

# InFocus Appraisals

## Resume

### Robin Jones, B.Sc., AACI, P.App. President

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#### Education

**AACI** – Accredited Appraiser Canadian Institute

**P.App.** – Professional Appraiser

Appraisal Institute of Canada, Winnipeg, MAN (now Ottawa, ON)

- I began articling in June of 1990 under the auspices of John F. Ayliffe, AACI and became designated August 21, 2001 (Certificate # 3634). Additional education courses are ongoing.

**Real Estate Broker** – Licensed under the Real Estate and Business Brokers Act. Real Estate Council of Ontario – RECO, Toronto, ON

- Sales Representative since November 1986 and a Real Estate Broker since March 1989

**B.Sc. - Bachelor of Science** - McMaster University, Hamilton, ON, Degree granted in April 1985

#### Work Experience

08/01- present

**InFocus Appraisals – registered August 30, 2006**

Prior to that I was a sole proprietor operating as:

*Robin Jones B.Sc., AACI, P.App. – Real Estate Appraisals*

*ICI and Residential Real Estate Appraisals*

- Clients include: Most lending institutions and many private lenders, Ministry of Natural Resources, Ministry of Transportation, DND, Royal LePage Relocation, LPIC – Lawyers Professional Indemnity Company, Ontario Realty Corporation, Nature Conservancy of Canada, Ontario Heritage Foundation, numerous Law firms, various title insurance companies and general property insurance companies.
- Specialty appraisals include: mass lake front property analysis, subdivision DCF analysis, vacant land highest and best use analysis, “court ready” litigation appraisals, easement analysis, encroachment analysis, and right-of-way analysis, park land dedication, and partnership buyout appraisals.
- Court appearance as an expert witness
- Consulting for various purposes including acquisition and sale.

06/90-08/01

**Real Estate Appraiser – Independent Contractor**

*John F. Ayliffe Consultants Ltd., Barrie, ON*

11/93-present

**Real Estate Broker – Independent Contractor**

*Re/Max Chay Realty Inc., Barrie, ON*

Commercial & residential property sales

11/90-11/93

**Real Estate Broker**

*Royal LePage, Barrie, ON*

02/89-11/90

**Real Estate Broker/ Sales Manager**

*Selective Realty Inc., Barrie, ON*

#### Affiliations

(current)

AIC – Appraisal Institute of Canada ([www.aicanada.ca](http://www.aicanada.ca))

OA-AIC – Ontario Association of the Appraisal Institute of Canada –

RECO – Real Estate Council of Ontario, Canadian Real Estate Association,

Ontario Real Estate Association, Barrie & District Association of Realtors® Inc.

National Commercial Council (NCC) of The Canadian Real Estate Association

**Clients/  
Lenders:**

Financial Institutions:  
BMO- Bank of Montreal  
CIBC  
Royal Bank  
TD Canada Trust  
Bank of Nova Scotia Trust  
Company  
BDC-The Business Development  
Bank of Canada  
HSBC  
Home Trust Company  
First National  
Concentra Financial  
Meridian Credit Union  
Kawartha Credit Union  
Finnish (Toronto) Credit Union  
Buduchnist Credit Union  
Rescom Capital

And more not listed.

Other Clients:  
MNR - Ministry of Natural Resources  
DND - Department of National Defense  
Stewart Title  
First Canadian Title  
State Farm Insurance  
RBC Insurance  
Lafarge  
City of Barrie  
CB Richard Ellis  
Cushman Wakefield

Law Firms:  
Purser Dooley Cockburn Smith LLP  
Torkin Manes Cohen Arbus LLP  
Niman Zemans Gelgoot  
Gowling Lafleur Henderson LLP  
Miller Thomson LLP  
Oatley, Vigmond LLP  
And many other law firms in Canada  
and the U.S.