



**>>> Market Reports** Second Quarter 2016

**Hawker** 800XP/850XP/900XP  
**Citation** Excel/XLS/XLS+/Sovereign/X  
**Phenom** 100/300  
**Beechjet** 400A **Hawker** 400XP  
**Lear** 45/45XR/60/60XR  
**Challenger** 300/604/605



## HOW'S YOUR AIRCRAFT **PERFORMING?**

Your aircraft is likely one of the biggest assets you have as an organization and it's critical that you know what your aircraft market looks like compared to other business aircraft. At Elliott Jets, we are providing quarterly market reports for Challenger, Hawker, Phenom, Citation, Lear and Beechjet 400A/Hawker 400XP.

If you are looking to sell your current aircraft or acquire your next, take advantage of our eight decades of aircraft sales experience. At Elliott Jets, we've been buying and selling aircraft longer than almost any aircraft broker in the world. We have the resources and experience to help navigate you through a successful aircraft transaction and a proven track record of selling faster than industry average. Contact us today and see why our values of unmatched quality, uncompromising integrity and unbeatable customer service have built lasting industry partnerships for the past 80 years.

### Experience the Elliott Jets Differences:

- Eight Decades of Successful Aircraft Transactions
- Proven Track Record of Selling Faster than Industry Average
- ASA Accredited Appraisal Services
- Unmatched Technical Expertise with Elliott Aviation's World Class Service Center
- Worldwide Customer Network
- Aggressive Marketing

Experience the Elliott Jets difference by contacting me for your **FREE** aircraft valuation provided in a complimentary padfolio for your iPad!

## **JIM MITCHELL**

Executive Sales Director  
Elliott Jets  
952-944-1200  
jmittchell@elliottjets.com



## Hawker 800XP/850XP/900XP <<<

We previously reported the Hawker 800XP/850XP/900XP market as stable in Q1. That seems to have changed, with inventory levels increasing and lower average asking prices across all models of Hawkers. The number of units for sale across all three models increased by 11 aircraft and the average asking price dropped nearly 10% collectively. The most significant was the average asking price for the 850XP dropped from \$5.9MM to \$5.2MM. There were 14 sales in Q1 against 27 new listings for these three models. Therefore, the overall Hawker market presents a value to buyers and it seems that may only get better with prices falling and inventories rising.



PAGES 4-6



PAGES 7-11

The Embraer Phenom 100 and 300 are viable and really good aircraft in the single-pilot jet market. The 300 continues to compete hard with the longer range light jet competitors like the CJ3+ and CJ4. The 100 is a very attractive, very capable entry-level aircraft and competes with the Cessna M2 and Cessna Mustang. There is a slight increase of available aircraft for sale and demand remains relatively stable. Overall, there is a market for both aircraft and, priced properly, either can be quickly sold.

## >>> Citation Excel/XLS/XLS+/Sovereign/X

Overall the Citation product line still has very good activity compared to other light and midsize jets. The Excel and XLS models have an active market. We are seeing a number of customers moving up to the XLS+ at this time. The Sovereign and X market does not have as much activity. We don't see any indications that will change in 2016.

## Phenom 100/300 <<<



PAGES 12-13



PAGES 14-15

## >>> Beechjet 400A / Hawker 400XP

The Beechjet 400A market had a soft 2015 and continued to suffer from a drop in activity and values. For the first quarter of 2016, there were 10 transactions compared to 10 in the first quarter of 2015. This airframe continues to represent one of the best values in its class. With upcoming upgrades like the Garmin G5000 avionics solution and the Elliott 400E program, it will be interesting to see how the market responds. The Beechjet 400A market has been relatively stable and fairly predictable over the last year. For 2015, there were 33 retail transactions, down from 40 the previous year. Inventory levels have been steady for the first quarter. The values of 400A range between \$500,000 and \$2,500,000, with \$1,103,000 for an average aircraft. A premium continues to be paid for low engine and airframe times.

