

## **APPROVED TEXTBOOKS**

Idaho Real Estate Education Council

**Effective 10/2022**

### ***Required Materials for Sales Prelicense, Sales Post License, and Broker Prelicense Courses***

\* **Idaho Real Estate License Law and Rules**, Idaho Real Estate Commission required for:

Sales Prelicense Module I & Module II

Brokerage Management

Real Estate Law

All Post License curriculum

Available for download and purchase on the website, [irec.idaho.gov](http://irec.idaho.gov).

***\* If you are licensed on active status in another state, you may apply for a waiver of the national portion of the licensing exam. To successfully pass the state portion of the exam, you will need to become familiar with Idaho license law by reading Idaho Real Estate License Law and Rules booklet. The following materials may also be helpful to review as you prepare for the state portion of the licensing exam.***

## **SALES PRELICENSE**

### **MODULE I & MODULE II**

#### **M1001 and M1001R: SALES PRELICENSE MODULE 1**

**Module 1 Outline**, Idaho Real Estate Commission, version 1.1 (revised 12/2021), exam version 2 (revised 1/2022).

#### **M2001 and M200R: SALES PRELICENSE MODULE 2**

**Module 2 Outline**, Idaho Real Estate Commission, version 1.1 (revised 12/2021), exam version 2 (revised 1/2022).

\* **Idaho Real Estate Handbook**, 7th Edition, Byers, Chuck A. Professional Marketing Concepts, LLC, 2022. ISBN-13: 979-8830014397. <http://www.pmctraining.org> or <https://www.amazon.com/Idaho-Real-Estate-Handbook-7th/dp/B0B48MF6CF>

\***Modern Real Estate Practice**, 21st edition. Galaty, Fillmore W., Allaway, Wellington J., Kyle, Robert and Williams, Martha R. Dearborn Real Estate Education Company, 2022. ISBN: 9781078818872. <https://www.dearborn.com/>

## **SALES POST LICENSE**

#### **POST001, POST001A, and POST001R: POST LICENSE FUNDAMENTALS**

**Post License Fundamentals Outline**, Idaho Real Estate Commission, version 2 (revised 01/2021).

#### **POST002, POST002A, and POST002R: POST LICENSE PRICING, MARKETING, AND ADVERTISING**

**Post License Pricing, Marketing, and Advertising Outline**, Idaho Real Estate Commission, version 1 (revised 6/2020).

#### **POST003 and POST003R: POST LICENSE PROFESSIONALISM, NEGOTIATIONS, AND CLOSINGS**

**Post License Professionalism, Negotiations, and Closings Outline**, Idaho Real Estate Commission, version 1 (revised 06/2020).

#### **POST004 and POST004R: POST LICENSE INTRODUCTION TO COMMERCIAL REAL ESTATE**

**Post License Introduction to Commercial Real Estate Outline**, Idaho Real Estate Commission, version 1 (reviewed 6/2020).

## **BROKER PRELICENSE**

### **BM002 and BM002R: BROKERAGE MANAGEMENT**

**Brokerage Management Outline**, Idaho Real Estate Commission, version 2.1 (*revised 5/2021*), exam version 2.2 (*revised 6/2021*).

### **BC002, BC002A, and BC002R: BUSINESS CONDUCT AND OFFICE OPERATIONS (BCOO)**

**Business Conduct and Office Operations Outline**, Idaho Real Estate Commission, version 3.1 (*revised 5/2021*).

### **FI003 and FI003R: REAL ESTATE FINANCE**

**Real Estate Finance Outline**, Idaho Real Estate Commission, version 1 (*revised 09/2019*), exam 1 version 3.1 (*revised 06/2021*); exam 2 version 3.2 (*revised 10/2022*).

**Essentials of Real Estate Finance**, 15th edition. Barrell, Doris. DF Institute, d/b/a Dearborn Real Estate Education, 2018 ISBN: 9781475462074. <https://www.dearborn.com/>

### **LW002 and LW002R: REAL ESTATE LAW**

**Idaho Real Estate Law Outline**, Idaho Real Estate Commission, version 1 (*revised 04/2022*), exam version 1 (*revised 4/2022*).

**Idaho Real Estate Law Handbook**, Taggart Steve L. & Cornelison, Mark V., 2021

### **VA002 and VA002R: VALUATION & ANALYSIS**

**Real Estate Valuation and Analysis Outline**, Idaho Real Estate Commission, version 1 (*revised 07/2019*), exam version 1.2 (*revised 06/2021*).

**Fundamentals of Real Estate Appraisal**, 13th edition. Ventolo Jr., William L. & Williams, Martha R. DF Institute, d/b/a Dearborn Real Estate Education, 2018 (*this includes all materials provided by Dearborn*). ISBN: 9781475463804. <https://www.dearborn.com/>

## **OPTIONAL SUPPLEMENTAL RESOURCES**

**\*Mastering Real Estate Principles**, 8<sup>th</sup> edition. Cortesi, Gerald R. DF Institute Inc., d/b/a. Dearborn Real Estate Education, 2021. ISBN: 9781078817127. <https://www.dearborn.com/>

**Principles of Real Estate Practice**, 6<sup>th</sup> edition, Mettling, Steven, Performance Programs Company, 2019. ISBN: 978-0915777273 & 0915777274. <https://www.performanceprogramscompany.com/>

**Real Estate Appraisal**, 8<sup>th</sup> edition, Schram Jr., Joseph, Rockwell Publishing, 2018. ISBN: 978-1-939259-84-4. <https://www.rockwellpublishing.com/bookstore.asp>

**Real Estate Brokerage Essentials: Navigating Legal Risks and Managing a Successful Brokerage**, 4<sup>th</sup> Edition, National Association of REALTORS®, 2016. <https://store.realtor.org/>

**Real Estate Fundamentals**, 10<sup>th</sup> edition, Gaddy, Wade E. and Hart, Robert E., DF Institute, d/b/a Dearborn Real Estate Education, 2019. ISBN: 9781475485639. <https://www.dearborn.com/>

**Real Estate Law**, 10<sup>th</sup> edition, Klayman, Elliot, DF Institute, d/b/a Dearborn Real Estate Education, 2019. ISBN: 978-1-4754-8494-6 & 1-4754-8494-1. <https://www.dearborn.com/>

**The Language of Real Estate**, 8<sup>th</sup> edition Reilly, John W. with Spodek, Marie S., DF Institute, d/b/a Dearborn Real Estate Education, 2019. ISBN: 9781475484915 & 1-4754-8491-7. <https://www.dearborn.com/>