

MANUFACTURED HOMES (MH) DEALER PRACTICE TEST (SAMPLE)

STUDY GUIDE



**SAMPLE STUDY GUIDE
WITH LIMITED QUESTIONS**

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THE FULL VERSION STUDY GUIDE**

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Introduction

Preparing for a certification exam can feel overwhelming, but with the right tools, it becomes an opportunity to build confidence, sharpen your skills, and move one step closer to your goals. At Examzify, we believe that effective exam preparation isn't just about memorization, it's about understanding the material, identifying knowledge gaps, and building the test-taking strategies that lead to success.

This guide was designed to help you do exactly that.

Whether you're preparing for a licensing exam, professional certification, or entry-level qualification, this book offers structured practice to reinforce key concepts. You'll find a wide range of multiple-choice questions, each followed by clear explanations to help you understand not just the right answer, but why it's correct.

The content in this guide is based on real-world exam objectives and aligned with the types of questions and topics commonly found on official tests. It's ideal for learners who want to:

- Practice answering questions under realistic conditions,
- Improve accuracy and speed,
- Review explanations to strengthen weak areas, and
- Approach the exam with greater confidence.

We recommend using this book not as a stand-alone study tool, but alongside other resources like flashcards, textbooks, or hands-on training. For best results, we recommend working through each question, reflecting on the explanation provided, and revisiting the topics that challenge you most.

Remember: successful test preparation isn't about getting every question right the first time, it's about learning from your mistakes and improving over time. Stay focused, trust the process, and know that every page you turn brings you closer to success.

Let's begin.

How to Use This Guide

This guide is designed to help you study more effectively and approach your exam with confidence. Whether you're reviewing for the first time or doing a final refresh, here's how to get the most out of your Examzify study guide:

1. Start with a Diagnostic Review

Skim through the questions to get a sense of what you know and what you need to focus on. Your goal is to identify knowledge gaps early.

2. Study in Short, Focused Sessions

Break your study time into manageable blocks (e.g. 30 – 45 minutes). Review a handful of questions, reflect on the explanations.

3. Learn from the Explanations

After answering a question, always read the explanation, even if you got it right. It reinforces key points, corrects misunderstandings, and teaches subtle distinctions between similar answers.

4. Track Your Progress

Use bookmarks or notes (if reading digitally) to mark difficult questions. Revisit these regularly and track improvements over time.

5. Simulate the Real Exam

Once you're comfortable, try taking a full set of questions without pausing. Set a timer and simulate test-day conditions to build confidence and time management skills.

6. Repeat and Review

Don't just study once, repetition builds retention. Re-attempt questions after a few days and revisit explanations to reinforce learning. Pair this guide with other Examzify tools like flashcards, and digital practice tests to strengthen your preparation across formats.

There's no single right way to study, but consistent, thoughtful effort always wins. Use this guide flexibly, adapt the tips above to fit your pace and learning style. You've got this!

Questions

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- 1. Why is leveling the ground an important part of site preparation?**
 - A. It enhances aesthetic appeal
 - B. It ensures proper utility connections
 - C. It prevents structural issues
 - D. It increases resale value
- 2. What is a dealer's license in the context of manufactured homes?**
 - A. A legal document required for building homes
 - B. A certification for installation of manufactured homes
 - C. A license allowing individuals to sell manufactured homes
 - D. A loan approval document for purchasing manufactured homes
- 3. Who is exempt from sales tax on manufactured homes?**
 - A. New homeowners
 - B. Those purchasing for residential use
 - C. Homes already on the local property tax roll
 - D. Government agencies only
- 4. Which of the following statements is true about the classification of a manufactured home?**
 - A. It is always classified as real estate regardless of context
 - B. It can be classified as personal property or real estate
 - C. It is not subject to financing options
 - D. It can only be owned by licensed dealers
- 5. Under what condition may the department refuse to issue a transported decal?**
 - A. Failure to pay licensing fees
 - B. The transporter's certificate of authority from PUC is revoked or suspended
 - C. Failure to submit a damage report
 - D. The absence of a valid license

- 6. What is the down payment requirement in manufactured home financing?**
- A. The full purchase price paid upfront
 - B. An upfront fee with no percentage specified
 - C. The initial payment often as a percentage of the purchase price
 - D. A monthly payment system without a down payment
- 7. What installation requirement was mandated for manufactured homes installed after 9/19/1994?**
- A. Installation must meet local building codes
 - B. Installation must resist horizontal wind pressures or designed wind load, whichever is greater
 - C. Installation must include a foundation system
 - D. Installation must be completed within a specific time frame
- 8. For sales and use tax purposes, when does a sale take place?**
- A. On the date the contract is signed
 - B. On the date of actual transfer of title and possession
 - C. When the buyer submits payment
 - D. When the home is delivered
- 9. What aspect of manufactured homes does a "set-up" typically include?**
- A. Preparing marketing materials
 - B. Connecting utilities and leveling the home
 - C. Scheduling dealer appointments
 - D. Conducting market assessments
- 10. What is the purpose of a floor plan when buying a manufactured home?**
- A. To plan construction costs
 - B. To visualize the layout and dimensions
 - C. To determine the resale value
 - D. To outline legal requirements

Answers

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1. C
2. C
3. C
4. B
5. B
6. C
7. B
8. B
9. B
10. B

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Explanations

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1. Why is leveling the ground an important part of site preparation?

