

20th Annual Utah Commercial Real Estate Symposium to feature Scott Wilmarth

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Scott Wilmarth

Scott Wilmarth will present his views of trends in Utah office space market at The 20th Annual CCIM Utah Commercial Real Estate Symposium. This seminar for real estate professionals will cover several categories of commercial real estate including multifamily

([Newswire.net](#) -- December 20, 2013) Salt Lake City, UTAH -- Learn how to take your office space real estate leasing or development practice to the next level with CBRE Senior Vice President Scott Wilmarth. The Twentieth Annual Utah Commercial Real Estate Symposium, one of the most anticipated and largest commercial real estate gatherings in the state will be held January 23rd at the Hilton Salt Lake Center, 255 South West Temple. The Symposium is aimed at providing continuing education for commercial real estate professionals. Several of the most renowned real estate gurus in the west will present to attendees. The focus for this

year's event will be "Learning with the Masters". Early Bird Registration for the event can be done online here:

<https://events.r20.constantcontact.com/register/eventReg?oeidk=a07e8hx820o94ddd7e1&oseq=&c=&ch=>

Scott Wilmarth has been with CBRE in Utah office development and leasing since 1984. He is widely recognized for his expertise in this market segment. After his representation of countless landlords, tenants and owners alike, it is no question why Scott was asked to represent his field of expertise at Utah's most renowned real estate convention, the Utah Commercial Real Estate Symposium.

Scott plans to offer property guru knowledge by reviewing the 2013 vacancy absorption, and show why the trends for making a space more comfortable for employees became so effective, and how this affects new construction in Lehi and its investment outlook for transit-oriented development. According to Scott,

"Dynamic office environments are allowing tenants to make significant reductions in square foot space per employee. This trend will significantly impact both tenants and building owners in the coming years."

Scott Wilmarth has been in the business for a long time, and in the process has developed a unique and effective style in his approach to tenant representation, investment sales and leasing. He has culled his craft becoming well known as a perceptive negotiator with a straightforward, practical method that his clients have come to respect and trust. His tested skills for judging and determining the right questions to close the deal make Wilmarth a trusted leader and vital member of the CBRE team, making some of the most important transactions to ever occur in Salt Lake City. Whether he's tackling deals for clients such as eBay and Goldman Sachs, Scott has the knowledge to take your office space investments to the next level at this year's Utah Commercial Real Estate Symposium.

This event includes reviews and forecasts for industrial, investment, office, retail and multifamily market sectors provided by market experts. State of Utah Continuing Education credit is available for licensed real estate and appraisal professionals. Doors open at 7:00 a.m.; the program begins at 8:00.

Other scheduled speakers include:

Sage Sawyer – Multifamily Real Estate

Mr. Sawyer is the lead investment associate of the Apartment Realty Advisors.

Stuart Thain – Retail Space

Mr. Thain is the Senior Vice president of Coldwell Banker Commercial, founder and co-owner of Coldwell Banker Intermountain. Mr. Thain has 30 years of Retail Leasing experience. His clients include Costco, Ross Dress for Less, DSW, and Nordstrom Rack and other notable regional and national tenants.

Mark Jensen – Real Estate Investment

Mr. Jensen is the Senior Director of Investments, commercial real estate investment broker, and capital market pro at Newmark Grubb ACRES. With over 10 yrs experience in the real estate industry, possessing a number of significant achievements within commercial real estate brokerage, investment and sales and Utah capital markets.

Mike Farmer – Industrial Buildings

Mr. Farmer is an associate broker in Commerce Real Estate Solutions' Industrial Division. Farmer specializes in all facets of industrial real estate, including sales, leasing, sale-leasebacks, investments, and land.

About CCIM

CCIM is the global leader in commercial and investment real estate education and services. The CCIM Institute was founded in 1954 to give commercial real estate professionals increased networking opportunities, and an opportunity to hone their business skills through continuing education. The coveted CCIM designation, recognized as a hallmark of professional competency, affords members an undisputed competitive advantage.

The Utah CCIM Chapter is dedicated to providing the highest quality services, education, marketing and networking opportunities. Our goal is to enhance our members' ability to conduct their business at a higher level of professionalism and success.

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