

# **SOUTH CAROLINA MANUFACTURED HOUSING SALESPERSON PRACTICE TEST (SAMPLE)**

## **STUDY GUIDE**



## **SAMPLE STUDY GUIDE WITH LIMITED QUESTIONS**

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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. What type of agreement is primarily used for the sale of manufactured homes in South Carolina?**
  - A. Lease-purchase agreement
  - B. Retail sales agreement
  - C. Installment sale agreement
  - D. Service contract
- 2. What type of anchoring equipment is used to secure a manufactured home?**
  - A. Bands and stakes
  - B. Straps, cables, turnbuckles, and chains
  - C. Pins and rods
  - D. Braces and supports
- 3. What should a dealer do upon receiving a revocation notice?**
  - A. Ignore the notice
  - B. Immediately cease operations
  - C. Request an appeal
  - D. Transfer ownership
- 4. What is the requirement for moving homes around holidays?**
  - A. Available anytime during first half of the day
  - B. Before 12 PM and after 12 PM on holidays
  - C. Only during daylight hours
  - D. Not allowed on holidays
- 5. What is necessary for a structure to qualify as a manufactured home regarding transportability?**
  - A. It must be transportable in one section
  - B. It must be 8 ft wide and 40 ft long
  - C. It must be 320 ft or more when erected
  - D. It must be movable via crane

- 6. Who is required to have a manufactured housing salesperson license in South Carolina?**
- A. Only companies selling manufactured homes
  - B. Any individual who engages in selling manufactured homes
  - C. Only those selling new manufactured homes
  - D. Individuals managing manufactured home parks
- 7. How should a manufactured home be displayed for sale?**
- A. In a safe and accessible location that complies with local zoning regulations
  - B. In a high-traffic area to attract more buyers
  - C. In a showroom with other models
  - D. In a remote location for privacy
- 8. What could be a potential consequence for the first violation of regulations?**
- A. Up to \$500 fine
  - B. Up to 30 days license suspension
  - C. Both A and B
  - D. No consequence
- 9. When transporting a manufactured home that is 12-14 feet wide, what is required?**
- A. Leading escort
  - B. Trailing escort
  - C. Front escort
  - D. No escort required
- 10. What is the consequence for a customer after the home is set up and secured?**
- A. The contractor takes no responsibility
  - B. The customer becomes liable
  - C. The home must be sold immediately
  - D. The customer can modify the home without penalties

## **Answers**

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

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## **Explanations**

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**1. What type of agreement is primarily used for the sale of manufactured homes in South Carolina?**

- A. Lease-purchase agreement
- B. Retail sales agreement**
- C. Installment sale agreement
- D. Service contract

*The retail sales agreement is the primary type of agreement used for the sale of manufactured homes in South Carolina because it specifically outlines the terms of purchase between the seller (usually the manufacturer or dealer) and the buyer. This agreement details essential information such as the price of the home, payment terms, warranties, and any financing arrangements involved in the transaction. Retail sales agreements are crucial in this context as they follow specific legal standards and regulations applicable to the sale of manufactured homes, ensuring consumer protection and compliance with state laws. This type of agreement is tailored for individual transactions, making it the most appropriate choice for someone purchasing a manufactured home. Other types of agreements, such as lease-purchase agreements or service contracts, serve different purposes and do not directly pertain to the sale processes of manufactured homes. An installment sale agreement, while it does involve payment over time, is not specifically designed for the retail context of selling manufactured homes in South Carolina, making the retail sales agreement the more fitting answer in this scenario.*

**2. What type of anchoring equipment is used to secure a manufactured home?**

- A. Bands and stakes
- B. Straps, cables, turnbuckles, and chains**
- C. Pins and rods
- D. Braces and supports

*The use of straps, cables, turnbuckles, and chains is essential for securely anchoring a manufactured home to the ground. This combination of equipment provides a robust system that helps resist wind uplift and lateral movement, which are critical concerns for the stability and safety of manufactured homes, especially in adverse weather conditions. Straps are typically used to connect the home to anchors driven into the ground, while cables can enhance the strength of these connections. Turnbuckles allow for adjustments to the tension in the straps or cables, ensuring that they are tight enough to secure the home effectively. Chains may also be utilized in specific applications for additional support and security. While other equipment, like bands and stakes, can be used, they may not provide the same level of stability and adaptability as the combination of straps, cables, turnbuckles, and chains. Therefore, the answer that highlights this combination truly emphasizes the best practice for anchoring manufactured homes.*

