

# LIGHT JETS

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MARKET REPORT SUMMER 2024

PHENOM | CITATION





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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.



# PHENOM 100

100, 100E, 100EV



## Market Overview

The Phenom 100 market saw an uptick in inventory for Q2 2024, rising from an average of 26 available in Q1 to 32 in Q2. This figure is still well below its peak inventory from Q2 2023, which saw 44 available aircraft. Q2 witnessed 14 successful sales, marking a 40% increase in transactions compared to Q1 2024. Year-to-date transactions in Q2 were double compared to Q2 2023. Nonetheless, Phenom 100 pricing remains tight compared to the figures of the last two quarters. With increasing inventory, stable pricing, and transactions keeping pace, it's a great time for buying or selling your Phenom 100.



# PHENOM 100

100, 100E, 100EV



## BALANCED MARKET

Stable Pricing | Increased Inventory

### MARKET SNAPSHOT

#### On Market

QUANTITY

**32**

(7.9% of fleet)

INVENTORY

**+6**

(over 90 days)

TOTAL TIME

**1,470**

(average)

#### Global Fleet

QUANTITY

**405**

Q2 TRANSACTIONS

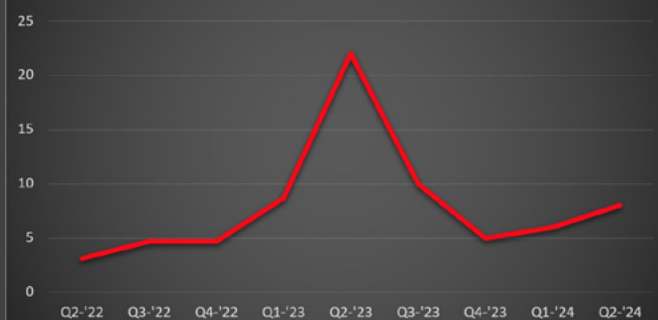
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Data courtesy of JETNET LLC

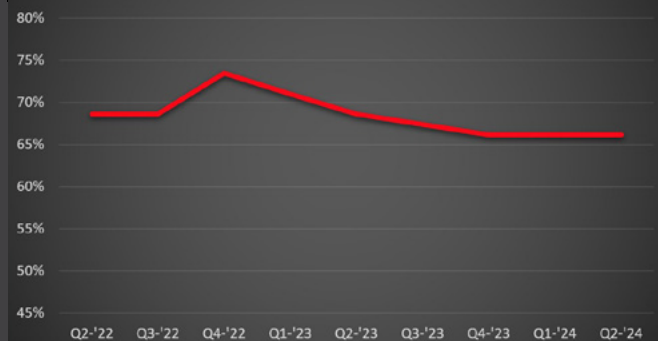
### ACTIVITY



### CURRENT VELOCITY



### VALUE RETENTION



# PHENOM 300

300, 300E



## Market Overview

Similar to the Phenom 100, the Phenom 300 market saw an increase in both inventory and transactions in Q2 2024. There were 25 aircraft available for sale, up from 23 in the previous quarter. Inventory is still below its peak of 29 in Q2 2023 but appears to be on track to reach that level again, accompanied by increased transactions. Q2 2024 saw 16 transactions an increase of 5 aircraft from the previous quarter. Pricing continues to remain resilient through the past few quarters, upheld by growing supply and demand. With pricing stagnation and increasing inventory, this remains a viable market for those looking to buy or sell in the Phenom 300 sector.



# PHENOM 300

300, 300E



## BALANCED MARKET

Resilient Pricing | Increasing Inventory

### MARKET SNAPSHOT

#### On Market

QUANTITY

**25**

(3.2% of fleet)

INVENTORY

**+2**

(over 90 days)

TOTAL TIME

**2,033**

(average)

