

Pricing Your RV

The key to selling your RV is pricing it right. Many private party sellers set prices too high, so take a look at the tips below to help you set the price to sell your RV faster.

- Determine your RV's value with our NADA pricing tool. The Low Retail Value pertains to a unit that may have extensive wear and tear. The buyer can expect to invest in cosmetic and/or mechanical work. The Average Retail Value pertains to a unit that is clean and without any glaring defects.
- Provide an honest evaluation of your RV to get the most accurate value. Remember: Potential buyers will tend to be more critical of the RV's condition.
- Search used RVs with the Price Checker tool on RVTraderOnline.com to see how similar models are priced in your area. The RV Trader Price Checker tool will report highest, lowest, and average prices for the RV you are pricing.
- Research dealer pricing, but remember that private party sellers do not receive the same amount. Dealer sales provide benefits that private party sales do not, such as financing, limited warranties, insurance, etc.
- Reduce the price if your RV needs to be repaired. For instance, if your RV is valued at \$25,000 but needs new tires, then do not expect to receive full value. To receive full value have all repairs made prior to selling your RV.
- Consider adding "Or Best Offer" to your ad. Keep in mind that though you may receive more leads, the initial offers may be lower than you would like.

Preparing Your RV for Sale

Wash it, clean it, shine it up. Your RV should be in tip-top condition for potential buyers.

- Start by removing all personal items from your RV; Full-timers may find this more difficult, but try to consolidate and get rid of anything that is not absolutely necessary for day to day living. Put the rest in storage. Clean the interior of the RV – wipe down all interior surfaces, vacuum, and clean all windows.
- Replace burnt-out lights or fuses and top-off all fluids levels, if necessary. If something does not work, tell the buyers up-front.
- Any products or upgrades you plan on selling with your RV should be in working order and on your RV. You should be able to demonstrate how these products and upgrades work and how they make the RV lifestyle more enjoyable .
- Wash and wax the exterior, cleaning all windows, mirrors, and wheels.
- If you have your RV service reports, keep them handy for the buyer. You can also have copies of consumer reports to help motivate the sale. Having this information provides credibility and builds trust.
- There are third party services that inspect RVs at your home or office and independently verify its description and general status. These services start at approximately \$225 and can be found online or in your local phone book.
- Make a copy of your vehicle title in preparation of selling it. If you do not have the title, ask your lender to send it to you with a lien release. If the loan was paid off years ago and the lending institution no longer exists, the FDIC can help you obtain your title (888.206.4662).

Placing an Ad that Sells

Your RV is clean and ready to sell! The tips below will help you create an ad to get buyers' attention. The Place An Ad process with RVTraderOnline.com will prompt you to input specific details, but including more information will drive more qualified buyers to your RV.

- **PHOTOS.** Upload a variety of photos showing all angles of your RV – front, side, rear, interior rooms, and any other amenities and/or options you want to promote. Ensure that the background of the photos is also clean and well-maintained.
- Mention any options and custom features that your RV includes. RV buyers are also attracted to RVs that tell a story, so include stories about travels in your RV.
- Include other details, such as: Are you the RV's only owner? Has it been stored indoors when not being used? How many people does it sleep? Was there smoking in the RV? Any pets?
- Avoid generalities like "Loaded!" or "Like New!" Instead, be more specific: tell the buyer about the loaded features, explain how the RV is like new, and give them details about the condition of the interior, mileage, etc.
- Provide details about the interior: What type of wood are the cabinets? Are the bathroom tiles ceramic? What is most impressive about the electronics?
- Avoid using abbreviations and jargon that first time RV buyers may not understand.

Managing Potential Buyers

Decide how you would prefer for buyers to reach you – would you prefer emails or phone calls? Specify when buyers can reach you and provide phone numbers for day and evening hours.

- Return phone calls and emails promptly. Remember: Buyers have many options for buying an RV, and they will not wait much longer than 24 hours before looking elsewhere.
- Keep track of potential buyers as they contact you, noting their full name and email address or phone number. This will help you verify their identity when you meet.
- Be honest and upfront with all questions from a buyer. If a potential buyer decides after a phone call or email that he is not interested, neither of you have wasted time.
- Invite the potential buyer to meet and test-drive the RV. Make arrangements that are convenient to the potential buyer, if possible.
- Meetings should be scheduled during the day, if possible. This provides a safe environment and makes it easier for prospective buyers to examine your RV.
- After speaking with the potential buyer, send a follow-up email to confirm the buyer's identity. Be wary if the information provided is not accurate.
- Once you meet with potential buyers, give them a quick tour of the RV and then give them privacy. Buyers are often shy about looking around, so tell them where to find you if they have questions and give them as much time as they need.

