

SUPER MID-SIZE JETS



MARKET REPORT SUMMER 2024

CHALLENGER | GULFSTREAM | EMBRAER





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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



Market Overview

After falling significantly in the last quarter of 2023, the Challenger 300 inventory has had a remarkable increase through the second quarter. There were 26 units available, which is eight units more than what was seen at the end of 2023. Q2 has also shown 5.8% of the fleet was available for sale, along with 13 transactions, which is more than double the number from the previous quarter. As ample inventory with steady pricing persists from the first two quarters of the year, this remains a favorable time to purchase a Challenger 300.



CHALLENGER 300



BUYERS MARKET

Steady Prices | Ample Inventory

MARKET SNAPSHOT

On Market

QUANTITY

26

(5.8% of fleet)

INVENTORY

+1

(over 90 days)

TOTAL TIME

4,932

(average)

Global Fleet

QUANTITY

448

Q2 TRANSACTIONS

13

Data courtesy of JETNET LLC

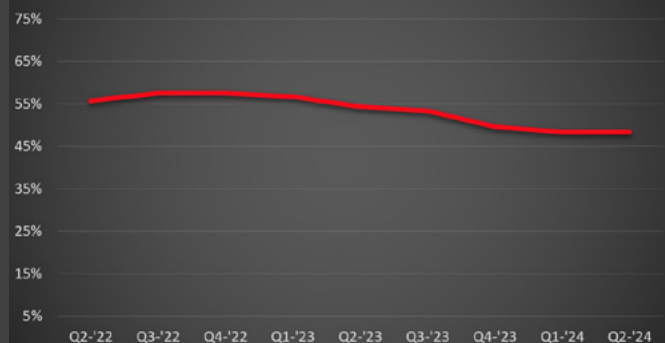
ACTIVITY



CURRENT VELOCITY



VALUE RETENTION



CHALLENGER 350



Market Overview

The Challenger 350 market continues to offer a robust inventory after rebounding from the historic low levels in 2022. There were 16 units listed for sale in Q2, which is three more than the previous quarter, and just under 4% of the total fleet. There were five units sold in Q2, which is one more than the previous quarter. Pricing in this market continues to soften with another modest drop for Q2. This market presents opportunities for both buyers and sellers, as there is plenty of inventory with good activity.



CHALLENGER 350



BALANCED MARKET

Good Activity | Plenty of Inventory

MARKET SNAPSHOT

On Market

QUANTITY

16

(3.8% of fleet)

INVENTORY

+3

(over 90 days)

TOTAL TIME

1,943

(average)

Global Fleet

QUANTITY

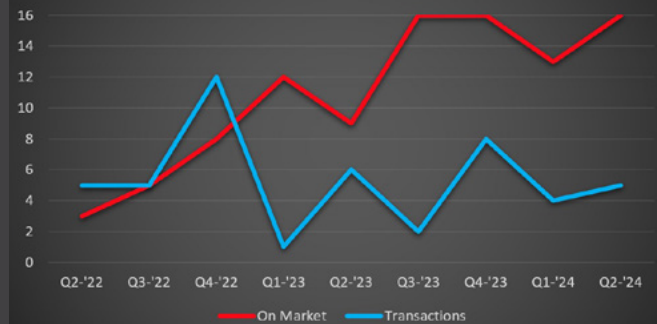
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Q2 TRANSACTIONS

5

Data courtesy of JETNET LLC

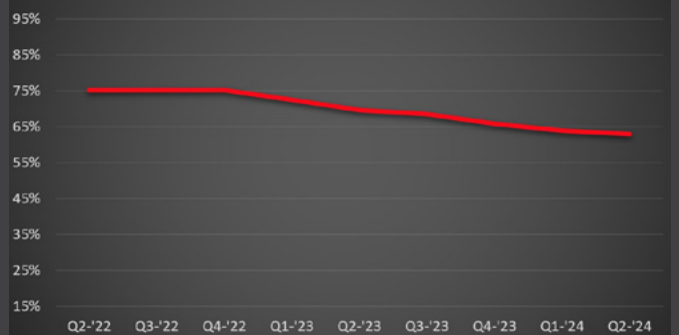
ACTIVITY



CURRENT VELOCITY



VALUE RETENTION



GULFSTREAM G280



Market Overview

Gulfstream G280 inventory has been rising steadily throughout 2024. There were 11 units on the market in Q2, which is two more than the previous quarter. Currently, 4% of the G280 fleet is listed for sale, with five aircraft sold in Q2 – more than double that of the previous quarter. Pricing continues to edge downward in this market. This is a favorable time to purchase a G280, as inventory is becoming more plentiful, and prices are softening.



