

**Resume  
of  
Melanie J. McLane**

**Personal Data**

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

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

**Education Data**

Degree

**B. A.** English Literature  
1973

Institution

Kenyon College,  
Gambier, Ohio 43022

Realtor Designations:

**GRI, CRS, CRB, ABR, GREEN, ITI, SRES, ePRO, RAA, RSPS, CDEI, BPOR, PSA, RENE**

**Experience**

**Position/Company/Description**

Dates

**Jackson Real Estate**

Broker/Owner

1978 to present\*

226 Allegheny St.

Jersey Shore PA 17740

List and sell real estate; appraise real estate as a Certified Residential Appraiser.

**McLane Solutions**

2000-present

Owner

A real estate education and training company

I am an AQB Certified USPAP Instructor, number 44941

I teach extensively all over the United States. I have developed and taught Instructor Development Workshops (IDW) in several states.

### 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

Assisted with the creation of a the NAR Certification course: “Pricing Strategies: Mastering the CMA”

“Show Me the Money” a REBI (Real Estate Broker's Institute) course

“Pricing Strategy Advisor”, for REBAC, co-authored

### 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

Appraisal textbook specifically for Saddleback College

## **Realtor Activities**

I have served in numerous capacities in the REALTOR® organizations at local, state and national level, with many years on the Property Valuation Committee

for NAR. I have been a local board president (twice) and a District Vice-President for my state association. I currently serve as a Director for the National Association of REALTORS®, and on the NAR Professional Standards Committee, I am also Chair of my local association's 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
"Realtor of the Year"	1994, 2017*	West Branch Valley REALTORS®
"Spirit Award"	1999	same
"Outstanding Achievement Award"	2004	same
REBAC Hall of Fame (as an Instructor)	2008	Real Estate Buyer's Agent Council
RSPS of the Year	2012	Awarded by RSPS/NAR
Pennsylvania REALTOR® Of the Year	2018	PAR

\*Only person from my association to receive this award 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

## References

Name:

Type of Reference

Dawn Headtke

Education

Business Development Manager  
REBAC/Business Specialties  
312-329-8488

[dheadtke@realtors.org](mailto:dheadtke@realtors.org)

I've written for NAR, and done "Train the Trainer" sessions for REBAC courses, with Dawn present.

Kathy Harbaugh

Education

Senior Vice President of Professional Development  
Indiana Association of REALTORS®  
Real Estate Certification Program- RECP

[www.recp.org](http://www.recp.org)

[kharbaugh@indianarealtors.com](mailto:kharbaugh@indianarealtors.com)

*Allyson Lysaght, Esq.*

Director of Professional Development  
Greater Lehigh Valley Realtors  
10 S. Commerce Way, Bethlehem, PA 18017  
484-821-0506

[allyson@glvr.org](mailto:allyson@glvr.org)

Alicia Soldat, C2EX , E-PRO, GRI, PSA

Education Coordinator

Kentucky REALTORS®

2708 Old Rosebud Road, Suite 200

Lexington, KY 40509

800.264.2185 - 859.263.7377 - 859.263.7565 (f)

[www.kyrealtorinstitute.com](http://www.kyrealtorinstitute.com)

Maria A. Cardenas

Director of Professional Development

Real Estate Business Institute (REBI)

P: 312-321-4425 / F: 312-329-8882 / 430 N. Michigan Ave., Chicago, IL 60611

[mcardenas@rebinstitute.com](mailto:mcardenas@rebinstitute.com) / [REBIInstitute.com](http://REBIInstitute.com)