#### Global Fleet

QUANTITY

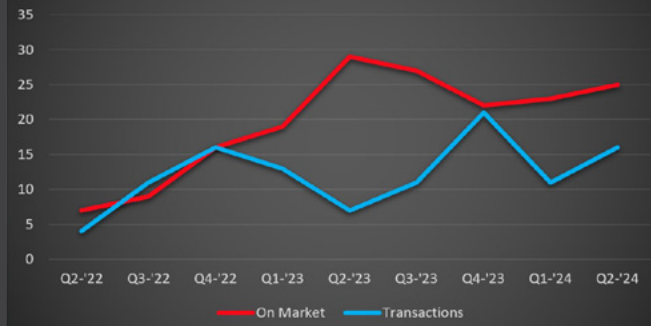
**781**

Q2 TRANSACTIONS

**16**

Data courtesy of JETNET LLC

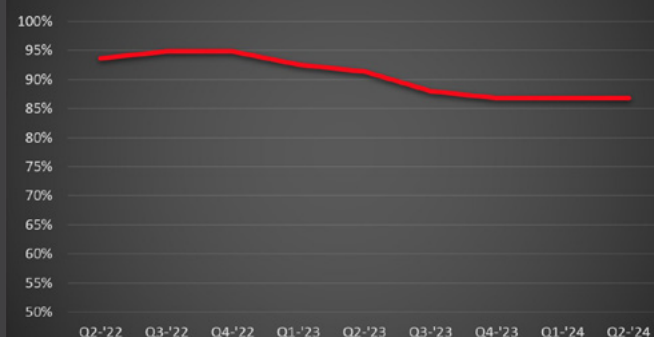
### ACTIVITY



### CURRENT VELOCITY



### VALUE RETENTION



# CITATION CJ2

CJ2, CJ2+



## Market Overview

After four stable quarters, the resilient CJ2 market has started to soften on its pricing. Q2 saw 40 aircraft listed for sale, the highest inventory in the past two years, representing 9% of the active fleet. There were 10 transactions in Q2, up by 2 from Q1. With supply increasing every quarter for the past six quarters, now is an ideal time for those in the market for a CJ2 to make a purchase as choices are abundant.





# CITATION CJ2



CJ2, CJ2+

## BUYERS MARKET

Decreasing Pricing | Increasing Inventory

### MARKET SNAPSHOT

#### On Market

QUANTITY

**40**

(8.7% of fleet)

INVENTORY

**+9**

(over 90 days)

TOTAL TIME

**4,662**

(average)

#### Global Fleet

QUANTITY

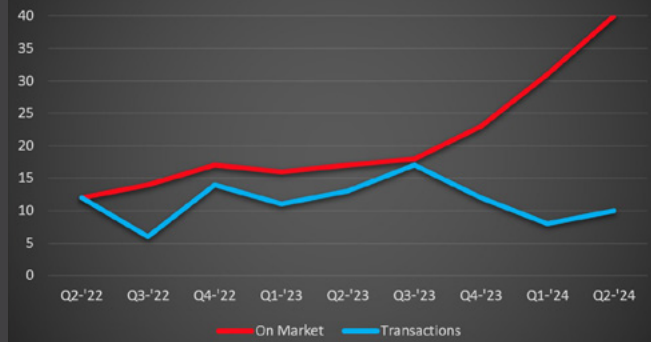
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Q2 TRANSACTIONS

**10**

Data courtesy of JETNET LLC

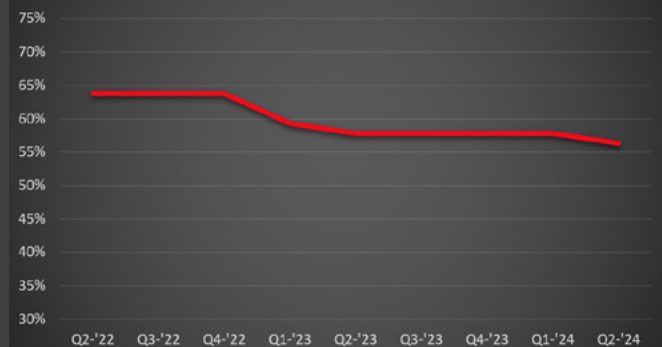
### ACTIVITY



### CURRENT VELOCITY



### VALUE RETENTION



# CITATION CJ3



CJ3, CJ3+

## Market Overview

Similarly to the CJ2's, the CJ3 market saw an increase in inventory for its second consecutive quarter, though not as drastic as the CJ2 market. Inventory rose from 34 in Q1 to 39 in Q2. There were 16 transactions in Q2, double that of the previous quarter which had 8 in Q1. Pricing continues to soften as the supply of CJ3s hits the market. The value of the CJ3 market has dropped by 5% over the last year. Buying should be a joy in this market with plenty to choose from and softening prices making great deals available.



