



Real Estate Pre-license
Certificate: NIACC
Business

Credit
3 Semester hours

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Program Description

This pre-license course is required by the Iowa Real Estate Commission prior to examination for an Iowa Real Estate Salesperson License.
 Upon completion of this curriculum, participants will be exposed to principles of real estate, terminology, mathematical calculations, procedures and ethics necessary to enable them to understand the real estate profession.

Admission Requirements

- Be a person 18 years of age or over. (You may actually sit for the exam before you are 18 but you MUST be 18 before you make application for license, which must be within six (6) months after you pass the exam.
 - Be a person whose application has not been rejected for licensure in this or any other state with twelve (12) months prior to the date of application, and whose real estate license has not been revoked in this or any other state within two (2) years prior to date of application.
 - Successfully pass a criminal background check
- Beginning January 1, 2009, and thereafter, an applicant applying for an original salesperson license must provide evidence of successful completion of the following courses: 12 hours of Developing Professionalism and Ethical Practices, 12 hours of Buying Practices and 12 hours of Listing Practices or equivalent Commission approved courses such as IAR's "New Agent Training" This course work must be completed during the 12 months prior to license application. This education is in addition to the 60-hour salesperson pre license test course.
- Basic computer skills
 Basic math skills

Curriculum

BUS-255 60 Hour Real Estate Pre-license

- Course includes topics of
- Law of agency
 - Real Estate Law & Conveyance
 - Legal Descriptions and Zoning
 - Trust Accounts & Closing Statements
 - Real Estate Insurance
 - Iowa License Law & Commission Rules
 - Law of Contracts
 - Fair Housing
 - Appraising
 - Financing of Real Estate
 - Taxation
 - Real Estate Mathematics

Program Fees

Tuition & Fees	\$485
Books	
Other fees	
Total	\$485

Career Potential

Real Estate Sales Person

This course is preparation to take the Real Estate Salesperson examination and to function as a well-informed real estate salesperson.