Selling Your RV When Your Loan is Not Paid Off

Don't worry if you still have a balance on your loan. You can still sell your RV; it just adds an extra step to the transaction that involves closing the loan with your lender. Some of your options are detailed below.

- Contact your lending institution to determine the best way to close the loan. Also, ask about receiving a lien release, which states there are no outstanding loan obligations on your RV.
- You may owe more on the loan than you are able to pay – no problem! It is possible to transfer ownership as you close the loan. Use a service such as Escrow.com to facilitate payment to the lien holder during a normal escrow transaction.
- If the options illustrated above do not work for your situation, simply carry out the sale transaction at the bank that holds your title or lien. Pay off the balance and immediately sign over the title to the new owner. **Is the lien holder located out of the state?** Take the bill of sale to your DMV and obtain a temporary operating permit for the buyer. Once you have paid off the loan, you can send the signed title to the buyer. This option requires that you have faith in the buyer, so let them know that it is in your best interest to transfer the title as soon as possible to eliminate personal liability.

Making Safe Transactions

Whether you are communicating with your buyer in person, via email or over the phone, the following tips will help ensure that the transaction goes smoothly and safely.

- As with any transaction, verify the buyer's identity. Make sure that the name and address on his/her license match what you have been told previously. You can also write down the potential buyer's license number.
- Accept checks and money orders only in the exact amount of the sale. Do not ever wire money to buyers that you do not know.
- Contact the issuing bank to confirm that the check or money order is valid. Many forged checks will include bogus contact information for the bank, so look up the bank's contact information on your own. You can visit the bank's website to find this information.
- Wait until the check or money order is cashed or clears before handing over the keys. Most checks clear within one week, but confirm the timeline with your bank.
- You can always request a cash payment, which is typically fool-proof. However, we recommend that each party sign a cash receipt.
- Complete a Bill of Sale. A bill of sale contains a description of the RV, VIN, date of sale, purchase price, signatures of the buyer and seller, and other important information. A Bill of Sale is not required in all states but it is a great way to protect both the buyer and seller. Contact your local DMV for more information on where to get or how to create a proper Bill of Sale
- Some states require a sales tax be paid with the selling of a used RV. Contact your local DMV for information.
- Visit the [TraderOnline.com Security Center](#) for more information about our security measures.

Transferring Ownership

The tips below will give you a strong basis for transferring ownership of your RV, but we recommend checking with your local DMV for location-specific details.

- Sign your vehicle title over to the buyer. On the front of the title in Section A, sign your name, provide the name and address of the buyer/recipient and the odometer reading of the vehicle.
- Give the title to the buyer and ensure that he/she completes the title with name, address and signature.
- Remove your license plates from the vehicle. If you purchase a replacement vehicle, you may transfer your old plates to the replacement vehicle. If the plates are not transferred to another vehicle, you may return them to any DMV customer service center for recycling or destroy and dispose of them yourself.

NOTE: If you have a full six months or more remaining in your vehicle registration period, you may qualify for a refund by returning the plates to DMV.

Complete an Application for Vehicle Registration Refund Form ([FMS-210](#)) and mail it with the license plates to the address shown on the form. Be sure to [contact us](#) stating the plates are inactive.

1. **Notify DMV that you sold, traded or donated the RV.**

You must notify DMV that you have sold, traded or donated your vehicle. This may be accomplished by going [online](#), visiting a customer service center or [contacting us](#) by phone.

If you purchase another vehicle, follow the steps for [buying a vehicle](#).

2. **Notify the insurance company that you sold, traded or donated the vehicle.**

You must notify the insurance company when you have sold, traded or donated a vehicle. If you bought another vehicle, you may transfer insurance coverage to the new vehicle, providing the required information to the insurance company. Be sure to obtain liability

insurance for the other vehicle before you register it with DMV and transfer the old plates or purchase new plates for it.

Avoid Future Problems

Insurance companies notify DMV whenever they cancel, add or write new coverage for a motor vehicle. Therefore, if your insurance company cancels liability coverage on your vehicle because you no longer own it and you don't notify DMV, our records will show that the vehicle is registered in your name but is uninsured. Since it is unlawful to have an uninsured registered vehicle, DMV may suspend your driver's license and vehicle registration privileges.