

# SUPER MID-SIZE JETS

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MARKET REPORT SUMMER 2023

CHALLENGER | GULFSTREAM | EMBRAER





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## OUR EXPERT RESEARCH TEAM



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James Becker heads up Elliott Aviation's Market Analysis Department. He is a licensed A&P mechanic, and a graduate of the University of Nebraska's Aviation Institute with bachelor's degrees in aviation and business administration. Becker is also a senior accredited appraiser with the American Society of Appraisers, and has over 25 years of industry experience.



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Mike Fischer has been a Market Analyst for Elliott Jets since 2018. He is a graduate of Northern State University in Aberdeen, South Dakota. With over five years of aviation market research experience and extensive industry contacts, Mike provides trusted and reliable valuations of numerous business jets and turbo props. Fischer's expertise includes Embraer, Hawker, Learjet, Challenger, Citation and most single-engine turbo prop markets. A passionate third generation pilot, he holds multi-engine, commercial and instrument ratings.



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Andrew Crawford, a Market Analyst at Elliott Jets, utilizes 12 years of aviation experience to guarantee precise and competitive aircraft transaction pricing. With a strong focus on data-driven insights, he collects and analyzes market data, evaluating trends, competitor pricing, and client preferences to offer comprehensive and reliable information. Andrew collaborates with the sales teams, providing them with up-to-date market insights. His dedication to excellence and passion for aviation instills confidence in our clients' aircraft transactions.





# SERVICES



## Brokerage

Our dedicated Brokerage team is committed to helping you sell your aircraft quickly, confidently and for the best possible list price. From start to finish, we make the process simple and straightforward by managing every aspect of your transaction—including up-to-date market assessments, legal documentation, omni-channel marketing, technical evaluations, pre-purchase inspections and more.

## Acquisition

Our expert Acquisition team is unmatched within the industry for our ability to find, negotiate for and secure the best aircraft available. By understanding your needs, we leverage industry trends, market expertise and insider resources to acquire the right aircraft for your mission. And because we are an inventorying buyer, our team has outstanding relationships with manufacturers, banks, fleet operators and anyone else you need to get the job done right.



# CHALLENGER 300

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## Market Overview

After holding steady for the past year, Challenger 300 inventory surged more than 50% during the second quarter. There are now 23 CL300's listed for sale, representing about 5% of the active fleet. This is the highest level of inventory since Q4 of 2020. There were seven sales during the second quarter, an improvement from the five that sold Q1. The increase in inventory has softened pricing some, but values are still up nearly 50% from two years ago. With an increase in inventory, but values still historically strong, this market can now be considered balanced for both buyers and sellers.



# CHALLENGER 300



## BALANCED MARKET

Prices Easing | Increased Inventory

### MARKET SNAPSHOT

#### On Market

QUANTITY

**23**

(5.1% of fleet)

INVENTORY

**+8**

(over 90 days)

TOTAL TIME

**3,880**

(average)

#### Global Fleet

QUANTITY

**452**

Q2 TRANSACTIONS

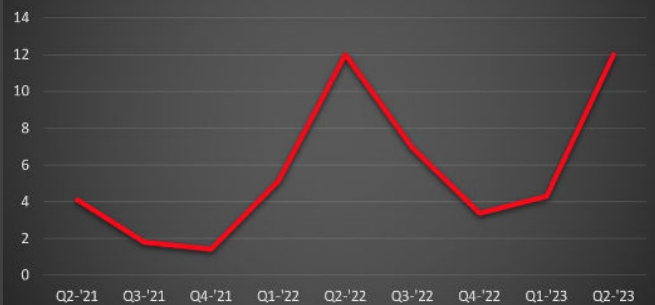
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Data courtesy of JETNET LLC

