

Selling Your Airstream

From Listing to Closing the Deal



Ward Chandler

FOUNDER - AIRSTREAM HUNTER



Preparing your Airstream for Sale

- De-Clutter and Clean inside and out
- Consider Repairs / Upgrades
- High Quality Photos and Video
- Detailed listing description showcasing your most important features



The Price is Right

- Research the market and consider the condition, age, and unique features of your Airstream compared to others in the market.
- Price according to your selling goals.



Create a Compelling Listing

- 5 Steps to a Sale: Attention / Interest / Conviction / Desire / Close
- Highlight the unique features, provide a detailed description, and include high quality photos and video in your listing.
- Include direct contact information - consider using a google voice number or burner email address



Be Responsive

- Keep a close eye out for buyer inquiries and respond promptly - sales can be made or lost in hours



Negotiating Tips



- Know your position in the market
- Be transparent about the condition, price, and any necessary repairs.
- Stay positive and patient during the process.



Write A Contract



- Buyer / Seller Names and contact Information
- Purchase Price
- Terms and Conditions
- Method and timing of payments



Avoiding Scams



- Always speak with the buyer on the phone when things get serious
- Ask for ID if you are unsure of who you are dealing with
- Know your "risk appetite" - dealing long distance vs. in person.
- Check out my full blog post "Stop The Scams" on my Airstream Hunter Blog



Getting Paid Safely



- NEVER Release your Airstream or Title until all funds have cleared your bank.
- If paying in cash - meet at the bank.
- Bank Wire Transfer is best
- Consider using Escrow.com



Title Transfer and Delivery



- Sign your Title as Seller and Notarize if necessary
- Complete Buyer Name - Price Optional
- If Shipping, do not send Title and Airstream together.



Relax - you made it !

Congratulations!

You've closed the deal on your Airstream.

Celebrate and start planning your next adventure.



Thank you!

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