### 3. What should a dealer do upon receiving a revocation notice?

- A. Ignore the notice
- B. Immediately cease operations**
- C. Request an appeal
- D. Transfer ownership

When a dealer receives a revocation notice, the appropriate action is to immediately cease operations. This is crucial because a revocation notice signifies that the dealer's license or permission to operate has been officially rescinded by the relevant regulatory authority. Continuing operations after receiving such a notice can lead to further legal penalties, complications, or liability issues. Ceasing operations ensures that the dealer complies with the regulations and demonstrates the seriousness of adhering to the industry's legal standards. The dealer must take this step to protect themselves legally and ensure that they are not violating any terms associated with their license or doing business without the necessary authorization. The other actions, such as ignoring the notice or transferring ownership, do not address the fundamental issue of having lost the right to operate, which could lead to more severe consequences. Additionally, while requesting an appeal might be a possible course of action after ceasing operations, the immediate priority is to halt any business activities to remain compliant with the law.

### 4. What is the requirement for moving homes around holidays?

- A. Available anytime during first half of the day
- B. Before 12 PM and after 12 PM on holidays**
- C. Only during daylight hours
- D. Not allowed on holidays

Moving manufactured homes on holidays is governed by specific regulations to ensure safety and compliance with traffic laws. The requirement to move homes before 12 PM and after 12 PM on holidays allows for the transportation work to be done efficiently while minimizing disruption during busy holiday periods when more leisure and family activities are taking place. This time frame ensures that the movement of large, oversized vehicles doesn't interfere with regular traffic patterns during peak holiday hours. By splitting the day into two segments, it allows for flexibility in scheduling the move while still adhering to safety considerations that come with transporting large structures. The other options may not align with established regulations—sometimes movements are restricted entirely during holidays, or they might suggest timings that could create more traffic issues. Hence, knowing the specified time frames for movement on holidays is crucial for compliance as well as operational efficiency.

**5. What is necessary for a structure to qualify as a manufactured home regarding transportability?**

- A. It must be transportable in one section
- B. It must be 8 ft wide and 40 ft long
- C. It must be 320 ft or more when erected**
- D. It must be movable via crane

*For a structure to qualify as a manufactured home, it must meet specific criteria set forth by regulations and standards applicable to manufactured housing. One critical requirement is that the structure must be designed and constructed as a complete unit that can be transported to its intended location. The qualification that it must be 320 square feet or more when erected aligns with the definition of a manufactured home, which is typically designed to be a primary residence with adequate living space. This standard differentiates manufactured homes from other smaller, temporary types of structures that may not provide suitable habitation or meet the intended use of a manufactured home. The other options, while mentioning dimensions, are either too restrictive or irrelevant to the definition. For instance, not all manufactured homes need to be able to move as a single section or use a crane for transport, emphasizing the flexibility and standards set for various manufactured home sizes and types. Likewise, specifications about width or length might pertain to specific classifications of manufactured homes or regulations but do not universally define the transportability requirement as specified in the correct answer.*

**6. Who is required to have a manufactured housing salesperson license in South Carolina?**

- A. Only companies selling manufactured homes
- B. Any individual who engages in selling manufactured homes**
- C. Only those selling new manufactured homes
- D. Individuals managing manufactured home parks

*In South Carolina, any individual who engages in selling manufactured homes is required to possess a manufactured housing salesperson license. This requirement ensures that all individuals involved in the sale of manufactured homes are knowledgeable about regulations, safety standards, and ethical practices related to the industry. By mandating licensure for all salespersons, the state aims to protect consumers, maintain industry standards, and provide a level of accountability among those selling these types of homes. This licensure is not limited to specific types of manufactured homes, such as new homes, nor is it restricted to just companies that sell them; it applies to any person, whether they work for a company or are self-employed, who is directly involved in the buying and selling process. This comprehensive approach helps standardize the practice across the state, ensuring that all salespersons have the necessary training and knowledge to facilitate fair and legal transactions in the manufactured housing market.*