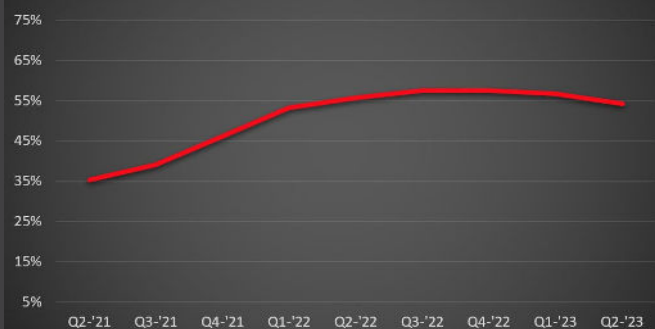
### ACTIVITY



### CURRENT VELOCITY



### VALUE RETENTION



# CHALLENGER 350

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## Market Overview

After reaching a three year high during Q1, Challenger 350 inventory has declined thanks to a fairly active second quarter. There are now nine aircraft for sale, down from 12 the previous quarter. After transactions came to a screeching halt during Q1, the second quarter rebounded with six transactions, the most Q2 sales we've seen in a few years. Long awaited price reductions have engaged buyers, with values about 8% less than they were six months ago. With strong demand yet prices finally softening, this market is balanced for buyers and sellers.



# CHALLENGER 350



## BALANCED MARKET

Reduced Pricing | Decreased Inventory

### MARKET SNAPSHOT

#### On Market

QUANTITY

**9**

(2.2% of fleet)

INVENTORY

**-3**

(over 90 days)

TOTAL TIME

**951**

(average)

#### Global Fleet

QUANTITY

**411**

Q2 TRANSACTIONS

**6**

Data courtesy of JETNET LLC

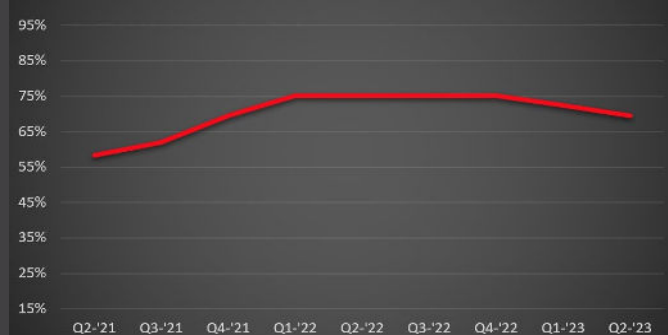
### ACTIVITY



### CURRENT VELOCITY



### VALUE RETENTION



# GULFSTREAM G280

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## Market Overview

Inventory has declined and transactions have picked up in the G280 market. There are now six aircraft for sale, down from eight during the first quarter. Currently just 2.6% of the active fleet is listed for sale. As far as activity, things have picked up from the slow Q1 with six sales taking place during Q2. Pricing has taken another drop, with values hovering around 6% less than Q4 2022 values. With low inventory and strong demand, this is still a seller's market.





# GULFSTREAM G280



## SELLERS MARKET

Stable Pricing | Decreased Inventory

### MARKET SNAPSHOT

#### On Market

QUANTITY

**6**

(2.6% of fleet)

INVENTORY

**-2**

(over 90 days)

TOTAL TIME

**708**

(average)

#### Global Fleet

QUANTITY

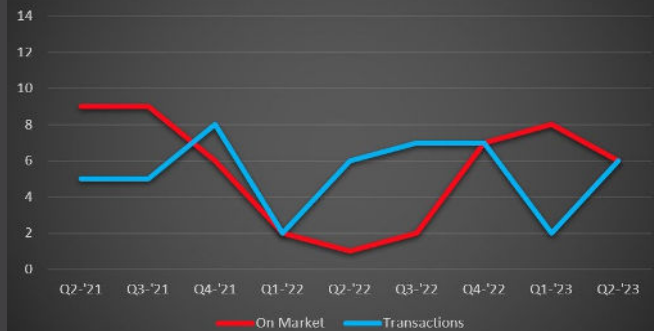
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Q2 TRANSACTIONS

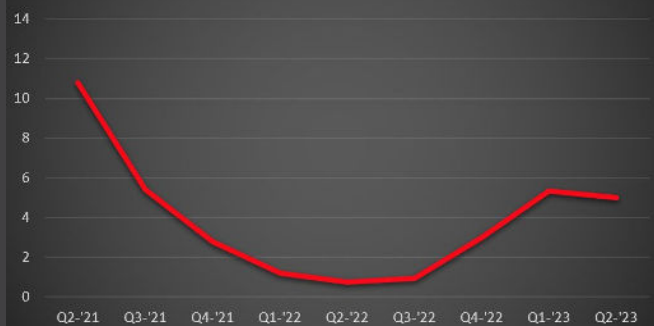
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Data courtesy of JETNET LLC

