

# New Mexico Manufactured Homes Salesperson Practice Exam (Sample)

## Study Guide



**Everything you need from our exam experts!**

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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

- 1. What type of insurance is recommended for manufactured home owners?**
  - A. Homeowners insurance**
  - B. Standard auto insurance**
  - C. Manufactured home insurance or mobile home insurance**
  - D. Renters insurance**
- 2. What is a common limitation faced by manufactured home buyers?**
  - A. Access to traditional mortgage options**
  - B. A wide selection of home styles**
  - C. Flexible financing plans**
  - D. Increased property tax benefits**
- 3. What role does an appraiser serve in the context of manufactured homes?**
  - A. To design the layout of the home**
  - B. To assess the value of the home for financing or resale purposes**
  - C. To manage the sales process**
  - D. To provide legal advice to sellers**
- 4. What potential risks should buyers be aware of regarding older manufactured homes?**
  - A. Older homes significantly increase resale values**
  - B. They may require additional upkeep and renovations**
  - C. They are typically more energy-efficient**
  - D. They usually have higher original construction quality**
- 5. If a customer's home has an issue while still under warranty, what is the dealer's responsibility?**
  - A. Ignore the issue until it escalates**
  - B. Take prompt action in a reasonable timeframe after the issue is reported**
  - C. Ask the customer to fix the issue themselves**
  - D. Document the issue and dismiss it**

- 6. What is the required footage for drainage?**
- A. 5 feet**
  - B. 10 feet**
  - C. 15 feet**
  - D. 20 feet**
- 7. What is the minimum living area size required for a manufactured home in New Mexico?**
- A. 300 square feet**
  - B. 400 square feet**
  - C. 500 square feet**
  - D. 600 square feet**
- 8. What is the primary purpose of Regulation Z?**
- A. To enforce fair trade practices**
  - B. Truth and justice**
  - C. Statutes to which homes are built**
  - D. To share with consumers the long terms of lending and the truths involved**
- 9. What type of materials should perimeter materials be?**
- A. Not of anti-rodent materials**
  - B. Able to breathe on their own**
  - C. Grade # lumber and OSB**
  - D. Fireproof**
- 10. What is a net listing agreement?**
- A. A contract which allows commission in excess of agreed price**
  - B. A standard listing agreement for all real estate**
  - C. A listing agreement with a fixed commission rate**
  - D. An agreement that guarantees a minimum price for the seller**



## **Answers**

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

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## **Explanations**

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**1. What type of insurance is recommended for manufactured home owners?**

- A. Homeowners insurance**
- B. Standard auto insurance**
- C. Manufactured home insurance or mobile home insurance**
- D. Renters insurance**

Manufactured home insurance, also known as mobile home insurance, is specifically designed to protect the unique aspects of manufactured homes. This type of insurance covers not only the structure of the home itself but also offers liability protection and coverage for personal belongings. Since manufactured homes have different construction standards and often face different risks compared to traditional homes, this specialized insurance addresses those distinct needs effectively. Homeowners insurance may not fully cover the specifics related to manufactured homes, such as their specifics regarding foundation, setup, and transportation risks. Standard auto insurance is irrelevant as it pertains to vehicles rather than homes, while renters insurance is designed for individuals who lease residential property and would not apply to manufactured homeowners who own their homes. Thus, manufactured home insurance is the most suitable option, tailored to safeguard against the risks associated with owning a manufactured home.

**2. What is a common limitation faced by manufactured home buyers?**

- A. Access to traditional mortgage options**
- B. A wide selection of home styles**
- C. Flexible financing plans**
- D. Increased property tax benefits**

Access to traditional mortgage options is a common limitation faced by manufactured home buyers primarily due to the classification of manufactured homes as personal property rather than real estate. This classification can lead to more stringent financing requirements and less favorable loan terms when compared to those available for site-built homes. Many lenders may not offer conventional mortgage products for manufactured homes, which can restrict buyers' choices and make financing more challenging. While it may be possible to find some lenders that specifically cater to manufactured homes, the general market tends to be less accommodating than for traditional homes. This can lead to higher interest rates or the need for alternative financing options, diminishing the affordability and accessibility for potential buyers in the manufactured home market. The other options, such as a wide selection of home styles, flexible financing plans, and increased property tax benefits, do not capture the primary challenges encountered when seeking to finance or purchase a manufactured home. Generally, buyers appreciate the variety in home styles and the potential for flexible financing plans, while property tax benefits can vary widely based on location and regulations.

