

# KIP PAUL

## Investment Specialist



### REPRESENTED CLIENTS

- Amsource Companies
- Arbor Development
- BH Properties
- Boyer Company
- Del Mar Partners
- Equitable Life Insurance
- FDIC
- First Security Bank
- Gardner Development
- Goodman Real Estate
- Great Western Bank
- Home Credit Savings
- Housing Authority of SLC
- James Campbell Co.
- Johansen Thackeray Co.
- Lennar Partners
- Midland Loan Services
- Ninigret Group
- RTC / American Savings
- SL County Housing Authority
- S-Devcorp
- Transwestern
- Volvo Commercial
- Wasatch Properties
- Washington Mutual Savings
- Wells Fargo Bank
- Wells Real Estate
- Zions First National Bank

### PROFESSIONAL EXPERIENCE

More than 26 years of hard work, creative thinking and a singular dedication to building and maintaining client relationships have been the foundation of Kip Paul's extraordinary success as a specialist in investment properties. His long list of accomplishments can best be demonstrated in the end result – for 16 of the past 17 years, he has been the top-producing agent for Commerce CRG, Utah's leading commercial real estate firm.

Kip is widely known among industry insiders as an icon in Utah and surrounding states – a genuinely dedicated master in the field whose commitment and authenticity have made him the highest producing broker in the Intermountain West for more than a decade. His expertise in the investment arena has led to more than \$2.5 billion in assignments over the course of his career, and the successful completion of more than 1,000 sales transactions.

His problem-solving skills and ability to utilize up-to-the-minute market data to identify trends and pinpoint options have benefited clients ranging from small individual investors to the largest real estate investment trusts. Kip's close attention and dedication to his clients' best interests have resulted in strong client loyalty and continued exclusive representation.

### ACHIEVEMENTS/POSITIONS

- Recipient of the Commerce CRG "Salesperson of the Year" award for 1992, 1993, 1994, 1995, 1996, 1997, 1998, 1999, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008.
- University of Utah School of Real Estate Development Advisory Board.
- Planning Commission Member Hideout, Utah

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