

Renegotiation Guidelines

THE CAMPGROUND CONNECTION ACADEMY · MODULE 9

Separate normal maintenance from a material finding before you act.

Run each finding through these questions

1. Was the issue known or visible before the offer was made?
2. Is it truly material (not cosmetic or routine)?
3. Has it been professionally verified — with a report and estimate?
4. What is the actual cost and timeline to resolve?
5. Does it materially affect NOI or value?
6. Does it affect financing or the appraisal?
7. Does it affect legal use, licensing, or operations?
8. Does it change the property you believed you were buying?

If it is material, consider options beyond price

1. Seller completes the repair before closing
2. Credit at closing
3. Escrow for a specific issue
4. Purchase-price adjustment
5. Additional seller financing
6. Extension of due diligence or closing
7. Additional testing or documentation

Before acting

1. Review your purchase agreement, contingencies, and deadlines with your attorney.
2. Confirm your notice requirements and remaining due-diligence window.
3. Base the conversation on facts and documentation — not emotion.