### **3. What role does an appraiser serve in the context of manufactured homes?**

- A. To design the layout of the home**
- B. To assess the value of the home for financing or resale purposes**
- C. To manage the sales process**
- D. To provide legal advice to sellers**

An appraiser plays a crucial role in determining the market value of a manufactured home, which is essential for both financing and resale purposes. When an appraiser evaluates a manufactured home, they consider various factors, including the home's condition, location, size, and comparable sales in the area. By providing an impartial assessment of the home's value, appraisers help lenders decide on loan amounts and assist buyers and sellers in negotiating fair prices. This valuation process is integral to ensuring that consumers understand the worth of the property they are dealing with, thus promoting transparency in the market. The other roles described in the options do not align with the primary duties of an appraiser. Designing the layout of a home is the responsibility of architects or designers, managing the sales process falls under the purview of real estate agents or brokers, and providing legal advice is typically the domain of attorneys specialized in real estate law. Hence, the appraiser's focused responsibility on valuation distinctly outlines their essential function in the context of manufactured homes.

### **4. What potential risks should buyers be aware of regarding older manufactured homes?**

- A. Older homes significantly increase resale values**
- B. They may require additional upkeep and renovations**
- C. They are typically more energy-efficient**
- D. They usually have higher original construction quality**

Choosing to purchase an older manufactured home comes with several considerations, and being aware of potential risks is crucial for buyers. The correct answer highlights that older homes may require additional upkeep and renovations. Over time, manufactured homes can experience wear and tear, and essential systems such as plumbing, electrical, and heating may become outdated or require repairs. Additionally, building standards and materials have evolved, which means that older homes might not meet contemporary safety and efficiency standards, necessitating updates or improvements. Furthermore, buyers should be prepared for possible issues like roof repairs, potential foundation problems, or the need for modern appliances. These upkeep requirements can lead to increased costs that may not be immediately evident at the time of purchase, making it vital for buyers to conduct thorough inspections and assessments. In contrast, the other options present misconceptions. Older homes typically do not significantly increase in resale value as they age; in fact, they can depreciate due to their age and condition. While some older homes might boast unique charm, they are generally less energy-efficient than newer models, which are built with better insulation and modern energy-saving features. The idea that older manufactured homes usually exhibit higher original construction quality is also misleading, as construction practices have improved over the years, and older homes may not measure

**5. If a customer's home has an issue while still under warranty, what is the dealer's responsibility?**

**A. Ignore the issue until it escalates**

**B. Take prompt action in a reasonable timeframe after the issue is reported**

**C. Ask the customer to fix the issue themselves**

**D. Document the issue and dismiss it**

The dealer's responsibility when a customer's home has an issue while still under warranty is to take prompt action in a reasonable timeframe after the issue is reported. This ensures that the warranty obligations are met and reinforces the dealer's commitment to customer service. By addressing the problem promptly, the dealer can help maintain the customer's trust and satisfaction with their purchase. Warranties are designed to protect the buyer from defects and assure them that the dealer will stand behind the product. A delay in addressing these issues could worsen the problem and lead to further complications, potentially undermining the reliability of the home and the reputation of the dealer. While dismissing the issue, ignoring it, or expecting the customer to repair it themselves may seem easier in the short term, these actions would violate warranty obligations and consumer protection laws. Fulfilling the responsibility to resolve issues promptly upholds the integrity of the warranty process and fosters a positive relationship with the customer.

**6. What is the required footage for drainage?**

**A. 5 feet**

**B. 10 feet**

**C. 15 feet**

**D. 20 feet**

The correct answer is 10 feet, which represents the standard requirement for drainage around manufactured homes. Proper drainage spacing is essential to ensure that water does not accumulate near the foundation, which helps prevent issues such as flooding or damage to the home structure over time. By maintaining a minimum distance of 10 feet for drainage, you create a buffer that allows for effective water runoff, thereby protecting the integrity of the home and the surrounding landscape. This standard is often outlined in regulations to promote safe and sustainable living conditions. Other options suggest either shorter or longer distances, which do not meet the established guidelines for ensuring adequate drainage around manufactured homes.