## Lear 45/45XR/60/60XR <<<

During the quarter, the Learjet 45/45XR was not quite as strong as the Learjet 60/60XR. The increase in available inventory in the 45 series has again gone up and transactions continue to lag. If available inventory continues to outpace transactions, pricing will continue the downward trend for the foreseeable future. For the 45 series, if sellers continue to find common ground at the pricing level for ready buyers, we may see inventories peak, start down and then begin to stabilize overall values.

The Lear 60 series markets had a good first quarter; the number of transactions continues to outpace the number of available aircraft. This has slowed the downward pressure on pricing as the number of available inventory has decreased. If the number of transactions continue at the current pace, we may finally see some stabilization in the Lear 60 series pricing after a long road down the last few years.



PAGES 16-19



PAGES 20-22

## >>> Challenger 300/604/605

Last Quarter we reported "the collective Challenger 300/604/605 market has been quite dynamic the previous 12 months." That trend continued in Q1 of 2016 with 16 sales and 26 new listings across all three fleets. The Challenger 300 market can be described as stable, having the same number of sales as new listings currently versus our Q1 report. Additionally, the Challenger 300 average asking price remained the same at \$11.7MM. However, the trend for the CL604/605 is less stable, with the percentage of the CL604/605's on the market jumping from 9.4% (61 for sale) in Q1 to now 11.0% (71 for sale). While not surprising to have fewer transactions in Q1 vs Q4, the CL604/605's did slow considerably from 18 sold in Q4 to only 9 sold in Q1. However, as previously reported all three models represent a good value and should be considered if you are in the market for super-midsize and large cabin options.

## Current State of the Hawker 800XP Market

The Hawker 800XP continues to be an active market with eight sales in Q1; however overall inventory increased 60 units on the market compared to the 54 we reported last quarter. Another indicator of a softening market is the average asking price declining from \$2.65MM to \$2.5MM in the past 90 days. When analyzing the sales occurring in Q1, it was surprising to see that half the sales were earlier model Honeywell equipped avionics aircraft compared to the later model Pro Line 21 equipped models.



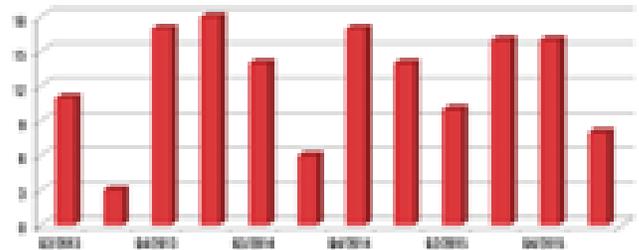
**HAWKER 800XP**

### Market Snapshot for the Hawker 800XP

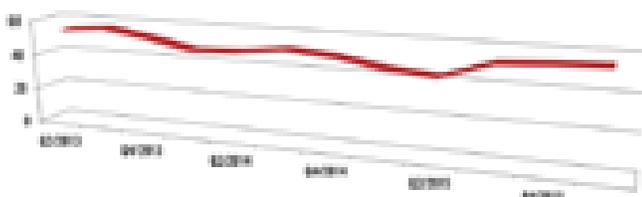
# On Market: 60  
 Fleet Size: 471  
 % On Market: 12%  
 Avg. Asking Price: \$2.5M  
 Avg. Days On Market (Sold): 290  
 Avg. TT of Aircraft Currently For Sale: 5791  
 Transactions in 2015: 56  
 Transactions in Q1: 8



### Hawker 800XP Transactions



### Hawker 800XP For Sale



### Hawker 800XP Performance

Range (NM):	2,620
Seating:	2/10
Cabin Volume (CuFt):	551
Max Speed (kts):	449
Cruise Speed (kts):	402
Rate of climb (f/s):	3,415
Balanced field length/Landing (feet):	5,640/2,282
Baggage:	48/-
Ceiling (feet):	41,000
Direct Operating Cost (per hour)	\$3,020
Direct Operating Cost (per NM)	\$7.50

©2016, Conklin & de Decker Associates, Inc.