# CITATION CJ3



CJ3, CJ3+

## BUYERS MARKET

Softening Prices | Abundant Inventory

### MARKET SNAPSHOT

#### On Market

QUANTITY

**39**

(5.7% of fleet)

INVENTORY

**+5**

(over 90 days)

TOTAL TIME

**2,815**

(average)

#### Global Fleet

QUANTITY

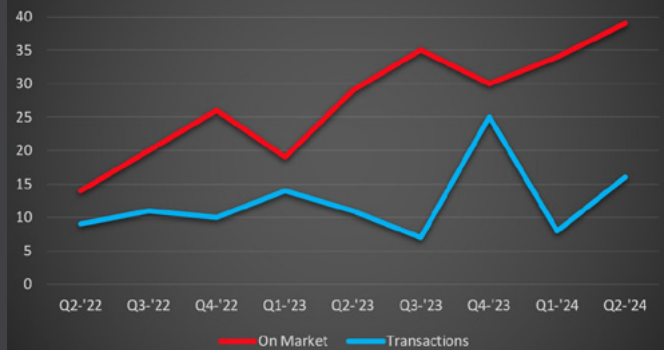
**680**

Q2 TRANSACTIONS

**16**

Data courtesy of JETNET LLC

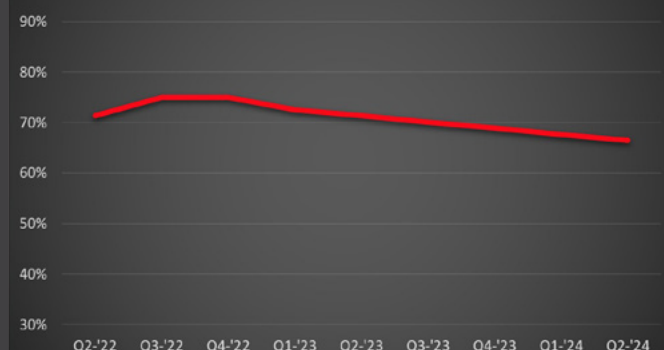
### ACTIVITY



### CURRENT VELOCITY



### VALUE RETENTION



# CITATION CJ4

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## Market Overview

The Citation CJ4 market has experienced a significant cool down in Q1 and Q2, with current velocity estimated around 20 months. Sellers should anticipate longer than average time on the market compared to previous quarters. Inventory stands at 23, a continuing increase over the previous three quarters. While not excessive, it continues to grow while transactions remain below average. Q2 saw 5 transactions, up from just 2 in Q1. Pricing in this market continued to decrease in Q2. Given the price decline, increasing inventory, and slower market movement, it's a great time for buyers looking to strike a deal.





## BUYERS MARKET

Reduced Pricing | Slower Movement

### MARKET SNAPSHOT

#### On Market

QUANTITY

**23**

(6.8% of fleet)

INVENTORY

**+4**

(over 90 days)

TOTAL TIME

**1,989**

(average)

#### Global Fleet

QUANTITY

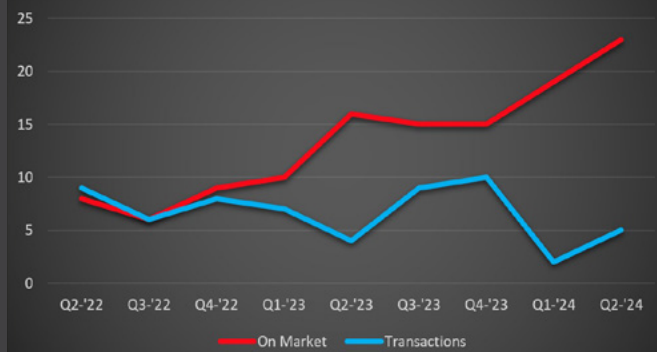
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Q2 TRANSACTIONS