**7. What is the minimum living area size required for a manufactured home in New Mexico?**

- A. 300 square feet**
- B. 400 square feet**
- C. 500 square feet**
- D. 600 square feet**

In New Mexico, the minimum living area size required for a manufactured home is 400 square feet. This standard is established to ensure that manufactured homes provide adequate space for inhabitants, promoting a certain level of livability and comfort. The 400 square foot requirement reflects regulatory measures aimed at maintaining housing quality and addressing housing needs within the state. By setting this minimum size, regulations aim to discourage extremely small dwellings that may not meet basic living requirements. The other options either suggest sizes that are below this established minimum or are not aligned with state regulations concerning manufactured homes. Therefore, 400 square feet is recognized as the minimum acceptable living space, ensuring that manufactured homes are considered viable housing options.

**8. What is the primary purpose of Regulation Z?**

- A. To enforce fair trade practices**
- B. Truth and justice**
- C. Statutes to which homes are built**
- D. To share with consumers the long terms of lending and the truths involved**

Regulation Z, which is part of the Truth in Lending Act, is primarily designed to promote transparency and inform consumers about the costs associated with borrowing. This regulation mandates lenders to clearly disclose the terms of credit, including the annual percentage rate (APR), finance charges, and the total costs of the loan, allowing borrowers to make informed financial decisions. The purpose of these disclosures is to prevent misleading advertising and ensure that consumers are fully aware of what they are committing to when entering into a loan agreement. By requiring lenders to provide clear and comprehensible information about the long-term implications of borrowing, consumers can compare different credit offers and better understand their financial obligations. Other options do not encapsulate the essence of Regulation Z. While fair trade practices are important, particularly in lending, it is not the primary focus of Regulation Z. The mention of "truth and justice" is vague and does not directly relate to the specifics of lending disclosures. Statutes related to how homes are built fall outside the scope of Regulation Z, which is centered on credit and lending practices.

**9. What type of materials should perimeter materials be?**

- A. Not of anti-rodent materials**
- B. Able to breathe on their own**
- C. Grade # lumber and OSB**
- D. Fireproof**

Perimeter materials used in manufactured home installations should be able to breathe on their own, which means they must allow for moisture to escape while also preventing the entry of pests and rodents. This characteristic is essential for maintaining a healthy living environment in and around the home. Materials that breathe help to prevent the buildup of moisture, which can lead to mold and mildew problems. Moreover, proper ventilation reduces the risk of structural damage from trapped moisture. In contrast, materials that do not allow for ventilation can cause issues such as rot and deterioration over time. Options that suggest using non-breathable materials or do not specifically address the moisture management will be less effective, making the breathing capability a critical attribute for perimeter materials.

**10. What is a net listing agreement?**

- A. A contract which allows commission in excess of agreed price**
- B. A standard listing agreement for all real estate**
- C. A listing agreement with a fixed commission rate**
- D. An agreement that guarantees a minimum price for the seller**

A net listing agreement is a type of real estate listing where the seller specifies a minimum amount they want to receive from the sale of their property. Any amount above this specified net price becomes the commission for the salesperson or broker. This means that the commission can exceed what was initially agreed upon, as the salesperson earns any proceeds above the seller's minimum acceptable price. The reason this choice effectively captures the essence of a net listing agreement is that it emphasizes the commission structure based on the proceeds of the sale, rather than a flat fee or fixed percentage. In contrast, standard listing agreements typically specify a set commission rate independent of the final sale price. Thus, understanding that a net listing can lead to a commission that varies based on the sale price is key to comprehending how this type of listing works. The other options don't accurately describe the primary feature of a net listing—where the commission isn't just a fixed amount or percentage, but rather tied directly to any amount exceeding the seller's minimum net.



## 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](mailto:hello@examzify.com).**

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

**<https://nmmanufacturedhomessalesperson.examzify.com>**

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