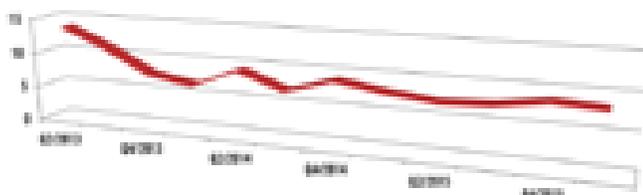
## HAWKER 850XP

### Market Snapshot for the Hawker 850XP

# On Market: 8  
 Fleet Size: 99  
 % On Market: 8%  
 Avg. Asking Price: \$4.2M  
 Avg. Days On Market (Sold): 278  
 Avg. TT of Aircraft Currently For Sale: 2259  
 Transactions in 2015: 18  
 Transactions in Q1: 1



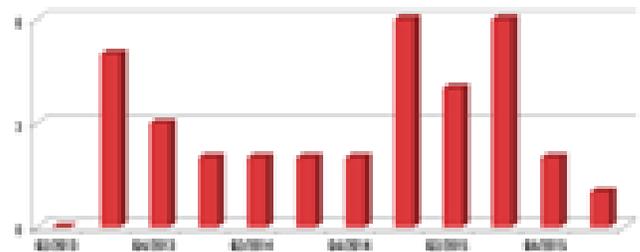
### Hawker 850XP For Sale



## Current State of the Hawker 850XP Market

The 850XP market is smaller with a total fleet size of 99 aircraft. Therefore, the number of transactions is smaller. Q1 only produced one sale, which is likely the reason for the drop in the average asking price from \$4.9MM to \$4.2MM. The 850XP market was very active in 2015; however, Q1 of 2016 is showing signs of slowing down. The overall Hawker market is still a great value and should be considered when reviewing mid-cabin options.

### Hawker 850XP Transactions



### Hawker 850XP Performance

Range (NM):	2,710
Seating:	2/10
Cabin Volume (CuFt):	551
Max Speed (kts):	452
Cruise Speed (kts):	402
Rate of climb (f/s):	3,415
Balanced field length/Landing (feet):	5,641/2,286
Baggage:	50/-
Ceiling (feet):	41,000
Direct Operating Cost (per hour)	\$3,019
Direct Operating Cost (per NM)	\$7.40

©2016, Conklin & de Decker Associates, Inc.



## Current State of the Hawker 900XP Market

The Hawker 900XP presents a significant value for the capabilities of the aircraft. Surprisingly, this market is also trending down. Inventory increased six units to a total of 22 on the market, up from 16 in Q1, and the average asking price dropped from \$5.9MM in Q1 to \$5.5MM in Q2. The pace of transactions remained steady with five sales in Q1, which was the same number of sales in Q4 2015. In our view, the 900XP is still an outstanding aircraft and value. Although the Hawkers are no longer in production, they are still well supported and very desirable in the pre-owned market.

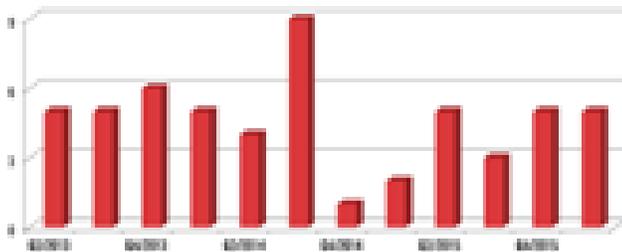


**HAWKER 900XP**

### Market Snapshot for the Hawker 900XP

- # On Market: 22
- Fleet Size: 183
- % On Market: 12%
- Avg. Asking Price: \$5.6M
- Avg. Days On Market (Sold): 224
- Avg. TT of Aircraft Currently For Sale: 1919
- Transactions in 2015: 15
- Transactions in Q1: 5

