



## **2023 Women in CRE: Lisa Fischman, Greystone**

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Lisa Fischman  
Managing Director

Greystone

What recent project, transaction, or accomplishment are you most proud of? In 2023, secured the only healthcare construction loan approved by HUD in the past year to transform a historic homestead in Long Island's Bay Shore into a new assisted living and memory care community. The \$25.2 million HUD-insured long-term construction-to-permanent financing is for Netherbay at Bay Shore, a 72-room facility being built on the original Gulden's Mustard family homestead, Netherbay. (2023)

Who inspires you most? What qualities do they possess that inspire you? Genuine, capable, and caring colleagues and clients inspire me. Even amidst project pressures, my children and grandchildren bring me smiles, lightening the load.

Why should this nominee be recognized in our Women in Commercial Real Estate Spotlight? "Trailblazer Lisa Fischman, with \$569.8 million in total loan volume, excels in financing construction, acquisitions, and refinancing. Her toolkit includes Bridge, FHA/HUD, Fannie Mae, Freddie Mac, and CMBS lending. Her secret sauce? Unyielding determination and a 12-year record of success nationwide." - Ella Weiss, Communications Coordinator at Greystone.

What are the most important factors women in your industry should consider when choosing a firm to build their career with? Vital firm selection factors include effective communication. When done properly, this organically creates trust. The Greystone underwriters, analysts and project managers are brilliant and creative.

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