

RV Purchase Negotiation Checklist

Enlightened RV Life™

Determine Fair Market Value

- ☐ Check NADA Guides (JD Power) for low and average retail values
- ☐ Search RV Trader for similar make/model/year listings
- ☐ Browse Facebook Marketplace, Craigslist, RVUSA for private seller prices
- ☐ Check dealership used inventories for comparable listings
- ☐ Account for condition, mileage/hours, upgrades, and time of year
- ☐ Factor in any repair costs from inspection

Prepare to Negotiate

- ☐ Set a realistic budget and walk-away price
- ☐ Get pre-approved for financing (optional but recommended)
- ☐ Create a list of comparable RVs and prices
- ☐ List deficiencies and cosmetic flaws with estimated repair costs
- ☐ Outline your opening offer and backup justification

During Negotiation

- ☐ Start lower than your max, but not insultingly low
- ☐ Justify your offer with research and inspection findings
- ☐ Be willing to walk away: stay unemotional
- ☐ Use silence after making an offer
- ☐ Avoid discussing monthly payments: focus on total “out-the-door” price
- ☐ Negotiate trade-in only after settling RV purchase price
- ☐ Ask for breakdown of all fees and taxes
- ☐ Request useful extras (e.g., hitch, leveling blocks) if price cannot be lowered

Dealing With Sellers

Dealership: Expect fees, higher price, financing options

Private Seller: Expect 'as-is' sale double-check title and liens

With either: Get all promises, repairs, and agreements in writing

Avoid Common Pitfalls

Don't skip the pre-purchase inspection

Don't reveal your top budget early

Don't agree to add-ons or extended warranties without research

Double check for existing liens on private sale units

Always verify the total 'out-the-door' price before signing