

LONG ISLAND

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Lisa Fasano

Precision,
Presence, and the
Power of Stillness



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PRECISION, PRESENCE, AND THE POWER OF STILLNESS

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In luxury real estate, where emotion and capital collide, the most influential advisors are rarely the loudest in the room. They are the ones who see further, wait longer, and act with intention. Lisa Fasano belongs firmly in that category, a strategist by training, a master of presence by discipline, and a power broker whose calm shapes outcomes.

With a Wall Street foundation in finance and computer science and a lifelong devotion to meditation and yoga, Lisa brings a rare duality to every transaction she leads: analytical precision paired with emotional command. It is not a practiced calm, but an embodied one, and in high-stakes negotiations, that distinction matters.

Born in the Bronx and raised in upstate New York, Lisa followed an academic path defined by rigor, earning a dual degree in finance and computer science before entering the demanding world of asset management on Wall Street. She thrived in an environment where speed, data, and disciplined decision-making defined success.

Then came September 11th. The event reshaped her internal compass, prompting a deliberate and deeply principled shift. Already a longtime practitioner of yoga and transcendental meditation, Lisa stepped away from finance not to retreat, but to recalibrate. She began teaching yoga at a time when the practice still centered on silence, discipline, and self-mastery.

"I taught yoga in the late '90s, at the forefront of the movement. I wanted to help kids find silence and God and be at peace because when there is peace, there is no war."

She taught children first, then expanded into studios, camps, and schools, eventually working with professional athletes, including the New York Islanders. Her expertise extended beyond flexibility or fitness; she trained focus, recovery, and mental resilience, the same qualities that define elite performance in any arena.

Over time, Lisa built and operated two successful yoga studios, teaching power vinyasa and sports yoga

to Olympians, CEOs, and high performers navigating intense seasons of life.

But as the yoga industry shifted toward commercialization, Lisa once again made a decisive choice.

"There was always a fire in me to go back to business. Yoga became more about fitness and less about stillness. You need to be still to hear the voice of God."

The decision to leave was not rooted in dissatisfaction, but discernment, a pattern that defines her career. Lisa does not exit environments when she fails. She exits when she outgrows them.

Real estate became the arena where both halves of Lisa's mastery could converge. Licensed eleven





supported by analytics, AI-driven platforms, global exposure strategies, and constant market research. Nothing is released without intention.

“I have a full marketing plan for every property,” Lisa explains. “In the luxury space, you need to understand who is looking, where they’re coming from, and how they engage. Every listing needs to be positioned strategically, not generically.”

Her reputation for exacting standards is well-earned. A misaligned curtain, a poorly framed photo, a narrative that fails to communicate flow, these are not aesthetic oversights to Lisa; they are market liabilities. In luxury real estate, perception drives value, and Lisa understands how detail, storytelling, and presentation directly influence buyer psychology and final outcomes.

She routinely invests significant capital into preparing properties for market—not for recognition, but for results.

What truly distinguishes Lisa is not just her intellect, but her ability to regulate environments under pressure. Her decades of meditation and work with elite performers have given her an intuitive understanding of timing, silence, and emotional dynamics. In negotiations, this becomes a strategic advantage. While others rush to fill space, Lisa waits. While others react, she observes. And often, the person who stays calm the longest controls the outcome.

“When it comes to negotiation, knowing when to wait, when to stay silent, and when to listen is everything. Both sides need to feel respected in the exchange.”

Clients describe a sense of steadiness throughout the process, a feeling that someone capable is holding



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years ago, she entered the industry with clarity: she believed the standard could be higher, analytically, ethically, and experientially. Pricing strategy became a natural extension of her Wall Street background, grounded in data, market behavior, luxury-specific patterns, and long-term positioning rather than emotion or guesswork.

Her approach to marketing reflects the same discipline. Each listing is treated as a bespoke asset,



reach the open market, the quiet currency of true luxury real estate.

Outside of real estate, Lisa maintains the practices that sharpen her edge: twice-daily transcendental meditation, rigorous physical training, swimming, running through the greenbelt, and time in nature. She studies quantum physics, explores emerging technologies, and serves as a host on American Dream TV.

She moves effortlessly between tradition and innovation, between legacy wealth and modern capital, fluent in both worlds. Lisa Fasano stands apart in luxury real estate not because she seeks attention, but because she commands trust. Her calm is not softness; it is controlled power. Her presence does not slow deals, it sharpens them. She is a strategist, an advisor, and a steady hand in moments that matter. Clients don’t just feel supported by Lisa, they feel strategically protected.

In an industry often driven by noise, Lisa Fasano proves that stillness, when mastered, is its own form of authority.

the frame, even when complexity arises. When challenges emerge, Lisa does not deflect or assign blame. She works the problem methodically until resolution is reached.

Lisa is not transaction-driven. She is relationship-driven, and that distinction is central to her influence.

Every year, she spends two full weeks cooking elaborate homemade gifts for her clients, a tradition rooted in gratitude rather than obligation. Her seasonal Fasano Team cookbooks are both personal and intentional, reflecting her belief that business, at its highest level, is built on care and continuity.

“I always tell my clients they have me for life. I’m deeply grateful for their trust.”

That trust compounds. It leads to repeat business, referrals, and access to opportunities that never

