PASS GEORGIA
REAL ESTATE EXAM PREP

GEORGIA REAL ESTATE EXAM GLOSSARY

# Listing agreement

A listing agreement is a written brokerage engagement in which an owner authorizes a broker to market property and perform stated services under defined terms, duration, duties, and compensation provisions.

| OFFICIAL AREA | KNOWLEDGE CLUSTER | LEARNING SYSTEM |
| --- | --- | --- |
| **Agency** | **Brokerage engagements** | **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 Listing agreement mean?

A listing agreement is a written brokerage engagement in which an owner authorizes a broker to market property and perform stated services under defined terms, duration, duties, and compensation provisions.

CLOSEST DISTINCTION

### How do you separate the nearest exam answer?

The listing agreement binds seller and broker. The purchase and sale agreement binds seller and buyer.

GEORGIA APPLICATION

### What changes or stays the same in Georgia?

Georgia requires the written engagement to address statutory matters and the broker must give the client a copy. Listing type affects when compensation is earned.

WORKED EXAMPLE

An owner signs an exclusive-right-to-sell engagement authorizing a brokerage to market the home for a stated term.

EXAM TRAP

A listing does not transfer title or obligate a buyer to purchase.

**Memory cue: A listing does not transfer title or obligate a buyer to purchase.**

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 Listing agreement?

- **A** A brokerage engagement is a written contract in which a seller, buyer, landlord, or tenant becomes a client of a Georgia broker and the parties state the brokerage services, duties, terms, and compensation arrangement.
- **B** A listing agreement is a written brokerage engagement in which an owner authorizes a broker to market property and perform stated services under defined terms, duration, duties, and compensation provisions.
- **C** A buyer brokerage agreement is a written brokerage engagement authorizing a broker to represent a buyer in locating, evaluating, negotiating for, or acquiring property under stated terms.
- **D** Agency is a legal relationship in which an agent is authorized to act for a principal and owes duties arising from the relationship, the agreement, and applicable law.

## CORRECT ANSWER: B

Listing agreement is correct. A listing agreement is a written brokerage engagement in which an owner authorizes a broker to market property and perform stated services under defined terms, duration, duties, and compensation provisions. The listing agreement binds seller and broker. The purchase and sale agreement binds seller and buyer. Georgia requires the written engagement to address statutory matters and the broker must give the client a copy. Listing type affects when compensation is earned.

## 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

### Brokerage engagement

A brokerage engagement is a written contract in which a seller, buyer, landlord, or tenant becomes a client of a Georgia broker and the parties state the brokerage services, duties, terms, and compensation arrangement.

https://www.passgeorgiarealestate.com/glossary/brokerage-engagement

RELATED TERM

### Buyer brokerage agreement

A buyer brokerage agreement is a written brokerage engagement authorizing a broker to represent a buyer in locating, evaluating, negotiating for, or acquiring property under stated terms.

https://www.passgeorgiarealestate.com/glossary/buyer-brokerage-agreement

RELATED TERM

### Agency

Agency is a legal relationship in which an agent is authorized to act for a principal and owes duties arising from the relationship, the agreement, and applicable law.

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

RELATED TERM

### Deed

A deed is a written instrument by which a grantor conveys an interest in real property to a grantee.

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

RECOMMENDED NEXT COMPLETE LESSON

### Agency complete lesson

https://www.passgeorgiarealestate.com/study-guide/agency/representation-agreements

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. Georgia Brokerage Relationships in Real Estate Transactions Act**

GREC's official law portal links to Title 10, Chapter 6A, the Georgia agency statute.

https://grec.state.ga.us/information-research/license-law/

**3. Georgia Real Estate Commission Rules, Chapter 520-1**

Official Georgia Secretary of State publication of Commission rules governing licensure and brokerage.

https://rules.sos.ga.gov/gac/520-1