

543B.60A Prohibited practices — business referral disclosures.

1. A licensee shall not request a referral fee after a bona fide offer to purchase is accepted.
2. A licensee shall not request a referral fee after a bona fide listing agreement has been signed.
3. A licensee shall not offer, promote, perform, provide, or otherwise participate in any marketing plan that requires a consumer to receive brokerage services, including referral services, from two or more licensees in a single real estate transaction, as a required condition for the consumer to receive either of the following:
 - a. Brokerage services from one or more of such licensees.
 - b. A rebate, prize, or other inducement from one or more such licensees.
4. For purposes of [this section](#), “consumer” shall include parties or prospective parties to a real estate transaction, clients or prospective clients of a licensee, or customers or prospective customers of a licensee.
5. [This section](#) does not address relationships between a broker and the broker associates or salespersons licensed under, employed by, or otherwise associated with the broker in a real estate brokerage agency.
6. A violation of [this section](#) is deemed a violation of [section 543B.29, subsection 1, paragraph “d”](#).
7. The purpose of [this section](#) is to prohibit licensee practices that interfere with contractual arrangements, place improper restrictions on consumer choice, compromise a licensee’s fiduciary obligations, and create conflicts of interest.
8. An Iowa licensee is prohibited from participating in any marketing plan or arrangement prohibited by [this section](#) with a person who is licensed or otherwise authorized to engage in the real estate business in another state or foreign country. [This subsection](#) shall not be interpreted to impact or alter a referral fee structure which otherwise complies with the requirements of [this section](#).
9. A licensee or person licensed in another state or foreign country who conducts business in this state or refers business to a licensee in this state shall disclose in writing to the consumer and to the licensee to whom they are referring business, the name of the consumer being referred, the name of the referring company, and the amount of compensation they are receiving for the referral. [This subsection](#) shall not affect or restrict business practices relating to payment methods between listing and selling brokerages, and shall be applicable strictly to properties containing at least one but not more than four dwelling units.

[99 Acts, ch 22, §2; 2005 Acts, ch 179, §73; 2007 Acts, ch 153, §1, 2; 2008 Acts, ch 1099, §5](#)