

Seller-Friendly Questionnaire

THE CAMPGROUND CONNECTION ACADEMY · MODULE 9

For the answers that don't come from a document. Keep it clear and reasonable.

Operations

1. How is the campground staffed through the season?
2. How many hours per week does the owner currently work, and doing what?
3. What software is used for reservations and accounting?
4. Which revenue sources drive the business (sites, cabins, store, seasonal)?

Utilities & Systems

1. Are utilities included in rates, separately metered, or charged back?
2. When were the septic, well, and electrical systems last serviced or upgraded?
3. Where do the main underground water and sewer lines run?
4. How is the water system winterized for the off-season?

Property & Improvements

1. What improvements or additions have been made, and were permits pulled?
2. What is the approved / licensed site count?
3. Are there any known boundary, easement, or access issues?
4. What equipment conveys with the sale?

History & Known Issues

1. Are there any known deferred maintenance items or upcoming major repairs?
2. Have there been any recurring problems (backups, flooding, outages)?
3. Why are you selling, and how long have you owned the park?
4. Are there seasonal or long-term campers with special arrangements?