

Planning to Sell Your Membership

Selling your campground membership can be a big decision. The following tips are intended to help members think through the process, set a fair asking price, and avoid common issues.

1. Pricing Your Membership

When setting a price for your membership, consider the current value of memberships in the campground. A good starting point is to look at current listings, and whether there is demand for memberships at the time you are selling. You are selling a membership in the Association, not a piece of land.

Factors that may affect the value of your membership include:

- Location of the lot within the campground.
- Size and layout of the lot, single or double lot
- Available parking and driveway, concrete, asphalt, stone
- Included exterior amenities such as cement pad, awning, shed, fire pit, gazebo, swings, outdoor furniture, grill
- Shade, privacy, and overall condition of the lot
- Proximity to neighbors
- Interior features such as remodeled interior, updated appliances, loft
- Golf cart(s) included,
- Proximity to amenities such as the pool, playground, pond, bathhouse, or recreation areas
- Whether dues, fees, or assessments are already paid

The Association does not set the selling price. The final price is between the seller and buyer.

2. Pricing Your Trailer

If you are also selling your trailer, price it separately from the membership. The trailer's value depends on its age, condition, size, layout, brand, and overall appearance.

When pricing the trailer, consider:

- Year, make, and model
- Overall condition inside and outside
- Roof, floors, plumbing, electrical, appliances, and HVAC
- Whether it is move-in ready or needs repairs
- Comparable trailers listed for sale online

Be honest about the condition. A clean, well-maintained trailer will usually show better and may sell faster.

3. Advertising Your Membership and Trailer

Good advertising can make a big difference. Include clear photos and basic information so potential buyers understand what is being offered.

Where to advertise:

- SRCA website For Sale and Rent Listing
- Facebook Marketplace, and local Facebook groups
- RV Trader
- Craigslist
- Real Estate Agent

Helpful advertising tips:

- Take bright, clear photos of the lot, trailer, deck, outdoor area, and interior.
- Include the lot number, general location, trailer details, asking price, and what is included.
- Explain whether the membership and trailer are being sold together or separately.
- Mention campground amenities, but do not promise anything that is not guaranteed.
- Keep your description accurate and simple.
- Please inform buyers that a background check is required by the Association

4. Selling the Membership and Trailer Separately

A membership and a trailer are not the same thing. In many cases, they can be priced and sold separately.

For example:

- One buyer may want the membership but not the trailer.
- Another buyer may want the trailer but may not qualify for or want the membership.
- A buyer may want the membership (lot) but may plan to remove the trailer.
- The trailer may have value even if the membership is sold separately.

When advertising, be clear whether the price includes:

- Membership only
- Trailer only
- Membership and trailer together
- Optional items such as a golf cart, shed, furniture, tools, or appliances

5. Important Reminders

Before completing any sale, the seller should contact the campground office to understand the current transfer process, required forms, transfer fees, deadlines, and approval requirements.

The buyer must follow all Association rules, application requirements, and approval procedures. A private agreement between a buyer and seller does not automatically make the buyer a member.

The seller should also make sure that all dues, fees, assessments, fines, or other balances are addressed before the sale is finalized.

The seller must consider the Association's transfer fee when negotiating the selling price with the buyer.

When selling a trailer, the trailer's title is required. Trailer sale requires a notary, which the campground does not supply.

This handout is provided for general guidance only. The Association does not act as the seller's agent, does not guarantee the value of any membership or trailer, and does not provide legal, tax, or financial advice.