### Hawker 900XP Transactions

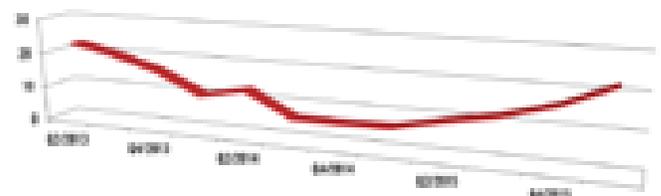


### Hawker 900XP Performance

Range (NM):	2,929
Seating:	2/10
Cabin Volume (CuFt):	551
Max Speed (kts):	452
Cruise Speed (kts):	402
Rate of climb (f/s):	3,415
Balanced field length/Landing (feet):	5,258/2,283
Baggage:	50/-
Ceiling (feet):	41,000
Direct Operating Cost (per hour)	\$2,713
Direct Operating Cost (per NM)	\$6.68

©2016, Conklin & de Decker Associates, Inc.

### Hawker 900XP For Sale



## Current State of the Citation Excel Market

The Excel market was very active in 2015. The first quarter of 2016 is showing signs of a slowdown to more normal activity levels. Currently, there are 25 Excels available for sale which is a noticeable increase over the last few quarters. That is 6.8% of the aircraft produced. There have been nine retail sales transactions since the first of the year. Sales prices seem to have had a slight decrease compared to the last two quarters. The demand rating for the Excel is B+.



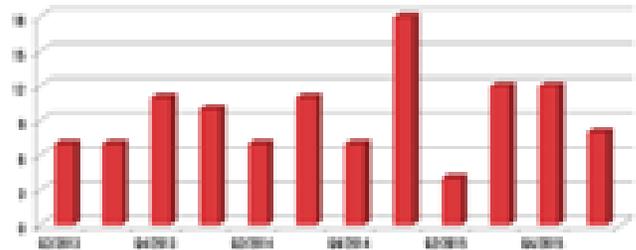
CITATION EXCEL

### Market Snapshot for the Citation Excel

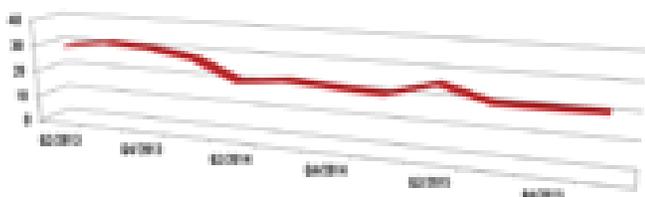
- # On Market: 22
- Fleet Size: 369
- % On Market: 6%
- Avg. Asking Price: 2.9M
- Avg. Days On Market (Sold): 214
- Avg. TT of Aircraft Currently For Sale: 4922
- Transactions in 2015: 46
- Transactions in Q1: 8



### Citation Excel Transactions



### Citation Excels For Sale



### Citation Excel Performance

Range (NM):	1,839
Seating:	7/9
Cabin Volume (CuFt):	422
Max Speed (kts):	433
Cruise Speed (kts):	373
Rate of climb (f/s):	3,790
Balanced field length/Landing (feet):	4,060/2,950
Baggage:	10/80
Ceiling (feet):	45,000
Direct Operating Cost (per hour)	\$2,416
Direct Operating Cost (per NM)	\$6.10

©2016, Conklin & de Decker Associates, Inc.



## Current State of the Citation XLS Market

Sales activity on the Citation XLS has been steady the last few quarters. There have been six retail transactions since the first of the year. For comparison, last year 29 XLS aircraft changed ownership. Currently, there are 19 XLS aircraft for sale, just under 6% of the XLS aircraft manufactured. The demand rating for the XLS is a B-.

