



## NEIL SORKIN

SENIOR COMMERCIAL ADVISOR



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**NEIL SORKIN** joined Prudential | IPG Commercial Real Estate in May 2008. Neil specializes in retail, office and medical office properties. Prior to joining Prudential | IPG he worked with NAI Horizon as a Sales Agent for over 3 years.

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

Mr. Sorkin was then acquired by a Los Angeles based real estate developer that specialized in the development, construction, management and leasing of commercial properties. The firm specialized in Office, Medical Office, Industrial and retail projects in the Southern California area. As VP of Property Management, his responsibilities included the overseeing of the day-to-day management activities as well as spearheading all leasing and lease negotiations. The value of the firm's portfolio was in excess of \$200 million dollars and encompassed over 4 million square feet.

In 1991, Mr. Sorkin then moved his family to Las Vegas, where he worked for a smaller local real estate firm that was involved in the development, leasing and property management of commercial properties. The firm specialized in office/medical office, retail and industrial projects. His duties included the running of the firm's management portfolio as well as the procuring of tenants, tenant renewals and lease negotiations.

In 2003, Mr. Sorkin wanted to focus his career in the medical office area and went to work for a large Nashville based REIT as a Leasing and Property Manager for their Las Vegas portfolio. This medical office REIT is the largest of its kind the United States. He was instrumental in remodeling the companies' local portfolio thus increasing rental rates and increasing the value of their assets.

Mr. Sorkin continued his real estate career by joining the Las Vegas based NAI Horizon in 2005. He continued to sharpen his extensive knowledge of the retail, office, medical office and industrial real estate industry.

### AFFILIATIONS:

- National Association of Industrial and Office Professionals (NAIOP) - member
- REM, Chapter 99 - former member
- California Commerce Owners Association - former member
- International Council of Shopping Centers (ICSC) - member