



LET'S TALK ABOUT

BUYING & SELLING YOUR RV

PULL THROUGH SITES

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TIPS ON HOW TO BUY:



STEP 1: Decide what you want the experience to look like for you and your family.

- Do you only have the weekends to camp and need to go somewhere within a few hours of home?
- Are you someone that would rather take four day weekends and can work from the road?
- Are you planning for long extended trips with your family?
- Do you want to trade it all in and stay in your RV full time?

STEP 2: Figure out your needs in a camper.

- Do you have small children or older children, does a bunkhouse make sense or can they sleep on a fold out couch?
- Does a bathroom with an outside door feel like it would be handy or would you rather have an outdoor kitchen?
- Do you prefer a queen or king bed?
- Does a large bathroom make sense for how you decided you want your camping experience to look or are you okay with a standard size bath?
- Do you need amenities like a washer and dryer or can you do without?

STEP 3: Determine the specifics.

- How much will your tow vehicle haul? Or will you have a tow vehicle?
- What is your budget?
- Will you be paying cash or financing and will you be putting money down on the camper?
- Think through things like an extended warranty on the camper that could add an additional \$3-\$5k onto the amount.
- What additional items such as a tow hitch and RV accessories will you need to buy?

TIPS ON HOW TO BUY:



STEP 4: Go to a dealer lot and physically get into some campers.

- Lay on the beds, get cozy and imagine what it will be like on a cold rainy day when you and your entire family cannot go outside.
- Take your time to move around, bring the whole family to look at the RV and look in all storage areas.

Text us what you're looking for and we can make some recommendations

[314-907-0937](tel:314-907-0937)

Items to remember:

- This purchase is a want not a need.
- If you are not feeling any of the campers you are seeing or you aren't happy with the sales person then walk away.
- The RV industry has changed and things may have slowed down a bit with sales which could alter your buying experience.
- You are putting your family's happiness and memories and your relaxation and sanity into this new lifestyle so make sure it feels right or walk away and don't feel bad about it.
- This purchase is ultimately to get you into a state of relaxation and recharge, so make it right and make it work for your family.
- Find resources that can help when you have questions.

TIPS ON HOW TO BUY:



Questions to ask yourself:

- What is your budget, will you be paying cash or financing and will you be putting money down on the camper?
- Does a bathroom with an outside door feel like it would be handy or would you rather have an outdoor kitchen?
- Do you want to have a door to the bunk house?
- If you are bringing in an ungodly amount of toys or things for your kids would it be easier to just shove it all in the bunkhouse and close the door?
- Can your husband stand up in the shower?
- How much room is between your knees and the sink when sitting on the toilet?
- Do you have elbow room when trying to sit on the toilet?
- Is there room to make the bed and get all the way around the bed?
- How much storage is there?

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TIPS ON SELLING:



Things to consider when trying to sell your RV:

- Understand where the market is right now
 - There is a lot of inventory
 - Interest rates are up
 - Dealers are cutting crazy deals
 - You may be upside down on your RV
 - Income is not keeping up with inflation
 - Consumers are hesitant to make big purchases right now
 - We are going into an election year, etc.
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- Do some comparative research not just in your area but across the US on what the value of your RV is.
 - Realize that you may be in a situation to sell your RV to someone across the country. You may consider delivering the RV to the person or getting it delivered.
 - Get a full inspection by a certified technician and make any and all repairs to set you up for a greater advantage than other buyers not doing this.
 - A good technician will provide you a full report that you can pass along to the buyers. If you are buying out of state, find a technician in the area of the seller to inspect it for you and provide you with the report directly.
 - Don't be hesitant to sell a dealership if you have to just remember they may not give you full value because they also will have to try and resell this RV.

Remember: This is no longer a seller's market so don't be greedy, be realistic with your pricing.