- A. It enhances aesthetic appeal
- B. It ensures proper utility connections
- C. It prevents structural issues**
- D. It increases resale value

Leveling the ground during site preparation is crucial because it directly prevents structural issues that might arise once a manufactured home is installed. When the ground is uneven, it can lead to improper weight distribution across the home's foundation. This can cause the home to shift, settle unevenly, or even develop cracks in the walls and floors over time. Furthermore, an unlevel foundation can affect the integrity of plumbing and electrical systems within the home, resulting in more significant problems down the line. While other factors like aesthetic appeal, utility connections, and resale value may also be influenced by site preparation practices, they do not carry the same immediate risk of damage to the home's structure as proper leveling does. Thus, achieving a level ground is fundamentally about ensuring safety and stability for the long-term durability of the manufactured home.

2. What is a dealer's license in the context of manufactured homes?

- A. A legal document required for building homes
- B. A certification for installation of manufactured homes
- C. A license allowing individuals to sell manufactured homes**
- D. A loan approval document for purchasing manufactured homes

A dealer's license is a specific authorization that allows individuals or businesses to legally sell manufactured homes. This licensing is crucial because it ensures that dealers comply with state and federal regulations intended to protect consumers in the manufactured housing market. By obtaining this license, a dealer demonstrates that they meet certain standards and are knowledgeable about the industry, which fosters trust with customers. This license is not about construction, installation, or financing, but rather focuses solely on the sale of manufactured homes. It serves as a regulatory measure to maintain professionalism and ethical practices within the industry.

3. Who is exempt from sales tax on manufactured homes?

- A. New homeowners
- B. Those purchasing for residential use
- C. Homes already on the local property tax roll**
- D. Government agencies only

Individuals or entities purchasing manufactured homes that are already on the local property tax roll are exempt from sales tax because these homes are classified as real property rather than personal property. When a manufactured home is already assessed for property tax, it is treated as part of the permanent real estate landscape, which subjects it to property tax, not sales tax. This exemption helps to avoid double taxation, as the home is already contributing to local taxes through the property tax system. In contrast, new homeowners or those purchasing for residential use may still be subject to sales tax, depending on the specific circumstances of the transaction. Government agencies might have different tax exemptions, but they are not the sole group that benefits from an exemption related to manufactured homes that are already taxed as property. Hence, the exemption for homes that are already on the local property tax roll is specific and clear, making this the correct answer.

4. Which of the following statements is true about the classification of a manufactured home?

- A. It is always classified as real estate regardless of context
- B. It can be classified as personal property or real estate**
- C. It is not subject to financing options
- D. It can only be owned by licensed dealers

A manufactured home can indeed be classified as personal property or real estate, depending on several factors such as how it is used, its location, and the specific state laws governing manufactured housing. When a manufactured home is placed on a permanent foundation and the land it sits on is owned by the homeowner, it is typically classified as real estate. Conversely, if it remains movable or is not permanently affixed to land, it may be classified as personal property. This dual classification is significant because it influences tax treatment, financing options, and transfer of ownership. Understanding this classification helps prospective buyers and dealers navigate the complexities of manufactured housing and emphasizes the importance of context in determining how these homes are categorized.

5. Under what condition may the department refuse to issue a transported decal?

- A. Failure to pay licensing fees
- B. The transporter's certificate of authority from PUC is revoked or suspended**
- C. Failure to submit a damage report
- D. The absence of a valid license

The department may refuse to issue a transported decal if the transporter's certificate of authority from the Public Utility Commission (PUC) is revoked or suspended. This condition is significant because the certificate of authority is essential for a transporter to legally operate within the jurisdiction. If the PUC has taken action to revoke or suspend this certificate, it indicates that the transporter is not in compliance with the necessary regulations or standards established for safe and lawful transportation. Such a situation raises concerns about the reliability and legality of the transporter's operations, thereby justifying the refusal to issue the decal. Having the appropriate certifications ensures that the transporter adheres to safety regulations and maintains a standard of service that protects all parties involved in the transportation of manufactured homes. When these essential credentials are lacking or compromised, it not only affects the individual transporter but also could potentially harm the broader industry and its reputation.