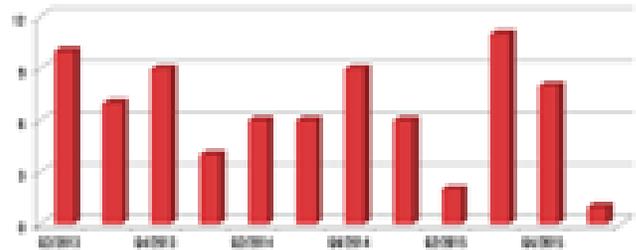


### Market Snapshot for the Citation XLS

# On Market: 16  
 Fleet Size: 328  
 % On Market: 5%  
 Avg. Asking Price: \$5.2M  
 Avg. Days On Market (Sold): 284  
 Avg. TT of Aircraft Currently For Sale: 3015  
 Transactions in 2015: 27  
 Transactions in Q1: 1



### Citation XLS Transactions



### Citation XLS For Sale



### Citation XLS Performance

Range (NM):	1,989
Seating:	8/10
Cabin Volume (CuFt):	422
Max Speed (kts):	433
Cruise Speed (kts):	373
Rate of climb (f/s):	3,500
Balanced field length/Landing (feet):	3,910/2,843
Baggage:	10/80
Ceiling (feet):	45,000
Direct Operating Cost (per hour)	\$2,342
Direct Operating Cost (per NM)	\$5.80

©2016, Conklin & de Decker Associates, Inc.





# CITATION XLS+

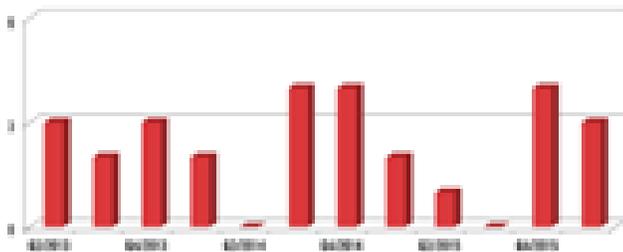
## Current State of the Citation XLS+ Market

The XLS+ market activity has picked up the last few quarters, due to more aircraft available for sale. Currently, there are 16 used XLS+ aircraft for sale, just under 8% of the XLS+ aircraft production. There have been five retail transactions since the first of the year. Citation XLS+ values are continuing to drop. The demand rating for the XLS+ is a C-.

### Market Snapshot for the Hawker Citation XLS+

- # On Market: 17
- Fleet Size: 202
- % On Market: 8%
- Avg. Asking Price: \$8.1M
- Avg. Days On Market (Sold): 241
- Avg. TT of Aircraft Currently For Sale: 1297
- Transactions in 2015: 7
- Transactions in Q1: 3

### Citation XLS+ Transactions



### Citation XLS+ Performance

Range (NM):	1,975
Seating:	8/10
Cabin Volume (CuFt):	422
Max Speed (kts):	440
Cruise Speed (kts):	373
Rate of climb (f/s):	3,500
Balanced field length/Landing (feet):	3,910/2,843
Baggage:	10/80
Ceiling (feet):	45,000
Direct Operating Cost (per hour)	\$2,302
Direct Operating Cost (per NM)	\$5.70

©2016, Conklin & de Decker Associates, Inc.

### Citation XLS+ For Sale



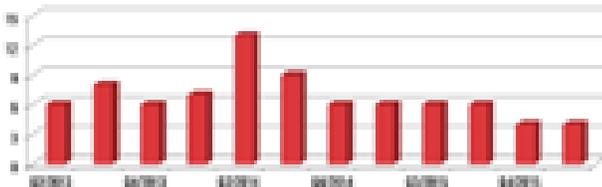


## CITATION SOVEREIGN

### Market Snapshot for the Citation Sovereign

# On Market: 26  
 Fleet Size: 348  
 % On Market: 7%  
 Avg. Asking Price: \$7.4M  
 Avg. Days On Market (Sold): 346  
 Avg. TT of Aircraft Currently For Sale: 2678  
 Transactions in 2015: -22  
 Transactions in Q1: 4

### Citation Sovereign Transactions



## Current State of the Citation Sovereign Market

The Sovereign sales activity has continued to slow down over the last four quarters. Since the first of this year, three Sovereigns have changed ownership. Last year, 31 aircraft changed hands and today there are 25 Sovereigns available for sale. That is 7.5% of the Sovereigns produced. Sales prices have continued to drop due to the low sales activity. The demand for the Sovereign is a C-

