NEW MEXICO MANUFACTURED HOMES SALESPERSON PRACTICE EXAM (SAMPLE)

STUDY GUIDE



SAMPLE STUDY GUIDE WITH LIMITED QUESTIONS

VISIT US ONLINE FOR THE FULL VERSION STUDY GUIDE

https://
nmmanufacturedhomessalesperson.examzify.com

Copyright © 2026 by Examzify - A Kaluba Technologies Inc. product.

ALL RIGHTS RESERVED.

No part of this book may be reproduced or transferred in any form or by any means, graphic, electronic, or mechanical, including photocopying, recording, web distribution, taping, or by any information storage retrieval system, without the written permission of the author.

Notice: Examzify makes every reasonable effort to obtain accurate, complete, and timely information about this product from reliable sources.

SAMPLE

Table of Contents

Copyright 1

Table of Contents 2

Introduction 3

How to Use This Guide 4

Questions 5

Answers 8

Explanations 10

Next Steps 16

SAMPLE

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.

SAMPLE

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!

SAMPLE

Questions

SAMPLE

1. **Who is responsible for the licensing of manufactured home salespeople in New Mexico?**

   A. The New Mexico Department of Housing

   B. The New Mexico Regulation and Licensing Department

   C. The New Mexico Home Builders Association

   D. The New Mexico Department of Health

2. **Using exaggeration to deceive in a sale is classified as what?**

   A. Okay to do once in a while

   B. Forbidden in all states except NM, UT, AZ, and CO

   C. Unfair trade practices

   D. Totally acceptable as they do it too

3. **What is the duration of a temporary license?**

   A. 1 Month

   B. 3 Months

   C. 6 Months

   D. 1 Year

4. **What does it indicate if a manufactured home carries HUD tags?**

   A. The home is eligible for government grants

   B. The home meets federal construction and safety standards

   C. The home has been previously inspected for defects

   D. The home is registered for taxation purposes

5. **What is an essential regulatory aspect of the New Mexico Manufactured Housing Act?**

   A. Establishing a building code for residential structures

   B. Regulating the inspection process for public buildings

   C. Regulating the sale and installation of manufactured homes

   D. Setting minimum wage standards for the industry

SAMPLE

6. How is a manufactured home defined in New Mexico?

A. A portable building designed for commercial use

B. A factory-built structure that is transportable and designed for residential use

C. A traditional home constructed on-site

D. A temporary shelter for seasonal use

7. What elements must be detailed in a sales contract for a manufactured home?

A. Just the buyer's information

B. Only the price of the home

C. Financing terms and warranties

D. Service agreements and insurance policies

8. What are the requirements for obtaining a manufactured home salesperson license in New Mexico?

A. Must be at least 21 years old and pass a background check

B. Must be at least 18 years old, complete a pre-licensing course, and pass the state exam

C. Must have a college degree in business or real estate

D. Must work for a licensed real estate company for one year

9. 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

10. Under New Mexico law, what must be disclosed when selling a repossessed manufactured home?

A. The home's previous market value

B. The home's past ownership history and condition

C. Details about nearby schools

D. Future market predictions

SAMPLE

Answers

SAMPLE

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

SAMPLE

Explanations

SAMPLE

1. Who is responsible for the licensing of manufactured home salespeople in New Mexico?

A. The New Mexico Department of Housing

B. The New Mexico Regulation and Licensing Department

C. The New Mexico Home Builders Association

D. The New Mexico Department of Health

The New Mexico Regulation and Licensing Department is the correct entity responsible for overseeing the licensing of manufactured home salespeople in New Mexico. This department ensures that all licensees meet the necessary qualifications, comply with state regulations, and undergo the appropriate training and education required for their profession. The department plays a critical role in maintaining standards within the industry, as it conducts examinations, processes applications, and enforces rules that govern manufactured home sales. By handling these responsibilities, the Regulation and Licensing Department protects not only the interests of consumers but also supports the integrity of the sales profession in the manufactured housing market. While other organizations mentioned might be involved in related areas, such as advocacy or industry standards, they do not hold the authority to issue licenses. The focus of the correct answer underscores the importance of regulatory oversight in fostering professionalism and consumer protection within the market for manufactured homes in New Mexico.

