

Lisa Campbell, ARA, AACI, P.App  
Real Estate Appraiser & Consultant

### Professional Experience

Lisa Campbell, ARA, AACI, P.App has been appraising real estate since 1993. Ms. Campbell spent the first eighteen years of her career appraising real estate (including urban industrial, commercial and investment properties and rural / agricultural properties) in the Niagara Region and Haldimand County. Throughout this time, Ms. Campbell worked as an Associate Appraiser with Kernahan & Graves Real Estate Co. Limited (1993 to 2001) and then as a Senior Appraiser with Ridley & Associates Real Estate Services Limited (2001 to 2011) in St. Catharines, ON. During this time, in 2005, Ms. Campbell received the Accredited Appraiser of the Canadian Institute (AACI, P.App) designation from the Appraisal Institute of Canada.

In 2011, Ms. Campbell left the Niagara Region to join the Altus Expert Services® Team of Altus Group Limited in its Toronto office. Altus Group Limited is Canada's largest real estate services company; the Altus Expert Services® Team specializes in the valuation of real estate for litigation and expropriation purposes. While at Altus Group, Ms. Campbell provided real estate appraisal and consulting services of both urban and rural real estate throughout southern Ontario for litigation, expropriation and right-of-way corridor purposes.

In 2015, Ms. Campbell returned to the Niagara Region to become the principal of Campbell & Company Appraisals Inc., a company committed to providing high quality commercial real estate valuation services in the Niagara Region and agricultural valuation services for litigation purposes across southern Ontario. In 2016, received the Accredited Rural Appraiser (ARA) designation from the American Society of Farm Managers and Rural Appraisers, North America's specialized rural / agricultural real estate professional association.

During the course of her career, Ms. Campbell has developed expertise in appraising a wide variety of industrial, commercial and investment real estate property types, with a specialization in the valuation of agricultural and rural real estate.

### Education

American Society of Farm Managers and Rural Appraisers (ASFMRA): completion of educational / work experience requirements and awarded designation Accredited Rural Appraiser (ARA), 2016

Appraisal Institute of Canada (AIC): completion of educational / work experience requirements and awarded designation Accredited Appraiser Canadian Institute (AACI), 2003

Western University: awarded Bachelor of Arts degree (Administrative and Commercial Studies), 1988

### Expert Witness Testimony

Qualified as an Expert Witness, Ontario Superior Court of Justice

Appearance at Board of Negotiation (BON)



## Selected Project Experience

- Appraisal, appraisal review and reply review regarding two agricultural properties, the valuation of which included an estimate of the contributory value of renovations / improvements made to the properties over a 30-year period;
- Appraisal and appraisal review of a rural property, the valuation of which included an estimate of the diminution in market value caused by a prior illegal cannabis operation onsite;
- Appraisal of an agricultural property, the valuation of which included an estimate of the diminution in market value caused by the diversion of an onsite waterway by the owner of a neighbouring property;
- Appraisal of two contiguous urban properties, the valuation of which included the estimated diminution in market value caused by the parcels being merged on title;
- Appraisal of an urban property which included the estimated diminution in market value caused by the presence of an easement running through the property;
- Management of an extensive land rate study involving an infrastructure corridor running through the Greater Toronto Area westward to Lake Erie in an arbitration matter arising from a lease dispute between numerous utility companies. The project involved numerous retrospective effective dates going back 16 years, and the compilation of hundreds of comparable sales.

## Presentations, Seminars & Published Work

*'CUSPAP, The Ontario Expropriations Act and Jurisdictional Exception'*, Canadian Property Valuation Magazine, Appraisal Institute of Canada, Volume 60, Book 2 (Q2, 2016)

*'The Effect of the Reinvention of Canada's Wine Industry on Land Values in Ontario's Niagara Region'*, Canadian Property Valuation Magazine, Appraisal Institute of Canada, Volume 59, Book 1 (Q1, 2015)

*'Agricultural Appraisal in Ontario – Producing a Credible Appraisal Report to Estimate Compensation in the Expropriation Process'*, Ontario Expropriation Association Newsletter, Spring 2013

*'Agricultural Appraisal in Ontario'*, a seminar presented to Ministry of Transportation Ontario (MTO) property officers and real property supervisors at the 2013 Ministry of Transportation Real Estate Forum, November 2013 and the Ontario Chapter of the International Right of Way Association, 2019

## Memberships

Accredited Member of the Appraisal Institute of Canada (AIC)

Accredited Member of the American Society of Farm Managers and Rural Appraisers (ASFMRA)

Associate Member of the Realtors Association of Hamilton & Burlington (RAHB)

Associate Member of the Niagara Association of Realtors (NAR)

Associate Member of the Toronto Region Real Estate Board (TRREB)

## Committee Work

Member, AIC President's Council on Diversity and Inclusion, 2021 to present  
President, Ontario Chapter ASFMRA, 2013 to 2015  
Vice-President, Ontario Chapter ASFMRA, 2011 to 2013  
Member of the Niagara Chapter AIC Executive, 1995 to 1999

## Partial Client List

Listed below is a partial list of clients for whom Lisa Campbell, ARA, AACI, P.App has provided real estate appraisals, appraisal review reports, land rate studies and consulting services:

- Government Institutions, Crown Agencies, Conservancies and Energy Providers
  - Agriculture Canada
  - Ministry of Transportation Ontario
  - Public Works & Government Services Canada / Public Services & Procurement Canada
  - St. Lawrence Seaway Management Corporation
  - Escarpment Biosphere Conservancy
  - Hydro One Networks Inc.
  - TransCanada PipeLines Limited
  - Metrolinx
  - Regional Municipality of Niagara
  - Niagara Parks Commission
  - City of St. Catharines
  - City of Niagara Falls
  - Town of Lincoln
  - Town of Fort Erie
  - City of Welland
  
- Legal Firms
  - Osler, Hoskin, Harcourt LLP
  - Borden Ladner Gervais LLP
  - WeirFoulds LLP
  - McMillan LLP
  - Davis Webb LLP
  - Blaney McMurtry LLP
  - Fogler, Rubinoff LLP
  - Morgan, Dilts & Toppari LLP
  - Gardiner Roberts LLP
  - Mitchell, Bardyn & Zalucky LLP
  - Powell Barrister Professional Corporation
  - Lovett & Cunningham LLP
  - Harrison Pensa LLP
  - Sullivan Mahoney LLP
  - Lancaster Chown & Welch LLP