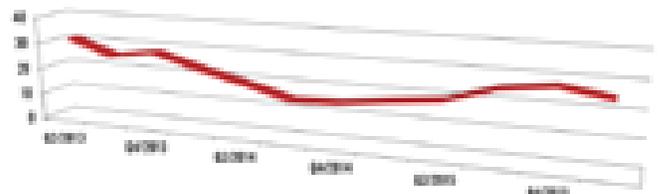


### Citation Sovereign Performance

Range (NM):	3,010
Seating:	9/11
Cabin Volume (CuFt):	571
Max Speed (kts):	459
Cruise Speed (kts):	388
Rate of climb (f/s):	4,016
Balanced field length/Landing (feet):	3,810/2,320
Baggage:	35/100
Ceiling (feet):	47,000
Direct Operating Cost (per hour)	\$2,791
Direct Operating Cost (per NM)	\$6.74

©2016, Conklin & de Decker Associates, Inc.

### Citation Sovereigns For Sale



## Current State of the Citation X Market

The Citation X used aircraft market seems to have stabilized as far as transactions. Values continue to fall though. There are 32 used Citation X aircraft for sale. That is over 10% of the aircraft production. In the first quarter of 2016, six Citation X aircraft changed hands compared to last year when 27 aircraft were sold. The average days on market has been increased with the Citation X. The demand for the Citation X is a C-



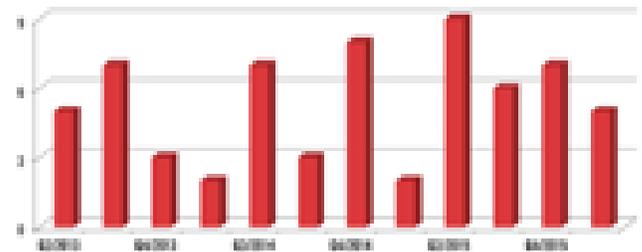
**CITATION X**

### Market Snapshot for the Citation X

# On Market: 33  
 Fleet Size: 310  
 % On Market: 11%  
 Avg. Asking Price: \$5M  
 Avg. Days On Market (Sold): 179  
 Avg. TT of Aircraft Currently For Sale: 6642  
 Transactions in 2015: 24  
 Transactions in Q1: 5



### Citation X Transactions



### Citation X For Sale



### Citation X Performance

Range (NM):	3,125
Seating:	8/10
Cabin Volume (CuFt):	538
Max Speed (kts):	525
Cruise Speed (kts):	470
Rate of climb (f/s):	3,650
Balanced field length/Landing (feet):	5,480/2,816
Baggage:	-/82
Ceiling (feet):	51,000
Direct Operating Cost (per hour)	\$4,031
Direct Operating Cost (per NM)	\$8.56

©2016, Conklin & de Decker Associates, Inc.





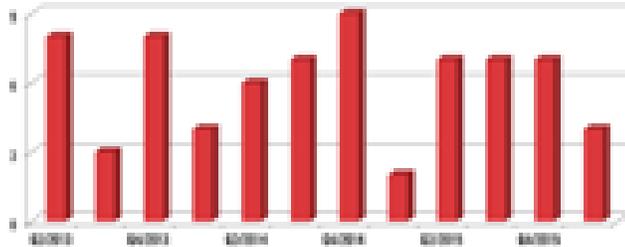
## Current State of the Phenom 100 Market

The Phenom 100 market cooled off a bit during early 2015 and that trend continued through the first quarter of 2016 with only four retail transactions. The total of 20 transactions for the 2015 calendar year was down from 26 transactions that occurred in 2014. First quarter last year there were two Phenom 100s sold, so activity this year is comparatively good. Inventory levels have climbed for the first quarter. Currently there are 30 Phenom 100s on the market still representing only 9% of the fleet. That number is up slightly since the end of last year. About half the Phenom 100s on the market are registered in the US. While prices trend down, they have remained relatively stable compared to some models.

