



Gisella B. Haidar

Senior Vice President - Capital Markets
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Scope of Responsibilities

Gisella Haidar is a Senior Vice President with the NAI Global Capital Markets Group and responsible for all facets of disposition assignments, including transaction due diligence, data gathering of comparable properties and related market intelligence, marketing assets, preparing offering memoranda, underwriting single asset and portfolio sales, and more. She started her commercial career in 2012 with C-III Realty Services, which merged with NAI Global in 2015. Gisella is part of the Capital Markets team, which concentrates its practice on investment sales/dispositions nationwide.

Since becoming part of the Capital Markets team, Gisella has participated in over \$1.2 billion of commercial real estate and non-performing loan sales, of which she was directly responsible for nearly \$600 million. Her work includes analyzing markets for opportunity, creating and maintaining key relationships, networking and prospecting for new business. She has extensive experience in the disposition of all asset classes, including office, retail and industrial properties and routinely collaborates with other Capital Markets professionals within NAI to complete assignments that sometimes includes specialized, vertical niches, such as hotel properties. Gisella has concluded dispositions in dozens of primary and secondary markets throughout the U.S. and has developed an expertise in financial modeling and underwriting commercial properties.

The greatest contributions Gisella offers the Capital Markets Group are her skills with numbers, attention to detail and staying focused throughout an assignment and all the way to closing. She enjoys the dynamics of a deal, engaging investors and helping them achieve their objectives by getting results, and collaborating with her teammates.

Gisella Haidar earned a Bachelor of Science degree in Economics with a mathematics emphasis from Texas Christian University in Fort Worth, TX, and is actively involved with the International Council of Shopping Centers (ICSC) and the New York Chapter of Commercial Real Estate Women (CREW). In 2023, she earned Master's Degree in Real Estate Development from New York University and was also named one of Trepp's Future CRE Leaders to Watch.

Background & Experience

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Professional Affiliations & Designations

International Council of Shopping Centers (ICSC)

Commercial Real Estate Women, New York Chapter (CREW)

Educational Background

BS, Economics - Texas Christian University, Fort Worth, TX

MS, Real Estate Development - New York University, New York, NY