

## JOHN M. PECKHAM III

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**EDUCATION** Columbia University School of Law  
Tufts University, Political Science/Economics

**CAREER SUMMARY** One of this country's most knowledgeable and visible real estate executives, he has achieved an enviable track record of innovation which has been acclaimed nationally and internationally.

As CEO of several real estate investment entities including a twenty-eight office commercial real estate franchise and four real estate limited partnerships, he has been directly involved in the acquisition and disposition of over a billion dollars in real estate assets.

Probably the most widely published author on the subject of real estate investments and real estate investment brokerage, he is also a highly acclaimed speaker, having addressed real estate and investment groups in 44 states and several foreign countries.

An acknowledged leader in and speaker on the field of technology and strategic planning, having chaired the Strategic Planning Committee of the 1,200,000 member National Association of Realtors®. Developed five-year plan for the real estate industry setting forth strategies for coping with anticipated sociological, economic, political, environmental, and technological changes affecting the real estate industry.

Developed additional major strategic plans including the international plan for FIABCI, the International Real Estate Federation, with members in forty-four countries.

Founded and developed the 10,000 member Real Estate CyberSpace Society with 120 Chapters in 28 countries.

Invented and developed iPhone application to translate and display 45 languages.

**1964 to Present** **THE PECKHAM BOSTON ADVISORY COMPANY**, Boston, Massachusetts  
Chairman and Chief Executive

Founded and developed this Commercial/Investment Real Estate Brokerage Firm. Coordinated the sales efforts of thirty commercial real estate salespeople. The first firm in the United States to utilize computers to analyze and market commercial investment property (originally Data Realty Corporation, founded 1964). Marketed the first major condominium conversion in the United States. Completed the largest successful cooperative conversion in Massachusetts. Accounted for 42% of the annual profit of an institutional joint venture partner's annual profit from one transaction. Created 420 office private commercial MLS. Executed more tax-deferred exchanges than any other East Coast commercial broker north of Florida.

**2002 To Present** **CYBERCONVENTIONS.COM**, Boston, Massachusetts  
Founder and CEO

**1996 to Present** **THE REAL ESTATE CYBERSPACE SOCIETY**, Boston, Massachusetts  
Founder and Executive Director

**1987**                    **INVESTMENT NETWORK OF AMERICA®**, Boston, Massachusetts  
**to**                         Chairman and Chief Executive  
**1990**                    Created and developed "America's Commercial Real Estate Franchise"<sup>sm</sup>. Developed innovative programs and services for commercial/investment real estate brokerage firms. Opened twenty-eight franchise/licensed offices in seven states with FTC filing covering thirty-seven states.

**Prior to 1964**

- Investment property sales with Star Realty and Commonwealth Real Estate (1962-1964)
- LCDR U.S. Navy. Served as navigator and operations officer USS Neptune (1956-1958). Served as officer in charge of U.S. Naval Intelligence Office, Portsmouth, NH (1958-1962)

**INDUSTRY AND CIVIC HONORS**

- President, Massachusetts Association of Realtors®, 1979
- Realtor of the Year, Massachusetts Association of Realtors®, 1969
- Realtor of the Year, Greater Boston Real Estate Board, 1969 and 1989
- Vice President, National Association of Realtors®, 1969
- Honored as one of Greater Boston Ten Outstanding Young Men, 1969
- National Association of Realtors®:
  - Chairman, Strategic Planning Committee
  - Chairman, Commercial Investment Technology Committee
  - Chairman, MIS Committee
  - Chairman, Publications Committee
  - Chairman, Communications Committee
  - Member, Executive Committee, Board of Regents, Nominating Committee, Political Affairs Committee, Technology Committee, International Operations Committee, Commercial Investment Committee, Auction Committee, Computer Committee, Commercial Board of Advisors, Realtors information Network, Commercial Investment Real Estate Institute technology Task Force.

**PUBLICATIONS**

- Author,                 A New Master Guide to Income Property Brokerage – Fourth Edition Wiley Publishing
- Author,                 Master Guide to Income Property Brokerage. Prentice Hall (14 Printings)
- Author,                 101 Questions and Answers on Investing in Real Estate. Prentice Hall (12 Printings)
- Author,                 The Wisdom of Recovery,(Boston Hall Publishing)
- Author,                 Fundamentals of Income Property Brokerage. (MAR)
- Author,                 Profits from Condominium Conversions. (Boston Hall Publishing)
- Author,                 Investing in Real Estate Newsletter. Harcourt Brace Jovanovich
- Author,                 The Homeowner's Advisory Letter. Harcourt Brace Jovanovich
- Columnist,             Selling in Cyberspace, Syndicated
- Columnist,             Investing in Real Estate. Boston Sunday Herald: Weekly 1968-1977
- Columnist,             Investing in Real Estate. Syndicated by The Newsletter Bureau/Harcourt Brace Jovanovich
- Columnist,             The Homeowner's Advisor. Syndicated by The Newsletter Bureau
- Author,                 Various published articles covering subjects including strategic planning, computers in real estate,  
real estate analysis, real estate marketing and public relations for real estate companies.
- Contributing Editor, The Real Estate Investor. Harcourt Brace Jovanovich
- Contributing Editor, Wealth Magazine.

**PROFESSIONAL DESIGNATIONS**

- CCIM. Designated Commercial Investment Member., National Association of Realtors®
- CIPS, Certified International Specialist, National Association of Realtors.®
- CNM. Certified Network Member, Investment Network of America®

□ RECS. Real Estate CyberSpace Specialist, Real Estate CyberSpace Society®