

20 questions to ask RV park owners when you're interested in purchasing their property:

Can you tell me more about the history of the RV park?

How long have you owned it, and what made you want to run an RV park?

How many sites are there?

Is the Park on city water and sewer?

What is the current occupancy rate of the RV park?

Are there any particular seasons or events that attract more visitors?

What amenities and facilities does the RV park offer?

Is there a laundry facility, restrooms, showers, or recreational areas?

Are there any current or planned improvements or expansion projects for the RV park?

Is there potential for growth or additional revenue streams?

Can you provide details on the financial performance of the RV park?

What is the annual revenue?

What are the total expenses each month?

How do you market and attract guests to the RV park?

Are there any existing marketing strategies or partnerships in place?

Are there any specific licenses, permits, or regulatory requirements associated with running the RV park?

Are there any zoning or land use restrictions that need to be considered?

That means what problems are you trying to sell me.

Are there specific groups or target markets that the park attracts?

How do you handle day-to-day operations and management of the RV park?

Are there any staff members or a management team in place?

Are there any outstanding or pending legal or environmental issues related to the property?

What pricing and terms do you have in mind if you were to sell the RV park?

Are you open to negotiations or any creative financing options?

That means like owner finance where you make more than the asking price?

Are there any specific aspects or features of the RV park that you believe would make it particularly attractive to me as a potential buyer?

How do you handle reservations and bookings? Do you use any reservation management systems or online booking platforms?

What are the local attractions and activities that appeal to guests staying at the RV park? Are there any nearby tourist destinations, recreational areas, or popular events?

Are there any established relationships with local businesses or service providers that benefit the RV park? For example, partnerships with nearby attractions, restaurants, or maintenance contractors.

How do you handle maintenance and repairs within the RV park?

Are there any ongoing maintenance contracts or agreements in place?

What is the average length of stay for guests at the RV park?

Are there any policies or restrictions on the length of stay or seasonal stays?

Are there any specific marketing or business development opportunities that you believe could be explored by the new owner?

Remember to engage in an open conversation with the RV park owner and ask follow-up questions based on their responses. These questions will help you gain a comprehensive understanding of the RV park's operations, market positioning, financials, and potential for growth.

Take notes.