

JONATHAN D. COLES

BROKER, CRB, CRS, GRI, RENE, SRS
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EXPERIENCE

MAY 2019 – PRESENT

ACADEMIC DIRECTOR/INSTRUCTOR, TRI CORNER REAL ESTATE INSTITUTE

- VA Licensed Instructor for salesperson and broker pre-licensing courses
- Instruct VA continuing education classes and REBAC instructor
- Create class schedules for live classes and manage online students
- Create and write new curriculum for salesperson and broker continuing education

JANUARY 2018 – PRESENT

INSTRUCTOR, GREATER LEHIGH VALLEY REAL ESTATE ACADEMY

- PA licensed real estate instructor
- Write and teach courses on the Code of Ethics, Consumer Notice, and Architecture

BROKER/ASSOCIATE

- Keller Williams Metro Center – Associate Broker, VA, MD, DC – September 2020- Present
- New Pennsylvania Realty – Broker, PA – July 2012 – Present
- United Real Estate DC – Broker/Associate- VA, MD, DC – January 2019- August 2020

EDUCATION

MAY 2009

BACHELOR OF SCIENCE, BUSINESS MANAGEMENT, PENN STATE UNIVERSITY

- Business Management Degree, Smeal College of Business
- Minor in Information Science and Technology
- Tutor for Computer Science, Spanish, Calculus, Real Estate

JUNE 2005

HIGH SCHOOL DIPLOMA, MARIAN CATHOLIC HIGH SCHOOL

- National Honor Society, Spanish Honor Society President 2004-2005

SKILLS

- Goal and Growth Oriented
- People and Communication Skills
- Creative and Inventive
- Colonial architecture and history
- Due Diligence/Risk Analysis
- Sales Skills
- Diligent and Patient
- Ski/Snowboard Instructor

ACTIVITIES/INVOLVEMENT

Real Estate Business Institute (REBI) Formerly CRB Council

- Board of Directors 2019-2020

National Association of REALTORS®

- Member of Membership and Local Board Jurisdiction Committee- 2018-2020

Virginia REALTORS®

- Member of Professional Development Committee- 2020
- VR Convention Influencer- 2019

Northern Virginia Association of REALTORS®

- Member of NV/RPAC Fundraising Committee- 2020

Pennsylvania Association of REALTORS®- 2009-2019

- RPAC Fundraising Committee- 2017- Present, 2019, Vice Chair
- Association Services Coordinating Committee – 2016- Present
- Legislative Forum- 2017- Present
- Director 2013- Present
- Local President Elect Forum Moderator- 2017
- Young Professionals Network, 2009- 2019, 2018 Chair
- Member Services Coordinating Committee- 2012-2015
- Executive Committee- 2011-2015
- Small Firms Forum Moderator – 2011-2015
- Diversity Committee- 2014
- Standard Forms Oversight Committee- 2010-2012

Schuylkill County Board of REALTORS®

- President- 2017-2019
- Vice President & Program Chair- 2015-2017
- Treasurer- 2013-2015
- Convention Liaison- 2011-2013
- Director- 2010-2013

Pennsylvania Chapter of Certified Residential Broker/Managers

- President- 2018
- Vice President- 2017
- Received Designation- 2015

Pennsylvania Chapter of Certified Residential Specialists

- Treasurer- 2015
- Membership Chair- 2014

- Technology Chair- 2013
- Received CRS Designation- 2011

Other Designations and Certifications

- Pricing Strategy Advisor – PSA - 2020
- Accredited Buyer’s Representative – ABR – 2020
- Seller’s Representative Specialist- SRS- 2018
- Real Estate Negotiation Expert- RENE- 2017
- Certified Residential Broker/Manager- CRB- 2015
- Certified Residential Specialist- CRS- 2011
- Graduate, REATLOR® Institute- GRI- 2009