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**John K. Wood III**  
**President and Chief Operating Officer**

John Wood is the president and chief operating officer of IRR-Residential, LLC and sits on its board of directors. Wood has spent his entire career in real estate, and has focused on the appraisal side of the business since 1990.

From 1987 to 2000, Wood was president of First Realty Advisors, Inc., a Kansas City-based company that oversaw the development of software and Internet applications for the commercial appraisal industry. When the technology was sold in 2000, he joined PropertyFirst, Inc. in Los Angeles as vice president. There, he worked in association with the Appraisal Institute in the development, operation and marketing of an Internet-based application.

In 2001, PropertyFirst Inc. merged with LoopNet, Inc. and Wood joined LoopNet as a vice president. In late 2002, Wood joined Marshall & Swift, the leading provider of construction cost data to the appraisal industry, as vice president after it acquired the Appraisal Institute Commercial Database project from LoopNet. Wood returned to Kansas City to found IRR-Residential, after Marshall and Swift was sold to MacDonald, Dettwiler and Associates in June 2004.

Wood has been a licensed real estate broker for more than 20 years and has been involved in more than \$150 million of commercial acquisitions. He managed the disposition of a \$200 million portfolio of real estate assets in seven states for the Resolution Trust Corporation and managed the land acquisition for the Kansas City NASCAR project that included more than 160 properties on 1,100 acres.

Wood has served on the Appraisal Institute's commercial data standards committee from 1997 to present and also serves on its commercial appraisal report standards committee. He holds a Bachelor of Science in Business Administration from the University of Kansas.

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