

**193E—16.3(543B) Broker prelicense education criteria.**

**16.3(1) *Mandatory course of study.*** The mandatory course of study to take the broker examination consists of Iowa Code section 543B.15(7). Approved courses include the following subjects:

Contract Law and Contract Writing . . . . .	6 hours
Iowa Real Estate Trust Accounts . . . . .	6 hours
Principles of Appraising and Market Analysis . . . . .	6 hours
Real Estate Law and Agency Law . . . . .	6 hours
Real Estate Finance . . . . .	6 hours
Federal and State Laws Affecting Iowa Practice . . . . .	6 hours
Real Estate Office Organization, Administration and Human Resources . . . . .	12 hours
Real Estate Technology and Data Security . . . . .	6 hours
Ethics and Safety Issues for Brokers . . . . .	6 hours

**16.3(2) *Completion of prelicense education.*** Successful completion of the broker prelicense education includes passage of an examination(s) designed by the approved provider that is sufficiently comprehensive to measure the student’s knowledge of all aspects of the course(s). Times allotted for examinations may be regarded as hours of instruction.

**16.3(3) *Substitution of courses.*** Written requests for substitution of the broker prelicense education courses specified in subrule 16.3(1) may be granted if the applicant submits evidence of successful completion of a course or courses which are substantially similar to the courses specified in subrule 16.3(1). Any course completed more than 24 months prior to commission consideration for approval does not qualify for substitution.

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