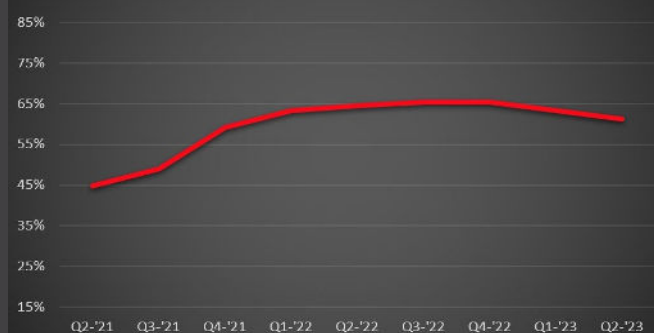
### ACTIVITY



### CURRENT VELOCITY



### VALUE RETENTION



# EMBRAER LEGACY & PRAETOR

LEGACY 450/500  
PRAETOR 500/600



## Market Overview

A few more Embraer Super-Midsize aircraft have hit the market, with inventory levels the highest they've been in nearly three years. There are currently nine aircraft listed for sale, up from just six during Q1. Even with the added listings, there is still less than 4% of the active fleet listed for sale. Activity has been slow this year, with two Q2 sales making only three total transactions on the year. Pricing has fallen about 5%, as sellers have a little more competition and are trying to engage patient buyers. With inventory on the rise, and limited activity, this market is turning slightly more favorable for buyers.



# EMBRAER LEGACY & PRAETOR



LEGACY 450/500  
PRAETOR 500/600

## BALANCED MARKET

Stable Pricing | Increased Inventory

### MARKET SNAPSHOT

#### On Market

QUANTITY

**9**

(3.9% of fleet)

INVENTORY

**+3**

(over 90 days)

TOTAL TIME

**1,054**

(average)

#### Global Fleet

QUANTITY

**230**

Q2 TRANSACTIONS

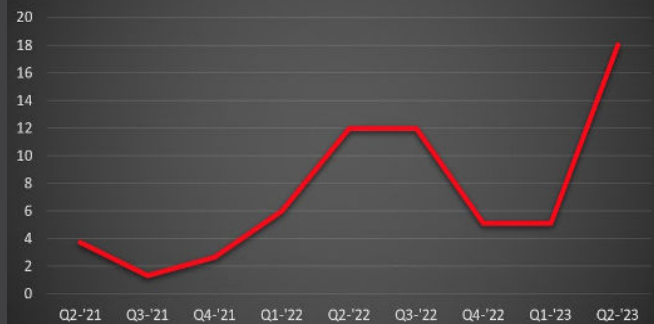
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Data courtesy of JETNET LLC

