



Zahra Jafri, Lynx Mortgage Bank LLC

December 22, 2020 - Spotlights

Name: Zahra Jafri

Title: President MLO # 17149

Company Name: Lynx Mortgage Bank LLC

What was your most notable project, deal, or transaction in 2020?

Our commercial division was successfully able to place a \$12.5 million conventional ground-up construction loan for a Holiday Inn Express in New Rochelle NY, during the peak of the pandemic. We saw this as an excellent opportunity to enter the hospitality space. Having survived multiple financial crises, including the crash of 2008, our clients were extremely satisfied that we were able to get this deal closed during the global pandemic. At Lynx, we believe in providing our clients with pristine customer care in both commercial and residential transactions. We look forward to the continued success of our commercial division moving forward.

What was the most challenging part of working during the pandemic?

During the pandemic, the uncertainty of what was going to happen next added a layer of concern to an already stressful environment. Our biggest challenge during the shutdown was keeping our business open and profitable while maintaining our staff's health and safety. Our ability to stay connected with our team was a major asset. Over the last few years, we have made great investments in essential technology to ensure our process is as smooth as possible. Having the means necessary to remotely operate aided our entire staff in maintaining an efficient workflow. This gave us the ability to ensure that our clients were continually satisfied at each step of the mortgage process. This is something I am very proud of as the president of Lynx Mortgage Bank.

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