**5**

Data courtesy of JETNET LLC

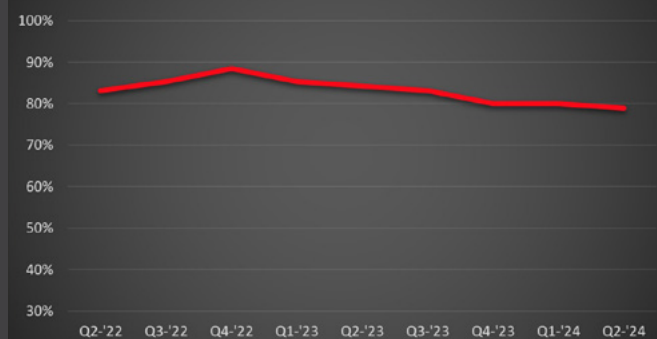
### ACTIVITY



### CURRENT VELOCITY



### VALUE RETENTION



# CITATION M2

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## Market Overview

Q2 2024 for the Citation M2 market saw 13 sales, an increase of 7 transactions compared to the surprisingly low 6 transactions in Q1 2024. Inventory levels kept pace this quarter, maintaining an average of 19 available aircraft, up just one aircraft from Q1 2024. Demand for M2s, along with a continuously replenishing market, kept pricing flat from Q1 to Q2. Thus far, this balanced market has proven advantageous for those invested in the M2 market.



# CITATION M2



## BALANCED MARKET

Increased Transactions | Steady Pricing

### MARKET SNAPSHOT

#### On Market

QUANTITY

**19**

(6.2% of fleet)

INVENTORY

**+1**

(over 90 days)

TOTAL TIME

**1,409**

(average)

#### Global Fleet

QUANTITY

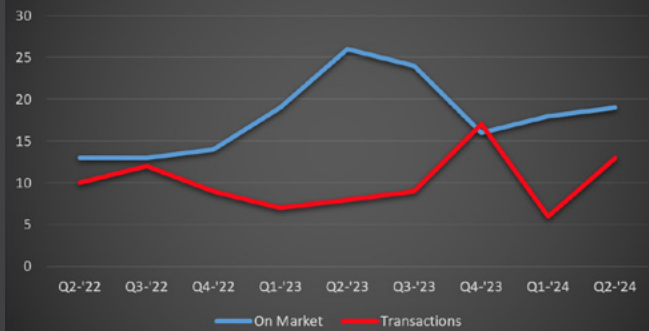
**307**

Q2 TRANSACTIONS

**13**

Data courtesy of JETNET LLC

### ACTIVITY



### CURRENT VELOCITY



### VALUE RETENTION





## WE'LL BUY YOUR AIRPLANE!

Contact us for a free valuation and offer to purchase

### APPRAISAL SERVICES

Our Appraisal services offer you one of the only Aircraft Appraisers that is Accredited by the American Society of Appraisers. We accurately value aircraft by comparing them to other aircraft that have actually sold and include adjustments that could dramatically affect the value of an airplane. What does this mean for you? We will get you the most accurate value for your aircraft in the industry

### THE VALUE OF ACCURATE MARKET PRICING IS INVALUABLE

The incremental costs of longer hold times for your aircraft can be significant; why not learn more about how we continue to out perform median days on the market? Selling your aircraft fast is important, getting a fair market value is critical.

When you work with the team at Elliott Jets, you benefit from our more than eight decades of successful aircraft transactions. Take advantage of our experience, you'll get more out of your aircraft while spending less time on the market! Our researched and accurate market pricing has given us a proven track record of selling aircraft and maximizing aircraft values.

