



# THE COMPLETE RV TRADE IN GUIDE







Whether you own a teardrop camper trailer or a luxurious diesel-powered motorhome, RVing grants you the freedom to roam where and when you want before planting your stakes at a rustic campground or scenic resort – not some seedy inn or cookie-cutter hotel located miles from the action of the outdoors.

Nevertheless, there comes a time when every RV owner, whether they've had their coach for two years or 20, decides it's time to upgrade. For you, that time may be now. Or perhaps you're not quite sure. You've entertained the thought. Heck, you may even like the idea, but you're not 100% convinced you would benefit from moving up.

# SIGNS IT COULD BE TIME TO TRADE UP TO A NEW RV

## YOU NEED MORE ROOM

Children, grandchildren, cousins, friends, family, pets – they all represent loved ones with whom you cherish spending time. Unfortunately, your current setup may not have the room, sleeping options, or storage to accommodate all, or even some, of your valued guests. A new, smarter and more spacious floor plan with could be just what you need.

## YOU NEED MORE POWER

Traveling the country can feel like a chore when you don't have enough horsepower at your disposal, especially if your motorhome is packed to the brim or hauling an automobile. If you often find yourself climbing hilly terrain and it's obvious your coach's engine isn't having it, it may be time for something with a more capable powerplant.

## YOU FIND YOURSELF DESIRING A MORE ADVANCED CHARIOT

Thanks to recent innovations, RVs have become much more user-friendly and advanced than they used to be. Driving technologies, internet capabilities, and



phone-related technologies often change from year-to-year. Though a smaller need than space or comfort, the right technology can be enough to sell you on a new RV.

## YOU'RE READY TO GO FULL-TIME

Should you find yourself on the cusp of becoming a "full-timer," you may discover that your weekender RV isn't up to the task of acting as your primary residence. Features and comforts you never thought about become necessary to living a comfortably on a full-time basis. In this sounds like your situation, a larger, more residential arrangement is the answer.





## YOUR CURRENT RV IS READY TO BITE THE DUST

An aging recreational vehicle increases your chances of experiencing one of several financial and safety-related pitfalls. Nothing is worse than ending up stranded on the side of the road, and if your rig has been a less-than-reliable travel companion lately, it may be time to cut your losses. What's more, not many folks want to spend time in an RV that's clearly seen better days. If you consider your coach or trailer

to be your second (or only) home, you may find moving up to a safe, dependable and all-around eye-pleasing new travel vehicle to be the right call.

Whatever your reasoning for trading up, this guide can assist you in navigating the most important aspects of trading in your current unit.



# EVALUATING THE CONDITION OF YOUR RV

## ☐ APPLIANCES

All appliances should be clean and in proper operating condition. Gather any owner's guides or instruction manuals.

## ☐ BATTERIES

Battery compartments, connections and wiring should be clean and free of oxidation and corrosion. Batteries should be properly charged.

## ☐ CABINETRY

Cabinets should be free of damage, swelling and water damage. All doors should open and shut with minimal effort.

## ☐ CEILING

The entire ceiling should be examined for water damage caused by roof leakage. Look for staining and repair any leaks, if possible. Replace any cracked or broken vent covers.

## ☐ CHASSIS

If possible, examine the bottom of your RV for corrosion and repair any visible rust. Storage compartments and holding tanks should also be inspected. Finally, be on the lookout for signs of fluid leakage, especially when it comes to brake lines.

## ☐ COCKPIT

If it affects the driver or driving experience, it needs to work. Everything from power seats and mirrors to digital displays and windshield wipers should be fully operational.

## ☐ ELECTRICAL COMPONENTS

Check the condition of all visible wiring and make sure all interior and exterior lighting is functioning correctly.

## ☐ ELECTRONICS

Depending on how your RV is equipped, all entertainment equipment should be in proper working order.





- ☐ **ENGINE COMPARTMENT**  
Make sure your engine bay displays a clean appearance and that no wiring or hoses are loose or disconnected. Top off all fluids, replace worn out spark plugs and check the condition of any belts or hoses.
- ☐ **FLOORING**  
Check all floors for soft spots, which often indicate the presence of rotting wood underneath. If present, carpet should be removed and wood should be replaced.
- ☐ **FURNITURE**  
All furnishings, including mattresses, sofas, chairs and tables should be clean and in solid working condition. If there is upholstery that is torn or stained, it should be replaced or repaired.
- ☐ **HEATING & COOLING SYSTEM**  
Heating and air conditioning systems must be in strong running condition. If necessary, have your air conditioning unit recharged and make sure any leaks are addressed.
- ☐ **PAINT**  
Start by washing your RV's exterior and addressing any cosmetic damage as best as you can. If your paint appears dull, consider waxing it or paying someone to detail it for you.
- ☐ **PLUMBING**  
All plumbing components should be functional and free of leaks. Items include your water holding tank, water heater and faucets.

