

Checklist for Potential RV Park Buyers

(The Due Diligence Bible)

The 4-Phase RV Park Due Diligence Checklist

Phase	Core Questions to Answer	Essential Documents to Collect
Phase 1: Financial Review	Is the property profitable, and are the financials verifiable? What is the real NOI?	<ul style="list-style-type: none">• 3 Years of Tax Returns & P&L Statements (Crucial for financing).• Detailed Rent Roll/Occupancy Report (Including deposits/advance payments).• All Utility Bills for the last 12-24 months.• Copy of the Current Insurance Policy and claims history.
Phase 2: Legal & Zoning	Can I legally operate, expand, or change the park's use?	<ul style="list-style-type: none">• Zoning Verification Letter from the municipality.• Copies of all Operating Permits & Licenses (Pool, Septic, Business).• Title Report (Identify easements, liens, or encumbrances).• Survey (Verify boundaries and site count).
Phase 3: Physical & Environmental	What is the immediate cost of deferred maintenance and are there any environmental red flags?	<ul style="list-style-type: none">• Phase I Environmental Site Assessment (ESA) (Identify contamination risks).• Property Condition Report (PCR) or Professional Inspection.• Well/Septic Inspection Reports (If on private utilities).• Full Infrastructure Map (Water lines, sewer lines, electrical grid).
Phase 4: Operations & Contracts	Can I take over this business smoothly, and are there any bad contracts?	<ul style="list-style-type: none">• List of all Employee Roles, Wages, and Terms.• Copies of all Vendor & Service Contracts (Trash, Cable, Laundry).• List of all Park Rules and Regulations.• Current Rate Sheet and a history of rent increases.