



2020 Ones to Watch: Daniel Hopkins, Lynx Mortgage Bank, LLC ~ Commercial Division

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Name: Daniel Hopkins

Company: Lynx Mortgage Bank, LLC ~ Commercial Division

Title: Senior Analyst / Origination

Education: Fairfield University

Which project, deal, or transaction was the “game-changer” in the advancement of your career?

Lynx Mortgage Bank, LLC’s Commercial Division recently just closed on a \$12.5 million ground-up hotel in New Rochelle, N.Y. Being that this transaction was executed during a global pandemic has been instrumental in our growth as a company as well as myself professionally. Through our strategic relationship with Jafri Capital, LLC’s Special Situations Groups, we were able to structure the transaction accordingly with a first-position conventional construction loan combined with subordinate financing from EB-5. Given how niche the hospitality asset is, executing this transaction at this time has allowed us to generate an influx of business in this market.

What led you to your current profession?

What led to my current role at Lynx Commercial was an ever-growing fascination for the commercial real estate industry, specifically in financing. Having graduated with a degree in accounting from Fairfield University, I went on to begin my career in that field. Knowing that this wasn’t the path for me, I went on to complete course work with the Massachusetts Institute of Technology and the financial modeling firm, A.CRE, to pursue my passions. I landed the spot at Lynx Commercial and have not looked back since!

What do you like most about your job?

One of the things I enjoy most about my role is the way that this industry challenges you. Being such an ever-changing, ever-growing industry, the wealth of knowledge you develop over time is something that captivates me. Every deal is different, and you learn something new on each one you review. Another thing that I truly enjoy is the people that you meet. Given how vast and relationship-based the CRE industry is, you are given an opportunity to meet and speak with people of all different backgrounds and expertise.

Who or what inspires you?

The people who inspire me the most are my parents. Growing up in a household with the mentality of “what you get, you’ve earned” has made me into the person I am today. This mentality was engraved in my mindset from day one and has pushed me to work hard day-in and day-out knowing that nothing in life will ever be given to me. My parents worked hard their entire professional careers and learning from that mentality has rubbed off into my career tenfold.

What social media platform do you use the most professionally?

LinkedIn is one of my favorite social media platforms to use professionally. This platform is a very effective way to grow your network with professionals from every facet of the workforce. LinkedIn is an incredible tool that has brought me to the next level.

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