



2021 Ones to Watch: Joseph Rainero, Lynx Mortgage Bank LLC, Commercial Division

April 20, 2021 - Spotlights

Name: Joseph Rainero

Title: Commercial Loan Officer

Company Name: Lynx Mortgage Bank LLC, Commercial Division

Real estate associations or organizations that you are currently a member of:

YREPNY; Emerging Leaders – Tampa Bay Chamber

How do you contribute to your community or your profession?

I would like to think I contribute to my profession by bridging the gap between the New York market and the Florida market. There has been a tremendous interest in Florida's market for a lot of good reasons and the pandemic has made Florida even more attractive. New Yorkers like to spend time and money in the sunshine state. Having experience in both Manhattan and Florida I believe my advantage is helping clients understand our local market here while understanding the market they are coming from. You have to be able to put yourself in your clients' shoes and understand where they are coming from in order to give them the proper service they deserve. As far as funds looking to place money in the Florida market, having that local knowledge helps navigate through the deals that make sense and the ones that don't.

What led you to your current profession?

What led me to my current role at Lynx Mortgage Bank LLC, Commercial Division was a continued focus on commercial real estate since graduating from the University of Tampa in 2017. Directly after graduating I moved to Manhattan to pursue my real estate career. I helped manage my family's portfolio in Greenwich Village, Manhattan. My grandfather started purchasing buildings in the village in the early 1960's after running several successful Italian restaurants such as Emilio's and O.Henry's , just to name a couple. He had a saying, and it went "Invest in bricks not stocks" and he did exactly that. Real estate has been deep rooted in my blood and I have always known that I would be working in the industry. After two years in the city, I decided to move back to Florida to pursue the ever-growing industrial sector. This was an eye-opening experience, and I began to build my book of business in the Sunshine State. Now I currently work as the Florida representative for Lynx Mortgage Bank LLC, Commercial Division, and I service the south east region as a Commercial Loan Officer.

Favorite quote:

“It is impossible for a man to learn what he thinks he already knows” – Epictetus. This quote is self-explanatory, however it is constantly overlooked often. As we get older we get stuck in our ways and do what we know. I strive to continue to be open minded and continue to learn in this rapidly changing world. Business is an environment and what makes you most successful is your ability to adapt.

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