Compare proposals, not promises

RV park and campground broker / direct-buyer decision workbook | One copy per proposal

Use written evidence to compare a broker's engagement with a prospective buyer's proposal. These are different roles: a broker provides agreed services; a principal buyer pursues its own purchase. Neither route guarantees the best price, privacy, speed or closing.

Write “not stated” for missing terms. A suggested price, bank screenshot, proof-of-funds letter or lender conversation answers a limited question; none guarantees a closing. Ask for clarification in writing and use independent property-specific advisers.

Park / proposal date / version

Proposer's legal name, role and independently verified contact

My cash-at-closing, timing, privacy and transition priorities

Quick role comparison

Question	Direct principal	Brokered process
Whose interests?	Buyer's own interests	As defined by agency / engagement documents
Buyer reach?	Identified party; test independently	Agreed marketing; no guaranteed result
Fees?	No commission from us for our purchase	Actual signed fee terms; other costs also apply

Keep the completed workbook in your secure files. This blank PDF sends no data. Do not write passwords, taxpayer IDs, bank account numbers or wire instructions in it.

Full public comparison: rvparkexitgroup.com/sell-rv-park-without-broker
Prepared and reviewed October 14, 2026 (UTC).

Interview the broker on paper

Record the document clause, evidence reviewed and unanswered question. Ask for the full agreement before signing.

1. **Broker, license and role** — Legal names, license verification, relevant work, representation and conflicts.

2. **Value support** — Method, comparables, financial assumptions and price-change decisions.

3. **Marketing and privacy** — Public exposure, teaser, records access, confidentiality and tours.

4. **Buyer qualification** — Identity, equity, debt, operating plan, assignment and closing capacity checks.

5. **Fees and expenses** — Basis, minimum, fixed fees, reimbursements, trigger and deferred-payment treatment.

6. **Term, exclusivity and exit** — Dates, renewal, termination rights or cost and post-termination duties.

7. **Owner-sourced or known buyers** — Treatment of an existing or introduced buyer and any fee still owed.

8. **Process and reporting** — Who handles offers, updates, tours, diligence, deposits and closing coordination.

Do not assume a universal commission rate or that a privately found buyer eliminates an existing obligation. Have counsel review the agreement and applicable state rules.

Clarification / adviser / deadline before signing

Review an active or expired listing

Use the signed file and contact history. Do not route around a broker or rely on a verbal change.

1. **Status and agreement type** — Start and end dates, renewal, termination, amendments, exclusivity, property and interests covered.
2. **Direct-buyer contact** — Who initiated it, when, how the buyer learned of the park and what was shared or offered.
3. **Owner-sourced or excluded buyers** — Named-prospect schedule, exact entities, related parties, procedure and deadlines.
4. **Compensation trigger** — Basis, minimum or fixed fee, expenses, transaction types and deferred proceeds.
5. **Protection or tail period** — Duration, covered prospects or activity, required list, notices, exceptions and later listings.
6. **Communication and access** — Who receives inquiries and offers; confidentiality, tours, data room and reporting rules.
7. **Written resolution** — Counsel advice and any signed exclusion, amendment, termination, fee agreement or release.

Do not conceal, backdate or recharacterize a buyer contact to avoid a written obligation. An expired agreement may still contain duties. Preserve the contact history and have property-specific counsel review the signed file and applicable state law.

Buyer / contact date / source / records preserved

Clause or unresolved issue / adviser / written resolution needed by

Official-source notes and full explanation: rvparkexitgroup.com/sell-rv-park-without-broker#existing-broker-agreement. State regulator examples do not determine another state's commercial transaction.

Qualify the prospective buyer

Record what was stated, what was independently checked, by whom and when. Keep conditional funding visible.

1. **Identity and signing authority** — Exact purchasing entity, signer, authority and permitted entity changes.

2. **Role and assignment** — Principal, intermediary or wholesaler; assignment consent and continuing liability.

3. **Equity and cash-to-close** — Source, control, evidence date, investor conditions and funds still to be raised.

4. **Debt readiness** — Lender, borrower, stage, material conditions and evidence or commitment deadlines.

5. **Deposit and escrow** — Amount, due date, holder, refund or release conditions and default treatment.

