GEORGIA REAL ESTATE EXAM GLOSSARY

Counteroffer

A counteroffer is a response to an offer that changes a term and proposes a new bargain.

OFFICIAL AREA	KNOWLEDGE CLUSTER	LEARNING SYSTEM
Contracts	Contract formation	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.

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 Counteroffer mean?

A counteroffer is a response to an offer that changes a term and proposes a new bargain. It generally rejects the original offer, making the counterofferor the new offeror.

CLOSEST DISTINCTION

How do you separate the nearest exam answer?

An acceptance agrees to the offered terms without change. A counteroffer changes a term. A request for information may ask a question without rejecting the offer.

GEORGIA APPLICATION

What changes or stays the same in Georgia?

Georgia exam questions apply the national contract rule. Even a small change to price, closing date, included property, or another material term can create a counteroffer.

WORKED EXAMPLE

A seller signs the buyer's offer but changes the closing date from June 1 to June 15. The seller has made a counteroffer.

EXAM TRAP

Do not treat a signed response as acceptance when handwriting or an addendum changes a term.

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

A buyer offers $300,000 with a June 1 closing. The seller signs the offer but crosses out June 1, writes June 15, and initials the change. The buyer has not responded. What is the status?

- **A** A binding contract exists with a June 15 closing
- **B** The offer is rejected, and the seller is now the offeror
- **C** A binding contract exists with a June 1 closing
- **D** The seller's change is only a request for information

CORRECT ANSWER: B

Changing any term of an offer makes a counteroffer, which rejects the original offer and turns the seller into the offeror. No contract exists until the buyer accepts the June 15 date. The seller's signature makes the first option look right, but a signed response that changes a term is not an acceptance.

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

Bilateral contract

A bilateral contract is formed by an exchange of promises, with each party becoming both a promisor and a promisee.

https://www.passgeorgiarealestate.com/glossary/bilateral-contract

RELATED TERM

Addendum

An addendum is an additional document attached to and made part of a contract to add terms, disclosures, or provisions not contained in the main form, usually at or before contract formation.

https://www.passgeorgiarealestate.com/glossary/addendum

RELATED TERM

Amendment

An amendment is a later agreement that changes, deletes, or replaces terms in an existing contract.

https://www.passgeorgiarealestate.com/glossary/amendment

RELATED TERM

Option contract

An option contract gives the optionee the right, but not the obligation, to buy or lease property on stated terms within a stated time, in exchange for consideration supporting that promise.

https://www.passgeorgiarealestate.com/glossary/option-contract

RECOMMENDED NEXT COMPLETE LESSON

Contracts complete lesson

https://www.passgeorgiarealestate.com/study-guide/contracts/offers-and-acceptance

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