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## **2024 Ones to Watch - Rising Stars: Michael Fahy, R.W. Holmes Commercial Real Estate**

June 28, 2024 - Spotlights



Michael Fahy  
Associate

“In three short years Michael has become an invaluable asset to our brokerage team. In that time, Mike’s unwavering dedication to becoming an expert in his market far exceeded our expectations in a way few before him have. He possesses outstanding communication skills with the ability to effectively communicate complex concepts and his in-depth knowledge of market trends, property values, and negotiation strategies has been invaluable in allowing him to continually work on more sophisticated transactions. In the past 18 months, Mike has successfully transacted over \$20 million in sales volume alone. Lastly Mike consistently demonstrates integrity, honesty, and above all he is just one the nicest guys you could hope to work with.” - Dean Blackey, Managing Director at R.W. Holmes Commercial Real Estate.

In the last 12 months what accomplishment are you most proud of? I am most proud of being given the opportunity to represent an institutional landlord, Berkeley Partners, on the 200,000 s/f Tosca Drive Industrial Park in Stoughton. It has been a great chance to put my knowledge of the 128 South and Rte. 24 markets to use as the submarket expert for the landlord and establishing credibility with tenants and users. Witnessing a revamped park with new tenancy and updated spaces has been the best part.

Who are the key people in your life that have contributed to your success? My parents have been a major contributing factor in my success supporting my decision to enter a field with a steep learning curve. My father’s positive outlook and determination has always fueled me along with his quote “A negative thought never led to a positive outcome”. My mentors Dean Blackey and Liz Holmes have been instrumental in my success. The generosity of their time, patience, and confidence is the reason I am here today.