GULFSTREAM G280



BUYERS MARKET

Pricing Softened | Increased Inventory

MARKET SNAPSHOT

On Market

QUANTITY

11

(4.0% of fleet)

INVENTORY

+2

(over 90 days)

TOTAL TIME

1,787

(average)

Global Fleet

QUANTITY

275

Q2 TRANSACTIONS

5

Data courtesy of JETNET LLC

ACTIVITY



CURRENT VELOCITY



VALUE RETENTION



EMBRAER LEGACY & PRAETOR



LEGACY 450/500
PRAETOR 500/600

Market Overview

The number of Embraer Super Mid-Size aircraft available for sale continues to be at record levels. There were 13 of this series available for sale, which is the same as the previous quarter, but more than double the number from the beginning of 2023. Just under 3.5% of the fleet was on the market in Q2 and three of this type of aircraft sold, which was one less than the previous quarter. Sales have not rebounded from the Q4 high of eight transactions, and pricing has diminished slightly after holding steady for the previous two quarters. Both buyers and sellers would find this an opportune time, given the ample inventory and strong market activity.



EMBRAER LEGACY & PRAETOR



LEGACY 450/500
PRAETOR 500/600

BALANCED MARKET

Strong Activity | Ample Inventory

MARKET SNAPSHOT

On Market

QUANTITY

13

(3.4% of fleet)

INVENTORY

0

(over 90 days)

TOTAL TIME

2,143

(average)