6. What is the down payment requirement in manufactured home financing?

- A. The full purchase price paid upfront
- B. An upfront fee with no percentage specified
- C. The initial payment often as a percentage of the purchase price**
- D. A monthly payment system without a down payment

In manufactured home financing, the down payment requirement is typically structured as an initial payment that is a percentage of the total purchase price. This upfront payment is crucial as it reduces the amount that needs to be financed, demonstrates the buyer's commitment to the purchase, and provides a safety net for lenders, minimizing their risk. This initial payment can vary based on financing options, lender policies, and buyer qualifications, but it is generally not the full purchase price, nor is it an unspecified fee. Additionally, while there are some financing options that may allow for no down payment, they are not the standard and often depend on specific circumstances. Therefore, the notion that the down payment is often a percentage of the purchase price aligns with the common practices in the manufactured home industry.

7. What installation requirement was mandated for manufactured homes installed after 9/19/1994?

- A. Installation must meet local building codes
- B. Installation must resist horizontal wind pressures or designed wind load, whichever is greater**
- C. Installation must include a foundation system
- D. Installation must be completed within a specific time frame

The correct choice highlights the importance of wind resistance in the installation of manufactured homes, which reflects a specific concern for safety and structural integrity. Following the guidelines established after September 19, 1994, manufactured homes are required to be anchored in a way that ensures they can withstand horizontal wind pressures or a designed wind load, whichever is greater. This requirement addresses the increased risks posed by severe weather conditions, particularly in areas prone to high winds, including hurricanes and tornadoes. By mandating that installations account for these forces, the regulation aims to minimize the risk of manufactured homes being displaced or damaged during extreme weather events, ultimately protecting the inhabitants and preserving property. This focus on wind load resistance underscores the evolution of safety standards in the manufactured home industry, aiming to create safer living environments for all residents. Other installation aspects, such as adherence to local building codes, while necessary, do not target the specific concerns regarding wind resistance and thus do not fully address the critical safety requirements emphasized by the regulation enacted after 1994.

8. For sales and use tax purposes, when does a sale take place?

- A. On the date the contract is signed
- B. On the date of actual transfer of title and possession**
- C. When the buyer submits payment
- D. When the home is delivered

The correct answer is that a sale takes place on the date of actual transfer of title and possession. This is significant in the context of sales and use tax because it marks the point at which the buyer takes ownership of the property and the seller relinquishes control. According to tax regulations, the obligation to collect sales tax generally arises at the moment the buyer acquires the right to use and control the manufactured home, which occurs at the transfer of title and possession. This timing is crucial because it aligns with the principle that sales tax is assessed only when a buyer has definitive ownership over a good, rather than when merely signing a contract, making a payment, or upon delivery. Therefore, the transfer of title and possession represents the legal point of sale in the eyes of tax authorities, establishing the buyer's liability for the sales tax due on the transaction.

9. What aspect of manufactured homes does a "set-up" typically include?

- A. Preparing marketing materials
- B. Connecting utilities and leveling the home**
- C. Scheduling dealer appointments
- D. Conducting market assessments

The aspect of manufactured homes that a "set-up" typically includes is the process of connecting utilities and leveling the home. This stage is crucial for ensuring that the home is properly installed and safe for occupancy. When a manufactured home is delivered to a site, it needs to be carefully positioned and anchored according to specific guidelines to ensure stability and compliance with local regulations. This includes connecting essential utilities such as water, electricity, and sewer lines to the home, as well as adjusting the home's positioning to ensure it is level. A well-executed set-up helps prevent issues related to plumbing, electrical systems, and structural integrity, offering residents a sound living environment. Other options, such as preparing marketing materials, scheduling dealer appointments, and conducting market assessments, are more aligned with sales and business operations rather than the physical installation and preparation of the home itself. These tasks do not directly relate to the practical aspects of setting up the manufactured home on-site.

10. What is the purpose of a floor plan when buying a manufactured home?

- A. To plan construction costs
- B. To visualize the layout and dimensions**
- C. To determine the resale value
- D. To outline legal requirements

A floor plan serves as a vital tool for potential buyers of manufactured homes by allowing them to visualize the layout and dimensions of the space. This visualization helps in understanding how different areas of the home are organized and how they will interact with one another. Buyers can assess the flow of the rooms, the sizes of the bedrooms, living areas, and kitchen, and determine if the space meets their needs and preferences. Understanding the floor plan is crucial in making an informed decision, as it directly impacts factors like comfort, functionality, and overall satisfaction with the home. A well-designed floor plan can greatly influence a buyer's decision, ensuring that they select a home that not only fits their lifestyle but also makes efficient use of available space. While planning construction costs, determining resale value, and outlining legal requirements are important aspects of purchasing a home, they are secondary to the immediate need of visualizing how the home will function in daily life. The floor plan provides that essential insight, making it a fundamental part of the buying process for manufactured homes.

Next Steps

Congratulations on reaching the final section of this guide. You've taken a meaningful step toward passing your certification exam and advancing your career.

As you continue preparing, remember that consistent practice, review, and self-reflection are key to success. Make time to revisit difficult topics, simulate exam conditions, and track your progress along the way.

If you need help, have suggestions, or want to share feedback, we'd love to hear from you. Reach out to our team at hello@examzify.com.

Or visit your dedicated course page for more study tools and resources:

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We wish you the very best on your exam journey. You've got this!

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