

**APPROVED TEXTBOOKS**  
Idaho Real Estate Education Council  
**Effective 1/2020 (Updated 9/2020)**

***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: <https://irec.idaho.gov/wp-content/uploads/sites/103/publics/license-law-and-rules.pdf>

Available for purchase: <https://irec.idaho.gov/wp-content/uploads/sites/103/forms/ree094.pdf>

***\* 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**

**PR001 and PR001R: Sale Prelicense Module I Outline**, Idaho Real Estate Commission, version 1 (revised 11/2010), exam version 1 (revised 09/2015).

**PR002 and PR002R: Sale Prelicense Module II Outline**, Idaho Real Estate Commission, version 1 (revised 11/2010), exam version 1 (revised 09/2015).

\* **Idaho Real Estate Handbook**, 6th Edition, Byers, Chuck A. Professional Marketing Concepts, LLC, 2020. ISBN-13: 979-8660092367. <http://www.pmctraining.org>

\*\***Mastering Real Estate Principles**, 7<sup>th</sup> edition. Cortesi, Gerald R. DF Institute Inc., d.b.a. Dearborn Real Estate Education, 2016. ISBN: 978-1-4754-3403-3. <https://www.dearborn.com/>

**\*\*Mastering Real Estate Principles is currently the approved textbook for Sales Prelicense Module 1 and Module 2. IREC will be switching to *Modern Real Estate Practice* when the new outline is released in 2021.**

**SALES POST LICENSE**

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

**Post License Fundamentals Outline**, Idaho Real Estate Commission, version 1 (revised 06/2020).

**POST002, POST002A, and POST002A: 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: POST LICENSE INTRODUCTION TO COMMERCIAL REAL ESTATE**

**Post License Introduction to Commercial Real Estate**, 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 (*revised 6/2020*), exam version 1 (*revised 6/2020*).

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

**Business Conduct and Office Operations Outline**, Idaho Real Estate Commission, version 2 (*revised 06/2020*).

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

**Real Estate Finance Outline**, Idaho Real Estate Commission, version 1 (*revised 09/2019*), exam version 2 (*revised 04/2020*).

**Essentials of Real Estate Finance**, 15th edition. Barrell, Doris. DF Institute, d/b/a Dearborn Real Estate Education, 2018 ISBN: 978-1-4754-6207-4. <https://www.dearborn.com/>

### **LW001 and LW001R: REAL ESTATE LAW**

**Idaho Real Estate Law Outline**, Idaho Real Estate Commission, version 1 (*revised 2008*), exam version 1 (*revised 2/2014*).

**Idaho Real Estate Law Handbook**, May, J. Dee and Freeman, Duncan B. Twin Falls: J. Dee May, 2008.

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

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

**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: 978-1-4754-6381-1. <https://www.dearborn.com/>

## **OPTIONAL SUPPLEMENTAL RESOURCES**

**\*\*Modern Real Estate Practice**, 20th edition. Galaty, Fillmore W., Allaway, Wellington J., and Kyle, Robert. Dearborn Real Estate Education Company, 2018. ISBN: 978-1-4754-6372-9. <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 Finance**, 11th edition, Baker, J., OnCourse Learning Publishing. 2019. ISBN: 9781629802305. <https://www.oncourselearning.com/real-estate/>

**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: 978-1-4754-8563-9. <https://www.dearborn.com/>

**Real Estate Law**, 3<sup>rd</sup> edition, Jacobus, Charles J., OnCourse Learning Publishing, 2016. ISBN: 9781629801360. <https://www.oncourselearning.com/real-estate/>

**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: 978-1-4754-8491-5 & 1-4754-8491-7. <https://www.dearborn.com/>