



Neil Sorkin Director

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Professional Expertise

Neil Sorkin is a Senior Associate with Cushman & Wakefield/Commerce, a Cushman & Wakefield Alliance member, where he specializes in investment and multi-family properties.

Prior to joining Cushman & Wakefield/Commerce, Mr. Sorkin was a Senior Commercial Advisor with Prudential | IPG Commercial Real Estate, where he also specialized in multi-family properties. During his time at Prudential, Mr. Sorkin was responsible for the sale/acquisition of over 1,500 units which was in excess of \$30 million in assets. Those sales and acquisition were receiver based sales.

Originally from Milwaukee, Wisconsin and a graduate of Cal State Northridge, Mr. Sorkin began his real estate career as an escrow officer in 1985 working for a small Beverly Hills, California based escrow company, specializing in purchase and re-finance escrows, of multi-family properties.

Mr. Sorkin was then acquired by a Los Angeles based real estate developer that specialized in the development, construction, asset management and leasing of multi-family and commercial properties. The firm developed multi-family, office, medical office, industrial and retail projects throughout Southern California. As VP of Property Management, his responsibilities included the overseeing of the day-to-day management activities (including accounts payables & receivables) as well as spearheading all leasing, lease negotiations, marketing and construction management of the firm's tenant improvement division. The value of the firm's portfolio was in excess of \$300 million dollars and encompassed over 6 million square feet and 1,500 units.

After the down turn in the Real Estate Market in So. California in the early 90's, Mr. Sorkin moved his family to Las Vegas, Nevada where he worked for a smaller local real estate firm that was involved in the development, leasing and property management of multi-family and commercial properties. His duties once again included the day-to-day running of the firm's management portfolio as well as the procuring of tenants, tenant renewals and lease negotiations. The firm's portfolio was in excess of \$50 million, 3 million Sq. Ft and 1,000 units.

Mr. Sorkin then continued his real estate career by joining the Las Vegas based brokerage firm, NAI Horizon in 2005. He continued to sharpen his extensive knowledge in the investment and multi-family arena. During his 3 years at NAI Horizon Mr. Sorkin was responsible for selling over 2.5 million square feet of real estate at an estimated transaction value in excess of \$20 million dollars and over 2,000 units of distressed and non-distressed multi-family properties valued at over \$50 million dollars.

Mr. Sorkin's extensive knowledge and background in multi-family and investment properties has made him a valued asset as part of The Cushman & Wakefield/Commerce team. Mr. Sorkin continues to sharpen his knowledge of multi-family properties by working with the Capital Markets Group of Cushman & Wakefield on a National level. Establishing relationships with loan servicers and receivers and staying entrenched with the needs of the buyers in the multifamily market.