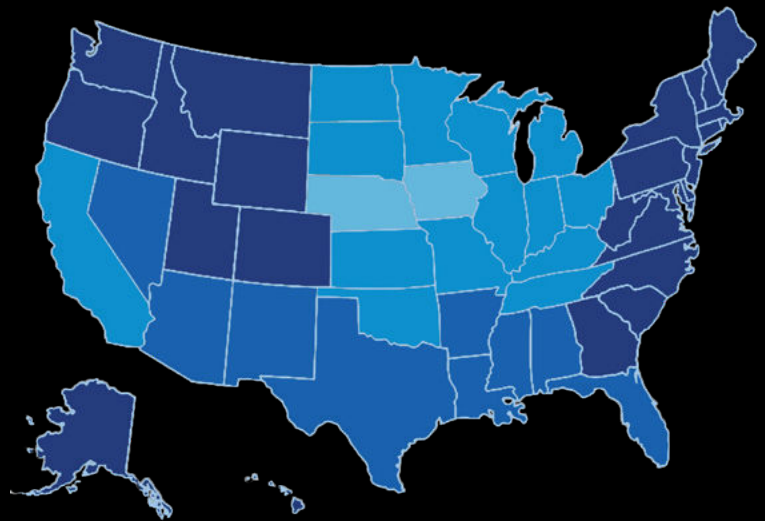


# LOOKING TO SELL YOUR AIRCRAFT?

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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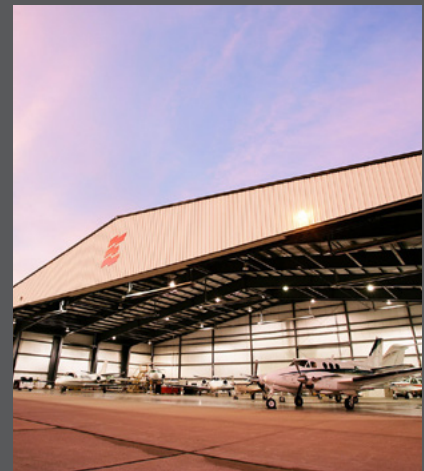


**Colby Creger**  
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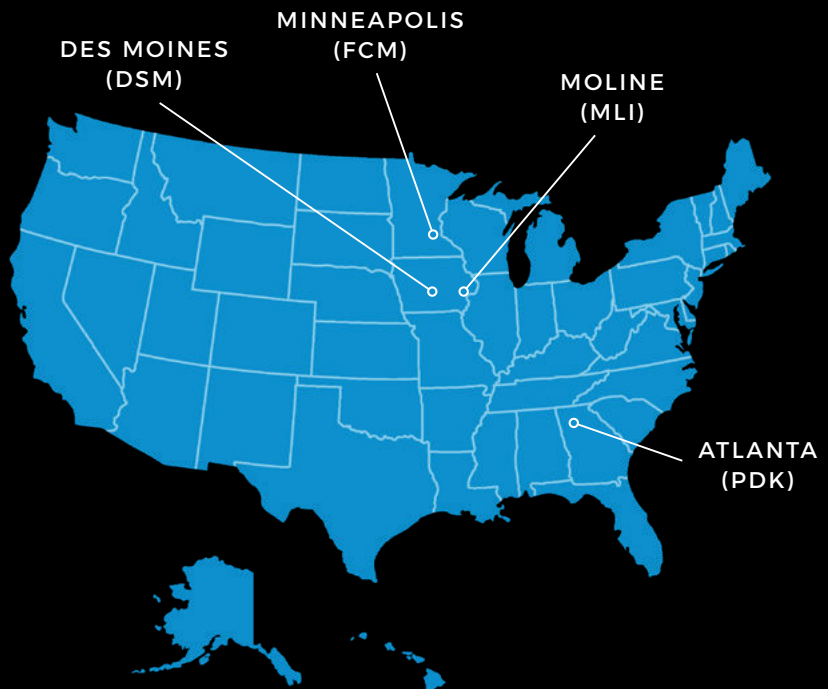
# ABOUT ELLIOTT AVIATION



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



# SALES TEAM



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President & CEO



**Todd Jackson**  
VP of Acquisitions



**Jim Mitchell**  
Executive Sales Director



**Steve Davis**  
Executive Sales Director



**Colby Cregger**  
Aircraft Sales Manager



**Jim Becker**  
Accredited Senior  
Appraiser



**Mike Fischer**  
Market Analyst



**Andrew Crawford**  
Market Analyst



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