2. Using exaggeration to deceive in a sale is classified as what?

A. Okay to do once in a while

B. Forbidden in all states except NM, UT, AZ, and CO

C. Unfair trade practices

D. Totally acceptable as they do it too

Using exaggeration to deceive in a sale falls under the classification of unfair trade practices. This term encompasses a range of unethical behaviors that can mislead consumers, including deceptive advertising and misrepresentations about a product or service. In the context of manufactured homes, engaging in such practices is harmful not only to consumers who rely on accurate information when making significant purchases but also to the integrity of the real estate and manufactured home sales industry as a whole. By labeling exaggerated claims as unfair trade practices, regulations aim to protect consumers from various forms of deception that could influence their purchasing decisions. This classification is supported by various consumer protection laws that are present in all states, emphasizing the importance of honesty and transparency in sales transactions. Thus, it reinforces that such behavior is not just frowned upon but is actively regulated against to promote fair commerce.

3. What is the duration of a temporary license?

A. 1 Month

B. 3 Months

C. 6 Months

D. 1 Year

The duration of a temporary license for a manufactured homes salesperson in New Mexico is typically designated as 3 months. This temporary license allows individuals to engage in the selling of manufactured homes while they complete the necessary educational and training requirements to obtain a permanent license. Choosing a duration of 1 month does not align with the regulations that govern temporary licenses, which provide a more extended period to ensure that individuals can effectively transition into their roles within the industry. The specifics of a temporary license are to offer a balance where new professionals can gain experience while completing the steps needed for longer-term licensing.

SAMPLE

4. What does it indicate if a manufactured home carries HUD tags?

A. The home is eligible for government grants

B. The home meets federal construction and safety standards

C. The home has been previously inspected for defects

D. The home is registered for taxation purposes

When a manufactured home carries HUD (U.S. Department of Housing and Urban Development) tags, it signifies that the home complies with federal construction and safety standards set by HUD. This is an important distinction because these standards are specifically designed to ensure that manufactured homes are built to be safe, durable, and livable. The presence of HUD tags, which are typically affixed to the exterior of the home, communicates to buyers and industry professionals that the home has passed inspections and is manufactured in accordance with established regulations. This gives potential owners confidence in the quality and safety of the home as they consider their purchase. In contrast, the other options do not directly relate to the significance of HUD tags. While it may be true that some manufactured homes can qualify for government grants, this is not universally applicable based on the presence of HUD tags alone. Similarly, while a home may have been inspected for defects, that is not guaranteed by simply having HUD tags. Lastly, while manufactured homes must be registered for taxation purposes, this registration is handled through a different process and is not indicated by the possession of HUD tags. Thus, the correct answer emphasizes the fundamental importance of safety and compliance in manufactured housing.

5. What is an essential regulatory aspect of the New Mexico Manufactured Housing Act?

A. Establishing a building code for residential structures

B. Regulating the inspection process for public buildings

C. Regulating the sale and installation of manufactured homes

D. Setting minimum wage standards for the industry

The New Mexico Manufactured Housing Act primarily focuses on regulating the sale and installation of manufactured homes. This is crucial because it ensures that manufacturers, sellers, and installers adhere to specific standards, which helps protect consumers and maintain safety and quality within the industry. The Act outlines the necessary procedures and requirements for documentation, permits, and the installation process, ensuring compliance with applicable laws and enhancing consumer confidence in purchasing manufactured homes. In contrast, while a building code for residential structures, inspection processes for public buildings, and minimum wage standards may be important in different contexts, they do not fall under the specific purview of the Manufactured Housing Act. The Act uniquely addresses the specific needs and regulations that pertain to manufactured homes, setting it apart from other legislative frameworks that govern broader housing or labor issues.

