



HOWARD RV CENTER CONSIGNMENT INFORMATION

6811 Market Street
Wilmington NC 28405
910.791.5371 - 800.852.7148
Fax: 910.392.0672 - www.HRVC.com

POLICIES: Howard RV Center has a reputation of selling only the Finest & Well maintained RVs.

- All units accepted are at the complete discretion of HRVC Management. The RV must be a Production Based Motor Home, listed in the NADA Guide, **have a \$30,000 NADA Wholesale value or Higher, and be 8 years of age or less.**
- All equipment must be in good working order, if not, item(s) will be repaired and billed to seller, prior to going on the market and/or at the time of sale, prior to closing. Seller is expected to pay for a necessary repairs to complete the sale
- **Unit must be in good/clean condition and free of ANY damage.** Unit must be cleared of all personal items, and as close to "Factory Condition" as possible. Howard RV Center is not interested in vehicles that have been customized, or altered from manufacturer's original design.
- Coach must be brought in with minimum ½ Tank of fuel & enough LP for demonstration purposes.
- The Coach is required to have a current License Tag and complete insurance while on Howard RV Center's lot for the purpose of Service, Storage, and/or consignment. *NOTE: NC State Law prohibits dealers from using Dealer Tags on vehicles they do not own.* *NOTE: Most insurance companies will not insure RVs that are left for sale on consignment. Please speak to us prior to talking to your insurance company about coverage, while your RV is for sale.*

HRVC COMMISSION: Howard RV Center will be making a 10% commission on the sale of the RV with a minimum of \$3,500). **Commission Rate maybe negotiable on high-line coaches of \$100,000+.

In this current market, the Owner/Consignor should expect to **NET** a dollar amount of somewhere near the current **NADA Base Wholesale Book Value** (or 10% back of wholesale for higher priced RVs \$100k+, or for RVs less than 3 model years old). (NOTE: Many manufacturers add the most popular Options & Equipment into the NADA Suggested List Price which will already be reflected in the current base book value, these items should not be added as optional equipment again, i.e. A/Cs, Generator, Slide-out room(s), Levelers, Stereo(s), Camera, Microwave, TVs, Awning(s), Vents, etc.) A dealer will be able to inform you on what was included in the Base Retail Price. **PLEASE NOTE: NADA Guide is not a guarantee of what the RV will sell for, only the current market conditions will do that. NADA is only a guide and is mainly used by the Banks for the maximum loan amount.**

- **PDI (Pre-Delivery Inspection):** At the time of sale, a check-out of; all appliances, the propane system, potable & waste water system, the electrical system, tire pressure, engine fluids, and all electronic items will be completed. **This fee will be charged to the Buyer for this inspection**, Just like in a real estate transaction. **It is the responsibility of the owner/consignor to repair all items in need of repair or adjustment, to complete the sale.** An inspection report and quote will be presented to the owner/seller, 48 hours prior to the closing date, to authorize all necessary repairs.

*** The PDI fee is: \$695 for Class A Rear Diesel RVs, \$495 for Gas Class A, Class B, & Class C RVs.*

OTHER FEES:

- **Initial Inspection Fee:** \$199.00 will be charged for an initial listing & inspection of the RV for any issues or repairs required to the RV ready for sale. This will be refunded if RV is sold by HRVC in 60 days.
- **Initial Cleaning Fee:** If required, an Initial Detail/Cleaning Fee of \$8.50 per linear foot will be charged, and billed to the owner/seller, for immediate payment. (Includes; Interior, Exterior wash, Roof wash, Cargo Bays) *Can be more for some RVs based on condition.
- **Tank Dumping Fee:** If waste tanks are not completely empty and flushed. (\$50.00)
- **Available Warranty:** Buyers like a Warranty, and we can offer a 90 day warranty for a nominal amount of \$595.
- **Lot / Maintenance Fee:** If the RV is not sold in within 90 days, HRVC will charge a monthly maintenance fee (or lot fee) on the RV. *NOTE: Fee is not charged for the first 90 days. Fee schedule: Most Class A & Class C Motor Homes: \$75.00 - Larger/Diesel Coaches: \$100.00 per month*
- **Winterizing fee:** If unit is not winterized (Nov. 1st – March 31st) Fees vary, ask for quote.

** If the Owner removes the Vehicle from Sale, the owner will be responsible for all charges including, but not limited to; Fuel, Propane, Repairs, Monthly Maintenance Fees and the PDI inspection fee (if completed).

HOWARD RV CENTER COMMISSION INCLUDES:

- Monthly Maintenance for first 90 days, while on lot Only (Light wash & sweep out [if needed] & Battery Check)
- Displayed with 30amp Power plug-in (if available) w/A/C on in Summer (Higher Price Coaches take Precedence)
- **ADVERTISING:**
 - Popular Media: Radio, TV, Yellow Pages, Web-Search Marketing.
 - Listing on our web-site (www.HRVC.com) "INVENTORY" page, with 20-45 photos
 - Listing on www.RVTRADER.com & RVTRADERONLINE.com with up to 25 photos (\$99 value)
 - Listing on RV123.com with up to 25 photos

What does Howard RV Center provide to the Buyer?

We included the following items to every buyer: \$150 RV Accessories Starter Kit, 1 yr. of Coach-Net Emergency Roadside Assistance on used motor homes, and a Complete Demonstration of the RV being purchased. We can also offer Financing, RV Insurance, and Extended Warranty/Service Contracts.

SELLER'S CONSIGNMENT CHECKLIST:

- () Current Registration of the vehicle to be sold
- () Title of Vehicle to be sold, (unless there is a lien – If there is a lien, we will need the Bank Name, phone number, and account #. We also may need the SSN of primary account to verify payoff.
- () Current Insurance information that shows the Valid Dates (From date & Expiration date)
- () Copy of Driver's License for each person named on Title or Registration
- () Keys to RV - (2) Sets are requested
- () Recent Maintenance Records/History - We have a maintenance history questionnaire that we will fill out with you at the time of consignment of your RV
- () The RV Must be empty of ALL personal belongings and should be in Clean/Show ready condition to avoid any clean-up charges. Otherwise it's \$8.50 per foot (or more)
- () Empty All holding tanks; Fresh water, Grey, & Black ...and have them Flushed clean.
- () Vehicles with generators MUST have a min. of 1/2 tank of fuel to show operation.
- () Call ahead to make an appointment for drop off – 1 hour minimum notice, please.

NOTE: Paperwork and check-in normally takes 30-45 minutes.

Unit to be sold: _____

NADA Base Book: Low Retail _____ High Retail _____

Current RV Dealer Auction Values: _____

Selling Price: List for: _____ Estimated Take Price: _____

HRVC Commission: _____ % or Minimum of \$ _____

Estimated Cost of Reconditioning &/or Repairs: _____

*Estimated Net to Seller: _____

* This amount minus any required repairs after inspection, services, lien balance, or unpaid lot fees.