### ACTIVITY



### CURRENT VELOCITY



### VALUE RETENTION

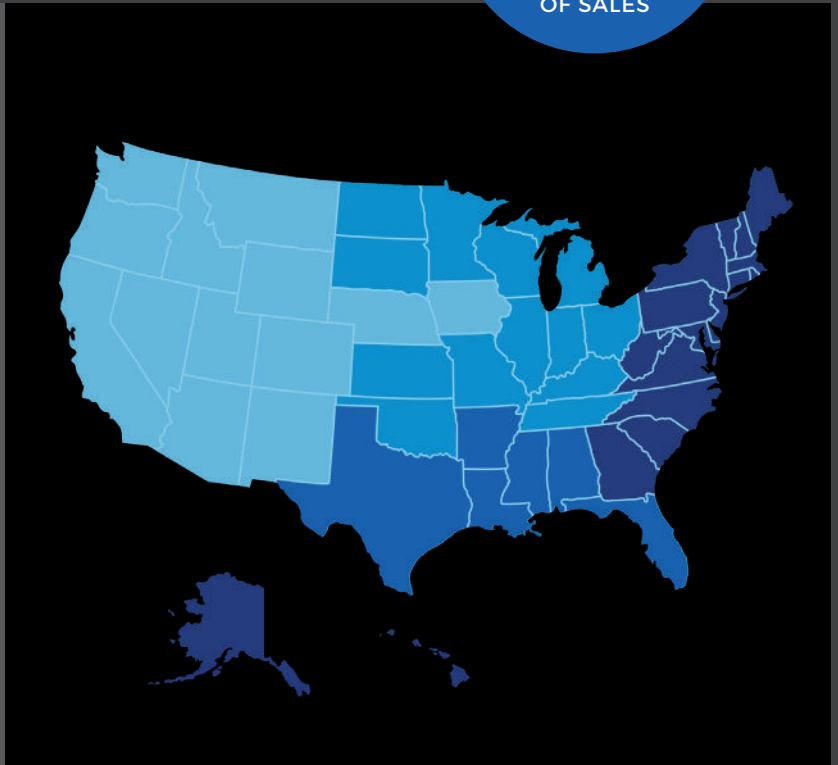


# LOOKING TO SELL YOUR AIRCRAFT?

A JETNET  
**TOP  
BROKER**  
BY NUMBER  
OF SALES

Backed by decades of industry experience and an extensive global network of buyers and sellers, Elliott Jets is the ideal partner for aircraft transactions of every kind. We use cutting-edge research, technical expertise and a customer-centric approach to guide you through each step along the way:

- » Accurate appraisals & pricing
- » Detailed logbook reviews
- » Aggressive marketing campaigns
- » Strategic negotiations
- » Hassle-free closing assistance



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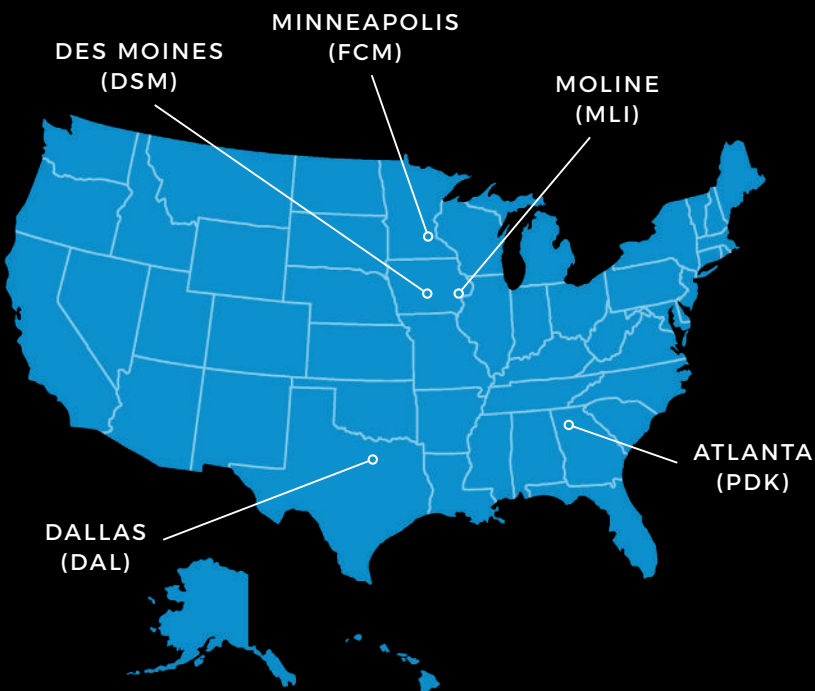
# ABOUT ELLIOTT AVIATION



As an Elliott Jets customer, you have access to some of the most knowledgeable technical representatives in the industry. Elliott Aviation is a leading aviation MRO service business, providing the industry's highest quality business aviation solutions whose portfolio of companies has five locations. Whether or not you choose to use Elliott Aviation for aftermarket services, you have the option to interact with our technical service representatives to help guide your decisions throughout the transaction, helping you avoid any pitfalls before they arise. Our one-stop-shop in Moline, IL is an ISO 9001:2015 and AS9100D facility, ensuring the highest-level of quality standards and processes available.



- » Full-service MRO (5 facilities)
- » FAA- & EASA-Certified
- » 400 employees nationwide
- » Member IADA, NBAA, NATA, GAMA, AEA & Pinnacle Network



# SALES TEAM

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