## 7. How should a manufactured home be displayed for sale?

- A. In a safe and accessible location that complies with local zoning regulations**
- B. In a high-traffic area to attract more buyers
- C. In a showroom with other models
- D. In a remote location for privacy

*Displaying a manufactured home for sale requires careful consideration of safety, accessibility, and adherence to local regulations. When a home is positioned in a safe and accessible location, it ensures that potential buyers can easily visit and inspect the home, facilitating a better purchasing experience. Compliance with local zoning regulations is also critical; these regulations vary by area and must be followed to avoid legal issues. In contrast, while high-traffic areas may seem advantageous for drawing attention, they can lead to safety concerns and may not always comply with zoning laws. A showroom setting, though professional, may not provide the same approachable environment as a standalone display that allows for thorough inspection of the home's features. On the other hand, placing a home in a remote location could deter potential buyers due to accessibility issues and lack of visibility, contradicting the goal of making the home inviting and accessible. By focusing on a safe and compliant location, the display promotes both the home's visibility and the integrity of the sale process.*

## 8. What could be a potential consequence for the first violation of regulations?

- A. Up to \$500 fine
- B. Up to 30 days license suspension
- C. Both A and B**
- D. No consequence

*The potential consequence for the first violation of regulations concerning manufactured housing sales in South Carolina typically includes both a monetary fine and the possibility of a license suspension. This approach serves as a deterrent, ensuring that salespersons adhere to the established rules and maintain professional standards within the industry. The up to \$500 fine is intended to penalize individuals financially for their infractions, while the possibility of up to 30 days of license suspension emphasizes the seriousness of complying with operational guidelines. By incorporating both penalties, the regulatory framework enhances compliance and promotes accountability among licensed professionals. Options suggesting only one consequence or no consequence at all would not align with the intent of the regulatory body to enforce standards and ensure that all salespersons operate within the boundaries of the law. Thus, the combination of both financial and operational repercussions effectively underscores the importance of adherence to regulations in the manufactured housing sector.*

**9. When transporting a manufactured home that is 12-14 feet wide, what is required?**

- A. Leading escort
- B. Trailing escort
- C. Front escort**
- D. No escort required

*When transporting a manufactured home that is 12-14 feet wide, having a front escort is required. This is because homes of this width exceed the standard legal limits for vehicle size on most roadways, making them potentially hazardous for both the transport vehicle and other road users. The front escort serves several crucial functions. It helps to manage traffic around the oversized load, ensuring that other drivers are aware of the presence of the larger vehicle. The escort vehicle can also communicate with the driver of the manufactured home, providing guidance on any maneuvers needed and alerting them to potential hazards or traffic conditions ahead. Additionally, specific state and local regulations may mandate a front escort for transporting oversized loads to enhance safety. This requirement is in place to protect the transport vehicle, the load, and the general public from accidents that could occur due to the size and visibility issues associated with large manufactured homes. In contrast, other options such as leading escort, trailing escort, or no escort required do not align with the established guidelines for safe transport of oversized manufactured homes in this size range. Each of those alternatives fails to meet the necessary precautions to ensure safety during transit.*

**10. What is the consequence for a customer after the home is set up and secured?**

- A. The contractor takes no responsibility
- B. The customer becomes liable**
- C. The home must be sold immediately
- D. The customer can modify the home without penalties

*When a manufactured home is set up and secured, the customer assumes liability for the home. This means that once the installation process is complete and the home is secured, the responsibility for the home, including its care, maintenance, and any associated liabilities, transfers to the customer. This understanding is critical in the manufactured housing industry because it emphasizes the importance of the customer's obligations to safeguard their investment and ensure compliance with local regulations and standards. Customers need to be aware that once they take possession, they are responsible for any damages or issues that may arise, which includes financial liability and upholding warranties. In contrast, the contractor is typically responsible for the installation process itself, but not for issues that arise after the installation has been completed and the home has been handed over to the customer. Thus, while the contractor's responsibilities are important during setup, the customer's role becomes paramount afterward, making the liability transfer a key concept in understanding the responsibilities of both parties in a manufactured home transaction.*

## 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:

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

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