6. **Diligence and access** — Scope, recipients, confidentiality, deadline and limits on operating disruption.

7. **Approvals and schedule** — Every contingency, satisfaction evidence, extensions and final closing date.

8. **Seller-note risk** — Buyer review, senior debt, security, lien priority, reporting and default protections.

An approval plan is not an approval. Stage confidential records and site access, and resolve assignment, funding, deposit and termination terms with your own counsel.

Largest unresolved dependency / evidence due date

Separate today's cash from notes

Compare two actual proposals using the same cutoff date, adviser estimates and definitions. Blank amounts are unknown, not zero.

Start with gross funded cash consideration available at closing **before** seller-side disbursements. Count a deposit credit once, not as extra money. Exclude seller-note principal and unreceived conditional amounts. Your closing professional should reconcile the final statement.

Closing-cash comparison

Closing cash item	Proposal A	Proposal B	Source / unknown
1. Gross funded closing cash			
2. Seller debt / lien payoffs			
3. Broker / marketing charges			
4. Professional / closing costs			
5. Net credits / adjustments deducted			
6. Escrows / holdbacks not disbursed			
7. Closing cash before tax			
Adviser-estimated tax (separate)			

Working reconciliation: line 7 = line 1 minus lines 2–6. A credit to the seller may be a negative deduction. Do not double-count an item already netted into line 1. Tax, allocation, entity distributions and actual disbursements need adviser review.

Future seller-note principal / payments / security — separate from closing cash

Remaining conditions, estimate ranges and who will verify them

Do not add nominal future payments to current cash as if they were equivalent. This worksheet does not calculate tax, value a note or predict collection.

Evaluate payments over time

Seller financing means agreeing to receive part of the price after closing. It is optional and carries repayment risk.

Cash at closing / minimum owner cash need

Principal financed / interest / first payment and frequency

Amortization / maturity date / balloon amount and expected funding source

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Collateral / lien priority / senior debt / guaranties if any

Reporting / reserves / insurance / transfers / default and cure terms

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Independent legal and tax review / cash needed for sale-year costs

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Do not assume lower total tax, guaranteed income or guaranteed refinancing. Eligible installment treatment depends on the actual assets and transaction. Depreciation recapture may be due in the sale year; interest is generally ordinary income. Your tax adviser must evaluate your facts.

Read: rvparkexitgroup.com/seller-financing-rv-park
Hypothetical payment tool: rvparkexitgroup.com/rv-park-seller-financing-calculator

Before funds move

Follow your closing professional's established process. Independently verify payment instructions and any change using a known phone number or previously established channel — not details provided in the new message. If fraud is suspected, contact the financial institution and the FBI's IC3 promptly.

Unresolved protection or refinancing assumption / adviser / deadline

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Make the next decision explicit

Neither a comparison worksheet nor a conversation obligates you to sell, list or accept financing.

Next decision / required evidence / responsible adviser / due date

What information I permit to be shared, with whom and for what purpose

RV Park Exit is a family business and prospective principal buyer, not your broker, appraiser or legal or tax adviser. We do not charge a brokerage commission for our own purchase. Other costs and existing broker obligations may apply.

If our acquisition is not a fit, we will say so. RV Park Exit buys as a principal and does not list parks, represent sellers, or introduce owners to other buyers. A purchase is not guaranteed. Compare a brokered listing with a direct purchase in the selling-without-a-broker guide on rvparkexitgroup.com.

Source and further-reading notes

SBA — Close or sell your business
General sale-planning and written-agreement guidance; not an endorsement of a sale path.
sba.gov/counseling/manage-your-business

IRS — Publication 537, Installment Sales
Federal installment-sale, selling-expense, liability, recapture and interest guidance; individual treatment needs review.
irs.gov/publications/p537

FBI — Business Email Compromise
Fraud and independent-verification guidance, including title-company wire impersonation.
fbi.gov/how-we-can-help-you/common-frauds-and-scams/business-email-compromise

Use qualified independent advisers to review transaction-specific legal, tax, accounting, title, valuation and financing issues. You may share this blank, unmodified workbook with attribution to RV Park Exit. Keep the completed version private.