

**Resume  
of  
Melanie J. McLane**

**Personal Data**

Melanie J. McLane  
786 River Road  
Jersey Shore PA 17740  
(570) 660-9671 (cell)

Office Address:  
230 Allegheny St.  
Jersey Shore PA 17740  
(570) 398-1201 (office)

**Education Data**

Degree

Institution

**B. A.** English Literature  
1973

Kenyon College,  
Gambier, Ohio 43022

Realtor Designations:

**GRI, CRS, CRB, ABR, GREEN, SRES, SRS, ePRO, PSA, RAA, RSPS, CDEI**

**Experience**

Position/Company/Description

Dates

Associate Broker  
Jackson Real Estate  
230 Allegheny St.  
Jersey Shore PA 17740

1978 to present\*

List and sell real estate; appraise real estate as a Certified Residential Appraiser; I am no longer broker of record because of my travel schedule.

Certified Residential Appraiser  
President of  
Evelyn Jackson Appraisal Services  
230 Allegheny St.  
Jersey Shore PA 17740  
Appraise real estate

1978 to present\*

McLane Solutions 2000-present  
Owner  
A real estate education and training company  
I am an AQB Certified USPAP Instructor

Evelyn M. Jackson, REALTOR® 1975-1978  
Sales Associate  
Listed and sold real estate

### Courses Written:

\*\*Courses developed (*partial list*)

"Appraising the Tough Ones"

"Economics and Real Estate"

"Manufacturing and Modular Housing"

"Anatomy of a House"

"Anatomy of an Appraisal"

"What's it Worth?"

"Risk Management: What You Do and Say Can be Held Against You"

"Appraising Green Residences" \*\*

"Foreclosures and Short Sales: Dilemmas and Solutions" \*\*

"Pricing the Oddball" \*\*\*

\*\*available online or by purchasing book/live presentation through Hondros Education Company, Ohio

\*\*\*available online through REALTOR® University

Just assisted with the creation of a new NAR Certification course: "Pricing Strategies: Mastering the CMA"

### Other Works Written

I have written, and/or been a subject matter expert for a number of works for hire. A partial list includes:

Foreclosures & Short Sales: Dilemmas and Solutions Written & published by Hondros

Appraising Green Residences Also written and published by Hondros  
Residential Construction, Written by me; published by Hondros

Pricing in a Changing Market

CE Network

I wrote an online version of this class for the CE Network, a Canadian based company which markets real estate classes in Canada and the United States.

Pricing the Oddball

An online course available through  
REALTOR® University

### Realtor Activities

I have served in numerous capacities in the REALTOR® organizations at local, state and national levels. I am currently on the Property Valuation Committee for NAR. I have been a local board president and a District Vice-President for my state association. I currently am serving on the NAR Real Property Valuation Committee, for my seventh consecutive year. Member of various state committees; Chair of local association legislative committee.

### Honors Received

| <u>Honor</u>                               | <u>Date</u> | <u>Awarded by</u>                 |
|--|-------------|-----------------------------------|
| "Real Estate Instructor of the Year" Fall, | 1989        | Penn State University             |
| "Woman of the Year"                        | 1982        | Tiadaghton Junior Women's Club    |
| "REALTOR® of the Year"                     | 1994        | West Branch Valley REALTORS®      |
| "Spirit Award"                             | 1999        | same                              |
| "Outstanding Achievement Award"            | 2004        | same                              |
| REBAC Hall of Fame<br>(as an Instructor)   | 2008        | Real Estate Buyer's Agent Council |
| RSPS of the Year                           | 2012        | Awarded by RSPS/NAR               |
| REALTOR® Of the Year                       | 2017        | West Branch Valley REALTORS®*     |

REALTOR® Of the Year

2018

Pennsylvania Association of  
REALTORS®

\*I am the only member of my association to receive REALTOR® of the Year twice.

### Community Activities

President Board Of Trustees, Jersey Shore Library, 2005 term Vice President, Board of Trustees, Jersey Shore Library, 2002-2004; Member Board of Trustees, 2001-present

Director, Regional Board, Citizens and Northern Bank, 2006-2014

### References

Name:

Type of Reference

Dawn Headtke

Education

Business Development Manager  
REBAC/Business Specialties  
312-329-8488  
[dheadtke@realtors.org](mailto:dheadtke@realtors.org)

Kathy Harbaugh

Education

Indiana Association of REALTORS®  
Kathy Harbaugh, RCE, e-PRO®  
Senior Vice President  
Desk (317) 913-3236 or Mobile (765)461-3446