

Professional Profile



Steven J. Fahrnbach

Vice President/Principal Broker

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Steve has over 31 years of experience in commercial real estate, with a comprehensive and diverse background in market analysis, site selection, due diligence, acquisition, development, construction, leasing, property/asset management and sales of a wide array of commercial properties/projects. From large land development projects, suburban mixed-use business parks, central business district office towers, medical office buildings, retail centers and multi-family properties, to numerous industrial projects, Steve has successfully completed hundreds of transactions as a developer, landlord representative, tenant representative, buyer's agent, seller's agent and court appointed receiver. Steve has a strong history in the operational side of the industry, having been directly involved in the leasing and management of a portfolio of commercial real estate consisting of over four (4) million square feet. With his expertise, Steve truly has an understanding of commercial real estate literally from the ground up.

Here are a few notable projects from Steve's career to date:

Commercial Real Estate Development

Heritage Business Center - 90,000 SF Redevelopment Project
First Industrial Realty Trust - 1,500,000 SF Industrial Bulk Warehouse/Distribution
J.W. Harris Corporation - 225,000 SF Industrial Manufacturing Project
Provident Bank/PNC - 105,000 SF Office/Parking Garage Facility
Sherwin Williams - 19,000 SF Industrial Build-to-Suit Leaseback Project

Leasing Tenant/Landlord Representation

Cincinnati Bell - 225,000 SF Office / Call Center
GE Aviation - 200,000 SF Advanced Manufacturing Aviation Division
Kendle International - 150,000 SF Office/Medical Research & Development
Medpace - 130,000 SF Office/Medical Research & Development
Wood Heron & Evans - 36,000 SF Law Office
Limited Brands - 65,000 SF Multi-Brand Retail
ITT Educational Services - 33,000 SF Educational Training
Morton's Steakhouse - 10,000 SF Restaurant
Boi Na Braza - 10,000 SF Restaurant
Dresser-Rand Group - 20,000 SF Industrial
Ohio Valley Center for Periodontics - 3,000 SF Medical/Surgical Centers
Mircale Ear - Multiple Retail Store Locations
1(800) Packouts - 15,000 SF Industrial Locations
Fastenal Co. - 7,000 - 10,000 SF Industrial
Sun Chemical Corporation - 35,000 SF Industrial
Tri-Health - 35,000 SF Clinical / Medical Office

Buyer/Seller Representation

Mike's Carwash - Multiple Site Locations
The Hamlet Apartments - 300 + Unit Multi-Family Complex
Miami Towne Center - 18,000 SF Retail Center
Kenwood Park Place - 65,000 SF Class A Medical Office Building (Court Appointed Receiver)
Lispon Alport & Glass - Office Building & Land Redevelopment
J.W. Harris Corporation - 95 Acres of Industrial Land
AE Door & Window - Site Selection/Acquisition & New Showroom Development

Select the right broker for your project and expect:

A Thorough Needs Analysis:

Critical to the success of a CRE transaction is the upfront time, consideration, assessment and understanding of the broker, who is dedicated to working one-on-one with each client to establish effective short term and long term objectives

Market Knowledge:

With the dynamic changes in the CRE market, the broker must continuously monitor occupancy, availability, rates, innovations and incentives trending in all of the CRE product types

Strength in Negotiation:

Knowledge, experience and respect in the industry bring credibility and strength when negotiating terms and conditions aimed to achieve solid results for the client

An Ongoing Relationship:

Knowing that the relationship does not end upon deal execution, the value of a broker should continue as an ongoing resource and consultant for matters of real estate in future business planning