- ☐ **ROOF**  
Rubber roofs should appear clean and white and clear of rips or peeling. If your roof is made of fiberglass, examine it for cracks and hail damage.
- ☐ **SERVICE COMPARTMENT**  
If equipped, your RV's service compartment should be clean and organized. Adjust any loose connections and make sure there are no foul odors present.
- ☐ **SLIDE-OUTS**  
All slide-outs should extend and retract smoothly and be free of leaks.
- ☐ **WALLS**  
Check for signs of water leaks and ensure all walls are securely connected to your RV's body.
- ☐ **WHEELS & TIRES**  
Wheels should be thoroughly cleaned and an attempt should be made to remove any rust spots. Examine tires for excessive wear and replace if necessary.
- ☐ **WINDOWS**  
Windows should be thoroughly cleaned and any cracked or fogged glass should be replaced.





Keep in mind that while it may not be possible to address your RV's every defect, each broken appliance or worn out part has the potential to diminish your unit's value come trade in time. One way to go about prioritizing areas in need of attention is to organize them into one of three categories:

### 1. DIY REPAIRS

These are fixes you can make yourself for less than it would cost to have a professional do the job.

### 2. COMPLEX REPAIRS

These are tasks you can't quite tackle on your own but want to address using your dealer's service department as they have the potential to diminish your trade in value significantly.

### 3. UNTOUCHABLES

These are bigger jobs that would cost you more to complete than it would be worth, as the impact on your trade-in value would amount to less than the price of the repair.



# PREPARING YOUR RV FOR MAXIMUM RETURN

Making sure your travel vehicle is in good working order and sound mechanical condition are the two most important aspects when it comes to receiving maximum value for your trade. Still, there are a handful of other steps you can take to ensure you receive maximum value for your old motorhome, trailer or fifth-wheel.

## TARGET AREAS:

- Exterior storage compartments
- All cabinetry and other interior storage spaces
- Windows/curtains
- Kitchen appliances and countertops
- Flooring, both tile and carpet
- Walls
- Furniture upholstery
- Sinks, toilets and showers
- Cockpit
- Dust all electronics and décor pieces
- Remove all food items and other leftover belongings

## CLEAN YOUR RV

A bucket of household cleaning supplies and a little elbow grease can transform your RV's appearance from "worn down" to "like-new" in less than a day's time. In fact, a coach that sparkles and shines both inside and out can have a significant positive impact on its trade-in value.





## FRESHEN UP YOUR RV'S DÉCOR

While a total overhaul is probably not worth your time and effort, updating select items located throughout your rig will help it appear more modern and better maintained.

### TARGET AREAS:

- Faucets and shower heads
- Cabintet doors and hardware
- Flooring
- Curtains and blinds
- Screens
- Decorative art
- Pillows and blankets
- Painted surfaces or walls

### GATHER ALL PAPERWORK

One consideration that is often overlooked involves having all of your RV's important paperwork items present when you bring it to the dealer to trade in. Having these items shows that your unit was responsibly maintained and makes it more attractive to a dealer that will be looking to resale it.

### TARGET AREAS:

- Your RV's owner's manual
- Any paperwork or instruction booklets associated with appliances, electronics and aftermarket items.
- Any and all service records and receipts
- All purchase receipts (tires, wiper blades, aftermarket items, etc.)
- Active warranty documentation
- Your RV's title
- Your RV's current registration
- Any paperwork associated with an active loan



# RV TRADE IN EVALUATION CHECKLIST

	GOOD	FAIR	POOR	NOTES
APPLIANCES				
BATTERIES				
CABINETRY				
CEILING				
CHASSIS				
COCKPIT				
ELECTRICAL COMPONENTS				
ELECTRONICS				
ENGINE COMPARTMENT				
FLOORING				
FURNITURE				
HEATING & COOLING SYSTEMS				
PAINT				
PLUMBING				
ROOF				
SERVICE COMPARTMENT				
SLIDE-OUTS				
WALLS				
WHEELS & TIRES				
WINDOWS				



# DETERMINING WHAT YOUR RV IS WORTH

Once you've taken care of or at least determined what repairs, updates and modifications will be performed on your RV before it's time to trade up, you're ready to estimate your unit's actual trade-in value. While your actual return can and likely will vary depending on the health of the current market, using the following methods to determine your recreational vehicle's trade-in value will help you figure out what to expect once you visit your local dealer.

