



Kip Paul Executive Director - Investment Sales
170 South Main Street | Salt Lake City, UT 84101
Direct +1 801 303 5555
Fax +1 801 322 2040
kpaul@comre.com

Professional Expertise

Kip Paul is Executive Director of Investment Sales for Cushman & Wakefield/Commerce in Salt Lake City, Utah. Since becoming a broker in 1983, Mr. Paul has provided transaction and advisory services to clients on over 1,000 transactions totaling in excess of \$4 billion. Considered to be the most prolific broker in Utah, Mr. Paul is well known for his hard work ethic, creative approach to solving problems and strong client loyalty as evidenced by years of continued exclusive representation.

Members of Mr. Paul's Team provide financial analysis including ARGUS modeling, project underwriting and valuation, state-of-the-art electronic offering memorandums, and transaction closing services.

Mr. Paul has been recognized with various honors including Salesperson of the Year Awards for 22 of the past 24 years. In addition, Mr. Paul was awarded the CCIM Investment Broker of the Year award for 2011, 2012, 2013, 2014, and 2015; the CCIM Largest Single Sale Transaction award for 2013, 2014, and 2015; and the CCIM Highest Producing Commercial Broker award for 2013 and 2014.

Clients Served

- A&B Capital Management
- Ageon Insurance
- Allstate Insurance
- Amsource
- Arbor Commercial
- Arden/GE
- Aurora Bank
- Boyer Company
- C-III Realty Services
- DDR Corporation
- Del Mark Partners
- FDIC
- First Utah Bank
- Gardner Development
- Housing Authority of SLC
- James Campbell Company
- LNR Partners
- Midland Loan Services
- Prudential
- Rockefeller Group
- Starwood Capital Group
- Thackeray Company
- Volvo Commercial Finance
- Wasatch Properties
- WLA Investments

Professional Recognition

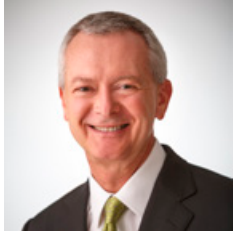
- Cushman & Wakefield/Commerce Salesperson of the Year Award, 1992-1999, 2001-2010, 2012-2015
- CCIM Investment Broker of the Year, 2011-2015
- CCIM Largest Single Sale Transaction Award, 2013-2015
- CCIM Highest Producing Commercial Broker Award, 2013, 2014

Community Leadership

- University of Utah, Masters of Real Estate Development, Advisory Board Member
- Hideout, Utah, Planning Commission Member
- Salt Lake Country Club Board of Directors, 2009-2012



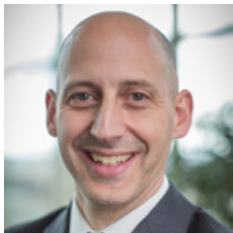
Senior Account Team



Kip Paul Executive Director - Investment Sales
Direct +1 801 303 5555
kpaul@comre.com



Kathey Hart Senior Broker Assistant - Executive Team
Direct +1 801 303 5560
khart@comre.com



Tyler Alderman, MAI, CPA, CCIM Senior Director - Valuation & Advisory
Direct +1 435 575 5647
tyler.alderman@cushwake.com



Pete Andrews Graphic Design
Direct +1 216 402 8211
forpetesake@gmail.com



Steven Lawson Research Manager
Direct +1 801 303 5428
slawson@comre.com

Partial List of Major Transactions

	Property Name / Address	SQ. FT. / UNITS	
RETAIL	DDR Family Center Portfolio	1,598,416 sq. ft.	
	Retail Portfolio - 46 Locations, 20 States	763,089 sq. ft.	
	The Family Center at Riverdale	427,805 sq. ft.	
	4 Grocery Anchored	329,977 sq. ft.	
	Brickyard Plaza Shopping Center	305,542 sq. ft.	
	Foothill Village Shopping Center	275,557 sq. ft.	
	The Family Center at Riverdale North	224,060 sq. ft.	
	Costco Anchored Retail Center	217,000 sq. ft.	
	Retail Shops at Riverwoods	186,667 sq. ft.	
	East Bay Retail Center	177,126 sq. ft.	
	Van Winkle Shopping Center	175,589 sq. ft.	
	Plum Tree Shopping Center	159,279 sq. ft.	
Walmart - 10425 South State Street, Sandy	129,645 sq. ft.		
Quarry Village Retail Center	69,293 sq. ft.		
OFFICE	Gateway 1, 3, 5, 6	449,029 sq. ft.	
	222 Main	426,657 sq. ft.	
	Ninigret Office Buildings	244,961 sq. ft.	
	Former Questar Building	238,234 sq. ft.	
	Wasatch Corp. Center Bldgs 12, 14, 15, 18	225,632 sq. ft.	
	Legacy at Lake Park I & II	198,466 sq. ft.	
	Aerospace Center - Office	156,509 sq. ft.	
	Northrup Grumman Office Buildings	151,543 sq. ft.	
	2060 Plaza - Office	150,000 sq. ft.	
	Airport Park	149,725 sq. ft.	
	175 South West Temple Office	148,360 sq. ft.	
	Chase Office Tower	139,065 sq. ft.	
	Walker Center	130,000 sq. ft.	
	Vivint Headquarters Building	125,225 sq. ft.	
	First Security Bank Office Building	124,853 sq. ft.	
	American Plaza Office Building	117,340 sq. ft.	
	Jordan Gateway I & II	93,404 sq. ft.	
	Centennial Plaza	74,503 sq. ft.	
Brooks Arcade/AlphaGraphics	67,193 sq. ft.		
Rossignol Building	30,382 sq. ft.		
INDUSTRIAL	Landmark IV	328,504 sq. ft.	
	Overland Park Industrial	267,078 sq. ft.	
	Decker Business Center	191,270 sq. ft.	
	Parkway Business Center	171,823 sq. ft.	
	3 Form Building	164,839 sq. ft.	
	FedEx Ground Building	150,300 sq. ft.	
1500 South Industrial Building	119,366 sq. ft.		
APARTMENTS	Pinnacle Reserve Apartments	492 units	
	Park Lane Village Apartments	324 units	
	Pinnacle Mountain View Apartments	324 units	
	College Terrace Student Housing	300 units	
	Shadow Ridge Apartments	184 units	
	Karen Lee Apartments	172 units	
	Wasatch Commons Apartments	168 units	
	Atherton Park Apartments	144 units	
	Star Crest Village Apartments	132 units	
	Seven65 Lofts/Chase Suites	129 units	
	Redwood Shadows Apartments	126 units	
	Hill Creek Apartments	124 units	
	Milestone Apartments	122 units	
	Villa South Apartments	120 units	
Northwood Apartments	110 units		



222 Main 426,657 sq. ft.



Ninigret Office Building 244,961 sq. ft.



Park Lane Village Apts. 324 units



Family Center at Riverdale 427,805 sq. ft.



Shops at Riverwoods 186,677 sq. ft.