



GEORGIA REAL ESTATE EXAM GLOSSARY

Blockbusting

Blockbusting is inducing or attempting to induce owners to sell or rent by suggesting that people of a protected class are entering or may enter the area and that negative consequences will follow.

OFFICIAL AREA

Practice of Real Estate

KNOWLEDGE CLUSTER

Fair housing

LEARNING SYSTEM

Define, distinguish, apply, retrieve

SOURCE STANDARD

Official exam outline plus authoritative Georgia or federal references where the topic has a controlling rule. Independent educational resource, not affiliated with GREC or PSI.

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01 / COMPLETE LESSON

Build the complete exam definition

Learn the rule, separate it from the nearest distractor, then apply it to a Georgia fact pattern.

CORE DEFINITION

What does Blockbusting mean?

Blockbusting is inducing or attempting to induce owners to sell or rent by suggesting that people of a protected class are entering or may enter the area and that negative consequences will follow.

CLOSEST DISTINCTION

How do you separate the nearest exam answer?

Blockbusting targets owners with fear to generate transactions. Steering directs prospects, while redlining restricts services or credit by area or protected-class patterns.

GEORGIA APPLICATION

What changes or stays the same in Georgia?

The federal prohibition applies in Georgia even if the predicted price change or neighborhood claim is framed as market advice.

WORKED EXAMPLE

An agent tells homeowners to list immediately because families of a particular race are moving nearby and values will supposedly fall.

EXAM TRAP

No actual demographic change or completed sale is required for the prohibited solicitation technique.

Memory cue: No actual demographic change or completed sale is required for the prohibited solicitation technique.



02 / PRACTICE AND MASTERY

Retrieve the rule under exam conditions

Answer before reading the explanation. Then explain why every distractor belongs to a different term.

ORIGINAL PRACTICE CHECK

Which statement correctly explains Blockbusting?

- A** Steering is guiding a housing prospect toward or away from neighborhoods, properties, or communities because of the person's protected-class status or the protected-class composition of an area.
- B** Blockbusting is inducing or attempting to induce owners to sell or rent by suggesting that people of a protected class are entering or may enter the area and that negative consequences will follow.
- C** Redlining is denying, limiting, pricing, or discouraging lending, insurance, brokerage, or other housing-related services because of the racial, ethnic, protected-class, or geographic character of an area rather than legitimate individual risk factors.
- D** The federal Fair Housing Act prohibits discrimination in covered housing sales, rentals, advertising, financing, brokerage, and related services because of race, color, religion, sex, familial status, national origin, or disability.

CORRECT ANSWER: B

Blockbusting is correct. Blockbusting is inducing or attempting to induce owners to sell or rent by suggesting that people of a protected class are entering or may enter the area and that negative consequences will follow. Blockbusting targets owners with fear to generate transactions. Steering directs prospects, while redlining restricts services or credit by area or protected-class patterns. The federal prohibition applies in Georgia even if the predicted price change or neighborhood claim is framed as market advice.

MASTERY TRACKER

Mark each box only when you can perform the skill without looking.

- ☐ I can define the term in one precise sentence.
- ☐ I can separate it from the closest look-alike.
- ☐ I can explain the Georgia rule or confirm that the national rule applies.
- ☐ I can answer the practice check and explain every option.



03 / CONNECTIONS AND AUTHORITY

Connect the term to the wider exam

Use these relationships to move from isolated recall to a connected exam model.

RELATED TERM

Steering

Steering is guiding a housing prospect toward or away from neighborhoods, properties, or communities because of the person's protected-class status or the protected-class composition of an area.

<https://www.passgeorgiarealestate.com/glossary/steering>

RELATED TERM

Redlining

Redlining is denying, limiting, pricing, or discouraging lending, insurance, brokerage, or other housing-related services because of the racial, ethnic, protected-class, or geographic character of an area rather than legitimate individual risk factors.

<https://www.passgeorgiarealestate.com/glossary/redlining>

RELATED TERM

Fair Housing Act

The federal Fair Housing Act prohibits discrimination in covered housing sales, rentals, advertising, financing, brokerage, and related services because of race, color, religion, sex, familial status, national origin, or disability.

<https://www.passgeorgiarealestate.com/glossary/fair-housing-act>

RELATED TERM

Protected class

A protected class is a group defined by a characteristic that anti-discrimination law prohibits decision-makers from using as a basis for specified housing, credit, employment, or public-accommodation conduct.

<https://www.passgeorgiarealestate.com/glossary/protected-class>

RECOMMENDED NEXT COMPLETE LESSON

Practice of Real Estate complete lesson

<https://www.passgeorgiarealestate.com/study-guide/practice-of-real-estate/prohibited-fair-housing-conduct>

EXAM SOURCES AND AUTHORITY NOTES

1. PSI Georgia Candidate Information Bulletin, 7/1/2026

Official exam administration and content-outline source.

<https://test-takers.psiexams.com/api/content/bulletin/4672>

2. U.S. Department of Housing and Urban Development, Fair Housing Act Overview

Federal source for protected classes, prohibited conduct, accommodations, and modifications.

<https://www.hud.gov/helping-americans/fair-housing-act-overview>