



GEORGIA REAL ESTATE EXAM GLOSSARY

Puffing

Puffing is an exaggerated statement of opinion or sales enthusiasm that a reasonable person would not understand as a verifiable fact, such as calling a view the finest in town.

OFFICIAL AREA

Practice of Real Estate

KNOWLEDGE CLUSTER

Conduct and consumer protection

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 Puffing mean?

Puffing is an exaggerated statement of opinion or sales enthusiasm that a reasonable person would not understand as a verifiable fact, such as calling a view the finest in town.

CLOSEST DISTINCTION

How do you separate the nearest exam answer?

Puffing expresses subjective opinion. Misrepresentation states or conceals a material fact falsely and can create liability.

GEORGIA APPLICATION

What changes or stays the same in Georgia?

Georgia licensees remain subject to disclosure and honesty duties. Calling a factual defect mere sales talk does not turn it into permissible puffing.

WORKED EXAMPLE

An agent says a home's sunset view is unbeatable. The statement is subjective and cannot be objectively proved true or false.

EXAM TRAP

The enthusiastic tone is irrelevant. Classify the statement by whether it is opinion or a verifiable fact.



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

An agent makes four statements during a showing. Which one is puffing rather than a statement of fact?

- ☒ A The roof was fully replaced in spring 2023.
- ☐ B The basement has never taken on water.
- ☐ C This kitchen is the most charming around.
- ☐ D The lot is zoned for a second dwelling unit.

CORRECT ANSWER: C

Puffing is subjective opinion or sales enthusiasm that a reasonable person would not take as a verifiable fact. Whether a kitchen is charming cannot be proved true or false. The other three statements can be checked, so a false version of any of them would be misrepresentation, not puffing.

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

Material fact

A material fact is information a reasonable party would consider important when deciding whether or on what terms to enter a real estate transaction.

<https://www.passgeorgiarealestate.com/glossary/material-fact>

RELATED TERM

Material defect

A material defect is a problem with the property or its improvements that would significantly affect value, safety, intended use, or a reasonable buyer's decision.

<https://www.passgeorgiarealestate.com/glossary/material-defect>

RELATED TERM

Adverse material fact

An adverse material fact is significant information that is unfavorable to a party's interests, such as an actually known condition materially affecting the physical condition of the property or its immediate neighborhood, as described by Georgia law.

<https://www.passgeorgiarealestate.com/glossary/adverse-material-fact>

RELATED TERM

Unfair practice

An unfair practice is conduct prohibited by Georgia real estate license law or Commission rules because it is dishonest, misleading, incompetent, unsafe, or inconsistent with the duties of a licensee.

<https://www.passgeorgiarealestate.com/glossary/unfair-practice>

RECOMMENDED NEXT COMPLETE LESSON

Practice of Real Estate complete lesson

<https://www.passgeorgiarealestate.com/study-guide/property-disclosures/material-facts-and-defects>

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 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/>