or elsewhere, due to her vast network of contacts.*