

CREATIVITY RV 5-YEAR RV VALUE COMPARISON EXAMPLE

SOURCE: NADA GUIDE AUGUST, 2019

Get the template here: <https://docs.google.com/spreadsheets/d/1XSDvh00-nV8szpA8w80m1sPTTrJyKiKozoFNISw61FEM/edit?usp=sharing>

This sheet does 2 things:

1. It gives you an idea of wiggle room in the negotiation of a new rig.
2. It illustrates how the value of that rig will reduce over time as an asset, or for buying or selling.

EXAMPLE 1

CLASS C	YEAR	SUGGESTED LIST PRICE (SLP) IN THOUSANDS*	AVERAGE RETAIL PAID IN THOUSANDS**	PERCENT DIFFERENCE BETWEEN SLP AND AVERAGE RETAIL	DOLLAR DIFFERENCE BETWEEN SLP AND AVERAGE RETAIL IN THOUSANDS
WINNEBAGO VIEW 24J 25'8" FT Class C					
	2019	\$137	\$105	23%	\$32
	2018	\$148	\$93	37%	\$55
	2017	\$138	\$91	34%	\$47
	2016	\$110	\$78	29%	\$32
	2015	\$109	\$72	34%	\$37

Possible Conclusions:

1. Highest percentage of wiggle room in the negotiation of a new model.
2. Highest increase in Suggested List Price by percentage over 5 years.

EXAMPLE 2

TRAILER	YEAR	SUGGESTED LIST PRICE (SLP) IN THOUSANDS*	AVERAGE RETAIL PAID IN THOUSANDS**	PERCENT DIFFERENCE BETWEEN SLP AND AVERAGE RETAIL	DOLLAR DIFFERENCE BETWEEN SLP AND AVERAGE RETAIL IN THOUSANDS
AIRSTREAM M23FB 23 FT Pull-behind Trailer					
	2019	\$75	\$62	17%	\$13
	2018	\$72	\$60	17%	\$12
	2017	\$71	\$54	24%	\$17
	2016	\$69	\$49	29%	\$20
	2015	\$66	\$45	32%	\$21

Possible Conclusions:

1. Lowest percentage of wiggle room in the negotiation of a new model.
2. Value remains steady for the first 2 years.
3. Retains the highest percentage of value over time.
4. Lowest increase in suggested list price by percentage over 5 years.

EXAMPLE 3

CLASS A	YEAR	SUGGESTED LIST PRICE (SLP) IN THOUSANDS*	AVERAGE RETAIL PAID IN THOUSANDS**	PERCENT DIFFERENCE BETWEEN SLP AND AVERAGE RETAIL	DOLLAR DIFFERENCE BETWEEN SLP AND AVERAGE RETAIL IN THOUSANDS
NEWMAR DUTCHSTAR M3736 FREIGHTLINER 37'11" FT Class A Rig					
	2019	\$424	\$341	20%	\$83
	2018	\$413	\$308	25%	\$105
	2017	\$401	\$273	32%	\$128
	2016	\$383	\$269	30%	\$114
	2015	\$382	\$241	37%	\$141

Possible Conclusions:

1. Moderate wiggle room in a new purchase.
2. Greatest reduction in value occurs after year 4.

* Suggested List Price is the approximate price of the unit when it is brand new.

** The NADA Guide collects data (i.e. Average Retail Paid) from more than 1.5 million vehicle transactions, each month, from top industry sources, manufacturers, dealers, auction transactions, retail sales data, and the asking price from classified listings.

MOTORHOME PRICING AND VALUE DEFINITIONS per NADA GUIDES

MSRP: The base Manufacturer's Suggested Retail Price at the time of introduction, including standard equipment only and excludes taxes, transportation and destination.

SUGGESTED LIST PRICE: The value listed reflects the approximate price of the unit when it is brand new. The prices listed are furnished by the manufacturer and are assumed to be correct. The list price does not include freight charges.

AVERAGE RETAIL VALUE: An average retail vehicle should be clean and without glaring defects. Tires and glass should be in good condition. The paint should match and have a good finish. The interior should have wear in relation to the age of the vehicle. Carpet and seat upholstery should be clean, and all power options should work. The mileage should be within the acceptable range for the model year.

LOW RETAIL VALUE: A low retail unit may have extensive wear and tear. Body parts may have dents and blemishes. The buyer can expect to invest in cosmetic and/or mechanical work. This vehicle should be in safe running order. Low retail vehicles usually are not found on dealer lots. Low retail is not a trade-in value.

Source: <https://www.nadaguides.com/>

For additional FAQ from NADA GUIDES see: <https://www.nadaguides.com/FAQ>

ADDITIONAL DEFINITIONS per WIKIPEDIA:

INVOICE PRICE: is the actual price paid to the manufacturer or distributor by the end-customer retailer (like a dealership).

WHOLESALE PRICE: is the cost of a good sold by a wholesaler. This is the price businesses charge to trade buyers. This is their cost price plus a markup or profit margin.

Source: https://en.wikipedia.org/wiki/Invoice_price