



Paul Westenskow Senior Director – Industrial / Investment / Land

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Professional Expertise

Paul's diligent and consistent approach to providing client services has established him as a member of Salt Lake City's top echelon of real estate brokers. His core business focus is centered on evaluating the best possible options for clients, based on their real estate goals and business plan. He enjoys solving real estate problems by utilizing the tools of ownership change, leasing, sale-leaseback, build-to-suit, land development and investment property.

Land Specialty: Beginning in 2005 Paul and his partner, Kyle McMullin, have concentrated on the industrial land market resulting in over 60 land deals totaling 400+ acres. Major transactions include an 88 acre parcel to KraftMaid Cabinetry for its 880,000 sq. ft. western production center; a 65 acre land bank sale; 25 acres fronting I-80 for airport storage development; as well as an 18 acre site for Capitol Lumber.

Global Supply Chain: Both Paul and Kyle are certified members of the Cushman & Wakefield Global Supply Chain Solutions Group. Supply Chain effectiveness and efficiency is deeply rooted in location optimization. Together with the St. Onge Company, Paul and Kyle offer consultation for facility planning, automation optimization, location strategy, workforce profiling, and other variables.

After graduating from BYU, Paul received an MBA degree from The American Graduate School of International Management ("Thunderbird"). He began his career in commercial real estate brokerage in 1978.

A large percentage of Paul's transactions are a result of repeat business. Over the years he has developed a strong base of satisfying clients who regularly return to draw upon his skills and undeviating loyalty.