1. The first thing you'll want to do is visit the NADA Guides RV Pricing Page and click the "Start Here" button.
2. Select your RV's make by clicking on the correct manufacturer. If you don't see your manufacturer listed, use the dropdown menu located below the main list.
3. Next, select your RV's model year from the dropdown menu and proceed to click on your vehicle's specific model name.



For your reference, floor plan numbers, overall length and other descriptors are included to help make sure you choose your exact configuration.

4. Enter the number of miles of your RV's odometer (if applicable). Then, select any and all features and options found on your specific unit.



## SUGGESTED LIST PRICE

This price reflects the approximate price of your unit when it was brand new. The prices listed are furnished by the manufacturer and are assumed to be correct.

## LOW RETAIL

A low retail unit may have extensive wear and tear. Body parts may have dents and blemishes. The buyer can expect to invest in body and/or mechanical work, although the vehicle is still considered to be in safe running order. Low Retail vehicles are usually not found on dealer lots. Keep in mind: Low Retail is not a trade-in value.

## AVERAGE RETAIL

An average retail vehicle is clean and is without any glaring defects. Tires and glass are in good condition. The paint matches and has a good finish. Interior wear is appropriate considering the age of the vehicle. Carpet and upholstery is clean, and all power options are in good working order. Mileage is within an acceptable range for the model year. An Average Retail vehicle on a dealer lot may include a limited warranty or guarantee, and possibly a current emissions or safety inspection (where applicable).

So how do you use these numbers to calculate the kind of trade-in offer you can expect to receive? The key is to determine a realistic trade-in value by figuring out the approximate wholesale value of your RV. The actual wholesale value is only accessible to dealers and changes daily, which is why your goal should be to arrive at your unit's approximate wholesale value.

To do so, take your RV's low retail number and subtract 10%. Depending on the current market, economy and condition of your unit, this percentage can vary. Wholesale value is determined by economic factors and what other similar vehicles are selling for in today's market.





Dealers must take trades just below wholesale value if they ever hope to make a reasonable profit. Dealers must allow for interest payments on current inventory, commissions to salespeople, overhead and much more.

Turning down a fair trade-in allowance can cost you thousands later on down the

road. For example, every month your coach ages, you suffer another 30 day's cost of ownership, depreciation, interest, insurance, fuel, wear and tear and more. If a dealer offers \$100,000 for your RV, the offer could easily drop thousands of dollars over the course of the next several months.

# TRADING IN VERSUS SELLING YOURSELF

Most RV owners looking to trade up to something new face the same dilemma: “Should I trade in my old unit or invest time and money in trying to sell it myself?” While this question can be difficult to answer when it comes to automobiles, trading in a large, complex RV is almost always the right choice, especially when you consider the hassle and expense involved with selling a recreational vehicle “by owner.” Here are some other factors to consider:

**Trading in is much easier.** Selling a recreational vehicle yourself requires a lot of time, money and effort because it forces you to advertise your RV and meet and haggle with potential buyers – something you may have to do over and over again if your rig doesn’t sell right away.

**Trading in allows you to avoid** having to wait for a potential buyer to line up financing, and protects you from any future liability.

**You can apply the trade-in amount to your down payment,** lowering the amount you’ll need to finance or pay out of pocket.

**Most states require sales tax to be paid only on the difference** between the price of your trade-in and the new vehicle you are buying, not the full price of the new unit you bought. This tax benefit does not apply if you sell your old RV yourself.

**If a used RV is not yet paid off,** most dealerships will contact your lender and pay the remaining balance, which allows you to purchase a new unit without first paying off your old one.

**Trade-in value is something you as a buyer can use as leverage** once it’s time to negotiate the price of your new RV.

**By trading in your coach, you avoid having to pay to insure it** for the next several months, which is the likely amount of time it will take to sell your RV on your own.

**Trading in lets you avoid added depreciation** that can and will occur the longer your recreational vehicle remains on the market, which can range from a few weeks to several months.



At the end of the day, if you really want a clear idea of what your current RV would be worth as a trade-in, stop by an RV dealer. To figure out where to go, talk to your friends. Read online dealership reviews. And once you're on the lot, find a salesperson you are comfortable with. One that respects your time, is open and honest and is committed to helping you complete a deal that makes sense for you and your family.

## ABOUT NEWMAR

We love RVs. And we build them for people who love the RV lifestyle. That's why for over 50 years, the Newmar mission has been to create recreational vehicles that are unlike any others.

We hold ourselves to a higher standard of craftsmanship. We infuse a deeper level of pride into our work. And we continually push ourselves to innovate and lead. That's what makes Newmar different.

Impeccable RV beauty, durability, comfort and affordability. Those are just a few of the qualities that create the Newmar Difference.

