



TOP 10 TIPS TO GET YOU THE MOST \$ FOR YOUR RV

1 KNOW THE VALUE OF YOUR TRADE IN

Before you go to the dealership, inspect your RV from top to bottom. This needs to be an extremely thorough examination of all aspects of your vehicle. Also, be honest with yourself. While you're examining your RV, get out your tablet or a notebook and make a list of everything – absolutely everything – that you find.

2 TACKLE YOUR LIST OF REPAIRS

Now that you've inspected your RV and have a list of all needed fixes and repairs, it's time to organize. First, split your list into two sections: Repairs to Fix and Repairs to Leave As-Is.

Next, categorize the list of Repairs to Fix:

Category 1: Easy, quick, cheap; DIY

Category 2: More complex; minimum investment; professional service help needed

Category 3: Complex, expensive; easier to take a hit on the price than to fix

We got some great tips about this from [this Hubpages article](#) by avid motorhome owner, Don Bobbitt.



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THINK – AND ACT – LIKE A SALESPERSON

Round up the paperwork and put your sales skills into action – it's time to pull it all together and make the pitch! Focus on the highlights and you're well on your way to getting the most money for your RV.

4

DO YOUR RESEARCH

You'll need to determine a jumping off point for negotiation. NADA RV guides, RV blue book, and eBay motors are great resources for estimating fair market value. The time you spend in research could payoff in cash.

Let's start with NADA RV Guides: <http://www.nadaguides.com/RVs>

NADA will give you both the high and low retail values for your RV. Investigate your RV model. Be sure to include all the options. Print off the information and take it with you to the dealership.

Next, checkout Craigslist near your dealer. Search for the make/model you're interested in, and see what the listings are.

Finally, visit eBay Motors: <http://www.ebay.com/sch/RVs-Campers-/50054/i.html>



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4 DO YOUR RESEARCH CONT'D

Use eBay Motors to research your RV's value. It's easy to determine a realistic price by searching for the make/model you are interested in on eBay Motors. You can then use the Price Research tab to find detailed pricing information based on past eBay sales, current eBay listing prices, and industry leading price research data.

5 BE REALISTIC

When trading in your RV, keep in mind that a dealer needs to make a little money on each transaction to stay in business, and can only give you a price that they can resell it for and make a little money.

Final thought: A pricing guide is just that - a guide or tool to aid in determining value. Do a solid amount of research, but remember that you have to be realistic about the value of your trade in. Just because the pricing guide says one thing, it doesn't take into account the local sales in your area. It's important to do local sales comparisons. Is the market for RVs depressed in your area? If so, the value for your RV will be less.



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CHOOSE THE BEST TIME TO TRADE-IN YOUR RV

It all comes down to the law of supply and demand. To really maximize your trade-in, strike when sales are slow.

The best time to buy is in the dead of winter when no one else is shopping. You will also usually get more for your trade during the late spring/early summer when dealers know there is a high demand for the product and won't have any difficulty in finding a buyer. During the winter months, dealers factor in the future depreciation on the unit and the costs associated with maintaining it as they wait for the busy season to arrive.

Saturdays, the end of the month, during high gas prices, and the holidays are also great times to take advantage of a slow sales cycle.

7

HAVE GREAT CREDIT

If you have a fantastic credit score, be sure to tell the salesperson. This lets them know that you have the ability to close the deal if financing is needed.

Don't have great credit? Sit down with the salesperson anyway. Go over your financing options in detail. If your credit is poor, you may choose to wait a few years and work on your credit, then return when your credit is better. Or, depending on where you are in rebuilding your credit, three years of repayment on a major installment loan can do very good things to boost your score.



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TREAT THE SALESPERSON WITH RESPECT

Treat the salesperson with respect.

Sure, the person is trying to sell you something, but he or she is still a person. And most salespeople are just trying to make an honest living, just like you are. Be polite and honest. If you come to dealership prepared, the salesperson will realize that, and they will treat you with respect, too. (If they don't, there are other dealerships in town!)

On the other hand, don't be intimidated by a salesperson, either. No one can force you into a deal you don't want; You have to remember that when you shop for an RV, you are in control.

9

MAKE ANOTHER LIST

Ask the salesperson for a list, in writing and signed, that details each and everything that the dealership has agreed to fix, at their cost, as part of the deal. Be sure to know which items you're responsible for fixing, too.



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10 BE PREPARED TO WALK AWAY

Before you go out, prepare yourself to walk away if you don't find the right deal.

It's important to focus on finding the RV - at the right price - for you. If that doesn't happen, walk away.

If you do find an RV you love, but the salesperson can't meet the price you want, then give them your phone number and ask them to call you if they can come closer to your price.

ABOUT RV WHOLESALE SUPERSTORE

Family owned and operated since 1972, RV Wholesale Superstore has been selling and servicing a variety of recreational vehicles to customers just like you. We have a long tradition of customer service excellence because we recognize that our customers are part of our family and because we've partnered with the best manufacturers in the RV business.

We stock more than 25 brands from major manufacturers like Forest River, Palomino, Coachmen and Keystone including, many different travel trailers, fifth wheels, toy haulers, sport utility RVs, hybrid expandable RVs, and pop-up trailers. Our factory-trained professionals are here to help you find the RV that is right for you.



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CONTACT

RV WHOLESALE SUPERSTORE

We understand that today's customer is value-driven. Our mission is to help you find the right RV for the right price and provide you with the best service long after your purchase.

RV Wholesale Superstore has a global reach. While our show yard is located just outside of Toledo, Ohio, we specialize in wholesale RVs shipped throughout the United States, Canada, and overseas. Visit us online at www.rvwholesalesuperstore.com, in-person at 5080 W. Alexis Road, Sylvania, OH, or call **844-601-1171**.