SAMPLE

6. How is a manufactured home defined in New Mexico?

A. A portable building designed for commercial use

B. A factory-built structure that is transportable and designed for residential use

C. A traditional home constructed on-site

D. A temporary shelter for seasonal use

A manufactured home, as defined in New Mexico, refers to a factory-built structure that is transportable and designed specifically for residential use. This definition emphasizes two key characteristics: the home is constructed in a factory setting, which allows for standardized processes and potential cost savings, and it is designed for permanent habitation as a residence. This definition differentiates manufactured homes from other types of structures, such as traditional homes that are built on-site, which are constructed directly on the property where they will remain. Additionally, the emphasis on residential use ensures that manufactured homes comply with specific building codes and regulations that govern living conditions. By being transportable, it allows such homes to be moved to different locations, making them flexible options for housing. In contrast, other options provided describe types of buildings that do not meet the criteria for manufactured homes—for example, a portable building designed for commercial use and a temporary shelter for seasonal use both serve different functions and are not intended for permanent residential living.

7. What elements must be detailed in a sales contract for a manufactured home?

A. Just the buyer's information

B. Only the price of the home

C. Financing terms and warranties

D. Service agreements and insurance policies

The correct answer includes financing terms and warranties as essential elements that must be detailed in a sales contract for a manufactured home. These components are crucial because financing terms outline how the buyer will pay for the home, including interest rates, down payments, and payment schedules. Clearly defined financing terms help protect both the buyer and the seller by setting expectations for payment obligations. Warranties are also integral to a sales contract as they provide assurances regarding the quality and performance of the manufactured home. They cover aspects such as defects in materials and workmanship, and knowing these details can influence a buyer's decision and offer peace of mind regarding future repairs. While the other options mention relevant topics, they do not encompass the fundamental elements that must be included in a sales contract. Just including the buyer's information or only the price of the home is insufficient, as these details do not provide the necessary protections or requirements for the transaction. Additionally, while service agreements and insurance policies may be important to a buyer, they are not universally required elements of a sales contract for manufactured homes.

SAMPLE

8. What are the requirements for obtaining a manufactured home salesperson license in New Mexico?

A. Must be at least 21 years old and pass a background check

B. Must be at least 18 years old, complete a pre-licensing course, and pass the state exam

C. Must have a college degree in business or real estate

D. Must work for a licensed real estate company for one year

To obtain a manufactured home salesperson license in New Mexico, the requirements focus on age, education, and examination. Specifically, an individual must be at least 18 years old, which ensures that applicants have reached a legal age of adulthood. Completion of a pre-licensing course is essential as it provides prospective salespeople with foundational knowledge about the manufactured housing industry, legal considerations, and ethical practices. Additionally, passing the state exam is a critical step, as it assesses the applicant's comprehension of the material covered in the pre-licensing course and the laws governing manufactured homes. These requirements are designed to ensure that salespersons are adequately prepared to effectively assist clients in the purchase and sale of manufactured homes, maintaining professionalism and legal compliance in the market. While other options mention various criteria, they do not align with the established guidelines for licensure in New Mexico's manufactured home industry. Therefore, the outlined requirements in the correct option encompass the necessary qualifications needed to obtain the license.

9. 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.

SAMPLE

10. Under New Mexico law, what must be disclosed when selling a repossessed manufactured home?

A. The home's previous market value

B. The home's past ownership history and condition

C. Details about nearby schools

D. Future market predictions

When selling a repossessed manufactured home in New Mexico, it is crucial to disclose the home's past ownership history and condition. This requirement serves several important purposes: it provides potential buyers with vital information about the home's background, including previous uses, maintenance, and any issues that may have arisen during its prior ownership. Understanding the condition of the home is also essential for the buyer to make an informed decision regarding the purchase, as it directly affects the home's livability, safety, and potential repair costs. Disclosing past ownership history helps establish transparency and trust in the transaction. For instance, if the home had multiple owners in a short span or if there are reports of serious issues, such as structural problems or legal disputes, these factors can greatly influence a buyer's willingness to proceed with the purchase. Consequently, this requirement is designed to protect buyers and ensure that they are fully informed about the property they are considering. On the other hand, while market value, details about nearby schools, and future market predictions may be relevant to a buyer's decision-making process, they are not mandatory disclosures under the regulations governing the sale of repossessed manufactured homes in New Mexico. Therefore, they do not hold the same weight in terms of legal obligation as the requirement

SAMPLE

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:

https://nmmanufacturedhomessalesperson.examzify.com

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

SAMPLE