GEORGIA REAL ESTATE EXAM GLOSSARY

Price fixing

Price fixing is an agreement among competitors to set, stabilize, raise, lower, or otherwise coordinate prices or price-related terms instead of deciding them independently.

OFFICIAL AREA	KNOWLEDGE CLUSTER	LEARNING SYSTEM
Practice of Real Estate	**Competition and business conduct**	**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 Price fixing mean?

Price fixing is an agreement among competitors to set, stabilize, raise, lower, or otherwise coordinate prices or price-related terms instead of deciding them independently.

CLOSEST DISTINCTION

How do you separate the nearest exam answer?

Each brokerage may independently establish its compensation. Competing brokers may not agree on commission rates, minimum fees, discounts, or other pricing terms.

GEORGIA APPLICATION

What changes or stays the same in Georgia?

Georgia real estate commissions are negotiable. Describing a rate as standard, required by the Commission, or fixed by the local market can create both consumer deception and antitrust risk.

WORKED EXAMPLE

Two competing brokers agree that neither will accept listings below a 6 percent commission.

EXAM TRAP

An agreement to keep prices low is still price fixing. The direction of the price movement does not cure coordination.

Memory cue: An agreement to keep prices low is still price fixing.

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 Price fixing?

- **A** Price fixing is an agreement among competitors to set, stabilize, raise, lower, or otherwise coordinate prices or price-related terms instead of deciding them independently.
- **B** Antitrust law protects competition by prohibiting agreements and conduct that unreasonably restrain trade, including price fixing, market allocation, and certain group boycotts among competitors.
- **C** Market allocation is an agreement among competitors to divide customers, territories, property types, price ranges, or other markets so they avoid competing with one another.
- **D** A group boycott is coordinated action by competitors to refuse to deal with a person, firm, platform, supplier, or customer as a way to exclude, punish, coerce, or restrain competition.

CORRECT ANSWER: A

Price fixing is correct. Price fixing is an agreement among competitors to set, stabilize, raise, lower, or otherwise coordinate prices or price-related terms instead of deciding them independently. Each brokerage may independently establish its compensation. Competing brokers may not agree on commission rates, minimum fees, discounts, or other pricing terms. Georgia real estate commissions are negotiable. Describing a rate as standard, required by the Commission, or fixed by the local market can create both consumer deception and antitrust risk.

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

Antitrust

Antitrust law protects competition by prohibiting agreements and conduct that unreasonably restrain trade, including price fixing, market allocation, and certain group boycotts among competitors.

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

RELATED TERM

Market allocation

Market allocation is an agreement among competitors to divide customers, territories, property types, price ranges, or other markets so they avoid competing with one another.

https://www.passgeorgiarealestate.com/glossary/market-allocation

RELATED TERM

Group boycott

A group boycott is coordinated action by competitors to refuse to deal with a person, firm, platform, supplier, or customer as a way to exclude, punish, coerce, or restrain competition.

https://www.passgeorgiarealestate.com/glossary/group-boycott

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

RECOMMENDED NEXT COMPLETE LESSON

Practice of Real Estate complete lesson

https://www.passgeorgiarealestate.com/study-guide/practice-of-real-estate/antitrust

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 Justice, Antitrust Laws and You

Federal source for competition principles and prohibited agreements.

https://www.justice.gov/atr/antitrust-laws-and-you

3. Georgia Real Estate License Law, O.C.G.A. Title 43, Chapter 40

GREC's official portal to Title 43, Chapter 40 and related real estate laws.

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