



# RV Price Check Checklist

A simple buyer-protection checklist to help you compare prices, spot expensive fees, and know your walk-away number before you buy.

**The goal is not just to find the cheapest RV. The goal is to buy the right RV at a fair out-the-door price.**

## How to use this checklist

Print this before you call a dealer, visit a lot, or make an offer. Fill in the numbers as you research. Do not rely on the advertised price or the monthly payment. The number that matters most is the full out-the-door price before financing.

- Use this before you negotiate.** Research comparable RVs first, then decide what you are willing to pay.
- Get every number in writing.** A verbal quote can change once you are emotionally committed.
- Slow down.** Pressure, confusing fees, and payment-only conversations are warning signs.
- Be willing to walk away.** There will always be another RV.

## Quick Rule

A fair RV price comes from research, inspection, and the full out-the-door number - not hope, hype, or a monthly payment.

## Step 1: Identify the Exact RV

Before you compare prices, make sure you are comparing the same RV. Small differences in model year, floor plan, packages, generator, solar, suspension, mileage, and condition can change the real value.

Year \_\_\_\_\_ Make \_\_\_\_\_  
Model \_\_\_\_\_ Floor plan \_\_\_\_\_  
New or used \_\_\_\_\_ Length \_\_\_\_\_  
Mileage if motorized \_\_\_\_\_ Major options \_\_\_\_\_

## Step 2: Compare Real Market Prices

- Checked J.D. Power/NADA RV values for a used RV baseline.
- Checked RVTrader for similar active listings.
- Checked dealer listings for the same model or close comparables.
- Checked Facebook Marketplace, Craigslist, or local private listings.
- Compared the same model year, floor plan, condition, options, and region when possible.
- Saved screenshots or links to comparable listings before negotiating.

Item	Amount / Notes
J.D. Power/NADA value	_____
Lowest comparable listing	_____
Highest comparable listing	_____
Most realistic fair range	_____
Best competing dealer quote	_____

### Buyer Tip

Do not compare a clean, low-mileage RV stored under cover to a neglected unit with water stains, old tires, or missing maintenance records. They are not the same RV.

## Step 3: Get the Full Out-the-Door Price

The advertised price is not enough. Ask for a written buyer's order or full quote that shows every fee, add-on, tax, title cost, and registration cost before financing.

Item	Amount / Notes
MSRP if new	_____
Advertised price	_____
Selling price	_____
Freight	_____
Dealer prep	_____
Documentation fee	_____
Dealer add-ons	_____
Taxes	_____
Title and registration	_____
Hitch or equipment	_____
Service contract/warranty	_____
Total out-the-door price	_____

## Step 4: Watch the Fee List

- Freight and prep are clearly explained.
- Documentation fee is listed and understood.
- Battery, propane, walkthrough, or orientation fees are disclosed.
- Hitch, brake controller, or weight distribution setup is priced separately.
- Protection packages, tire/wheel plans, GAP, roadside assistance, and service contracts are optional - not quietly added.
- No fee appears after I already agreed to the deal.

### Important

A big discount off MSRP can still be a bad deal if the final out-the-door price is padded with fees or overpriced add-ons.

## Step 5: Avoid the Monthly Payment Trap

A lower monthly payment can be created by stretching the loan, changing the down payment, rolling in add-ons, or charging a higher interest rate. Know the total cost before you sign.

Item	Amount / Notes
Down payment	_____
Amount financed	_____
Interest rate	_____
Loan term	_____
Monthly payment	_____
Total interest over loan	_____
Prepayment penalty?	_____
Add-ons being financed	_____

## Step 6: Check Condition Before You Decide

- Roof, seals, windows, and corners checked for leaks or soft spots.
- No musty smell, swollen wood, stained ceiling, soft floor, or delamination.
- Tires are checked by age and condition, not just tread depth.
- Slides, awning, appliances, batteries, plumbing, electrical, and HVAC are tested.
- Generator hours and service history reviewed for a motorhome.
- Maintenance records reviewed when available.
- Professional inspection scheduled, or a detailed inspection checklist used carefully.

### Inspection Reminder

The lowest price is not always the best deal. A cheap RV with water damage, old tires, or slide problems can become expensive fast.

## Step 7: Set Your Offer and Walk-Away Number

Decide your numbers before you negotiate. If you do not know your walk-away number, the dealer may help you find a much higher one.

Item	Amount / Notes
My target out-the-door number	_____
My maximum number	_____
My walk-away number	_____
Repairs or condition items to negotiate	_____
Competing quote I can reference	_____
Final offer deadline	_____

### Walk Away If...

- The dealer or seller refuses to give written numbers.
- The fees keep changing or are not clearly explained.
- You are pressured with "today only" pricing.
- They rush or block a proper inspection.
- The title, VIN, or paperwork does not match.
- The RV smells musty or shows signs of water damage.
- The finance office adds products you did not ask for.
- The monthly payment becomes the only number they want to discuss.
- The RV does not fit your tow vehicle, floor plan needs, storage needs, or budget.

### Final Buyer Confidence Check

Before you buy, you should be able to say: I know what similar RVs cost, I understand every fee, I have inspected the RV, I know my financing terms, and I am willing to walk away.

Next step: For more RV buying tips, walkthroughs, and real-world RV reviews by floor plan and livability, visit [RVBlogger.com](http://RVBlogger.com) and watch the RVBlogger YouTube channel.