Global Fleet

QUANTITY

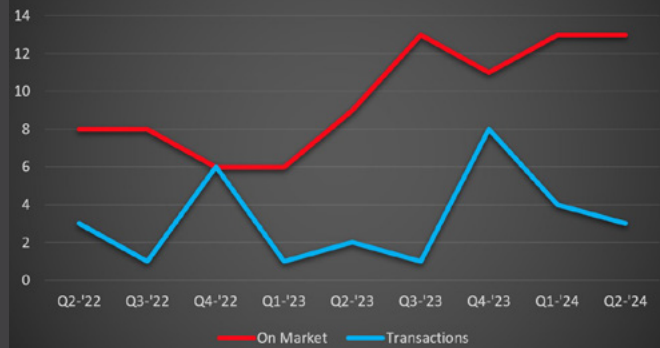
298

Q2 TRANSACTIONS

3

Data courtesy of JETNET LLC

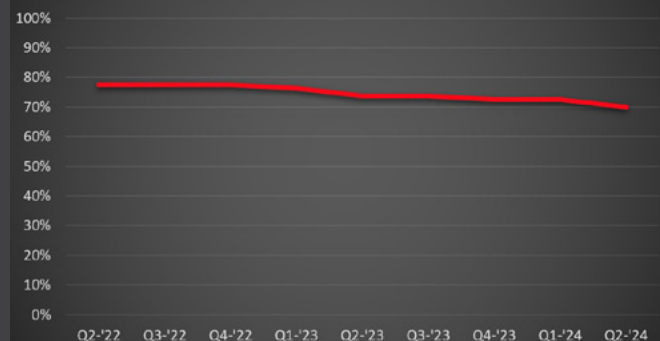
ACTIVITY



CURRENT VELOCITY



VALUE RETENTION

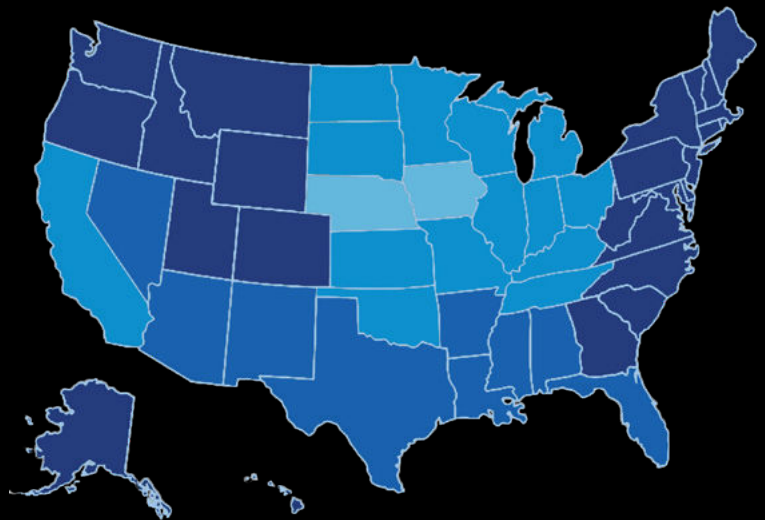


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BROKER**
BY NUMBER
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THE VALUE OF ACCURATE MARKET PRICING IS INVALUABLE

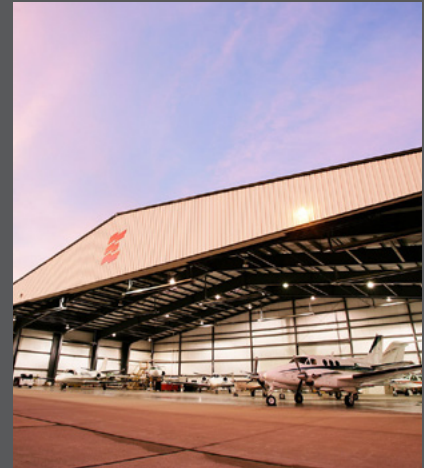
The incremental costs of longer hold times for your aircraft can be significant; why not learn more about how we continue to out perform median days on the market? Selling your aircraft fast is important, getting a fair market value is critical.

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.

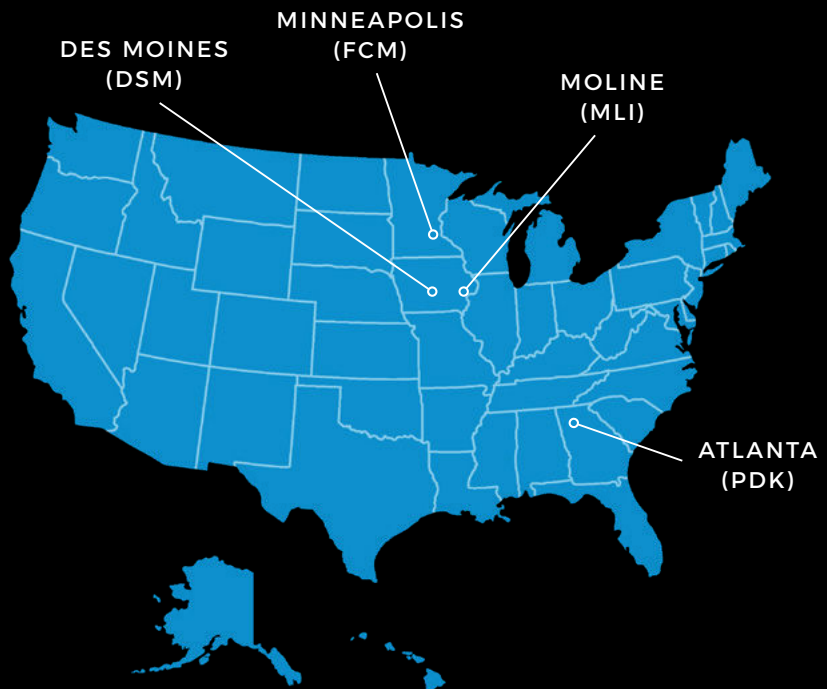
ABOUT ELLIOTT AVIATION



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



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