

LISA S. WEBSTER—VICE PRESIDENT, HEALTHCARE REALTY SERVICES

Lisa joined ROI Realty Services in February, 1999. She quickly demonstrated a tremendous work ethic and skill, finishing her first year with just under \$10M in listings and over \$5M in sales, predominately in the Central Ohio office market. In addition to her successful leasing of several significant, downtown, class A, office buildings, she completed two property turnarounds by securing law firms to successfully re-tenant urban office buildings.

In 2004, Lisa shifted her focus to the health care industry, participating in business development, sales, acquisition, leases and property development. She has participated in the sale of hospitals, skilled nursing facilities, institutional pharmacies and building development, finding timely, successful solutions for her clients.

Over the past 15 years, Lisa has been involved in all areas of commercial real estate, including appraisal, development, leasing, management, site selection, and sales. She has developed a national referral alliance with healthcare providers for commercial real estate needs, including site selection, facility acquisitions/disposition, and leasing. Her clients appreciate her commitment to the relationship and long term approach to success. In recognition of that commitment, the Franklin County Republican Party honored Lisa as one of the leading Business Women of the year in 2013.

Prior to joining ROI, Lisa was Program Coordinator for The Builders Exchange of Central Ohio (a commercial trade association with more than 1,400 members) where she developed educational, marketing, and promotional programs. Prior to The Builders Exchange, Lisa worked in the property casualty insurance industry as a senior claims representative. Her experience included property appraisal for damage/destruction coverage, cost analysis for large claim evaluations, court testimony in claim disputes, and property subrogation with regard to theft and fraud. She has great depth of experience in negotiation and project management, producing positive results in an often emotionally charged and volatile environment.

Lisa, a citizen of Canada by birth, received her Bachelor of Arts in Psychology from the University of Ottawa, Ottawa, Canada. She became a citizen of the United States in 2011. Her familiarity with business on both sides of the international border have proven to be a valuable asset to her clients. In 2014, she sold a US property owned by a Canadian corporation.

Lisa is married with two children.