### Market Snapshot for the Phenom 100

- # On Market: 30
- Fleet Size: 328
- % On Market: 9%
- Avg. Asking Price: \$2.7MM
- Avg. Days On Market (Sold): 301
- Avg. TT of Aircraft Currently For Sale: 1021
- Transactions in 2015: 23
- Transactions in Q1: 4

### Phenom 100 Transactions



### Phenom 100 Performance

Range (NM):	1,242
Seating:	1/6
Cabin Volume (CuFt):	212
Max Speed (kts):	390
Cruise Speed (kts):	333
Rate of climb (f/s):	3,061
Balanced field length/Landing (feet):	3,040/2,448
Baggage:	10/60
Ceiling (feet):	41,000
Direct Operating Cost (per hour)	\$1,151
Direct Operating Cost (per NM)	\$3.58

©2016, Conklin & de Decker Associates, Inc.

### Phenom 100 For Sale



## Current State of the Phenom 300 Market

The Phenom 300 continues to be a very successful aircraft for Embraer and the used market for the model is becoming more established. After a slow start in 2015, the pre-owned Phenom 300 market heated up in the fourth quarter. Seven retail transactions during that historically active quarter brought the total aircraft traded in 2015 to 12, topping 2014's total of 10. For the first quarter of this year, activity has been good and six aircraft have already been sold. Inventory levels during the year bottomed out in the second quarter and rose steadily to 15 units by the end of the year. They have now climbed to 20, still representing only about 6% of the fleet. For the first quarter, while prices are trending down slightly, they are still very steady compared to some competitors light jet class.



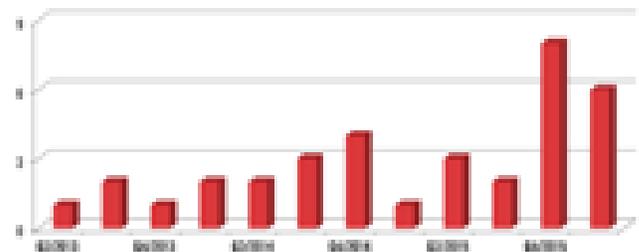
**PHENOM 300**

### Market Snapshot for the Phenom 300

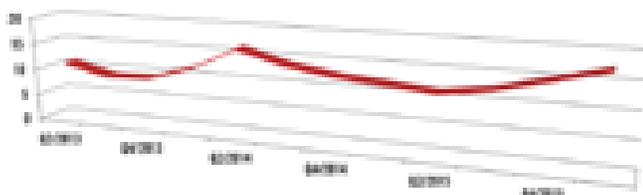
# On Market: 20  
 Fleet Size: 321  
 % On Market: 6%  
 Avg. Asking Price: \$8M  
 Avg. Days On Market (Sold): 181  
 Avg. TT of Aircraft Currently For Sale: 708  
 Transactions in 2015: 10  
 Transactions in Q1: 6



### Phenom 300 Transactions



### Phenom 300 For Sale



### Phenom 300 Performance

Range (NM):	2,077
Seating:	2/9
Cabin Volume (CuFt):	324
Max Speed (kts):	444
Cruise Speed (kts):	383
Rate of climb (f/s):	3,335
Balanced field length/Landing (feet):	3,138/2,229
Baggage:	19/66
Ceiling (feet):	45,000
Direct Operating Cost (per hour)	\$1,757
Direct Operating Cost (per NM)	\$4.39

©2016, Conklin & de Decker Associates, Inc.



## Current State of the Beechjet 400A Market

The Beechjet 400A market had a soft 2015 and continued to suffer from a drop in activity and values. For the first quarter of 2016, there were 10 transactions compared to 10 in the first quarter of 2015 and 33 for the entire year in 2015. This airframe continues to represent one of the best values in its class. With upcoming upgrades like the Garmin G5000 avionics solution and the Elliott 400E program, it will be interesting to see how the market responds.

The Beechjet 400A market has been relatively stable and fairly predictable over the last year. For 2015, there were 33 retail transactions, down from 40 the previous year. Inventory levels have been steady for the first quarter. The values of 400A range between \$500,000 and \$2,500,000, with \$1,103,000 for an average aircraft. A premium continues to be paid for low engine and airframe times.



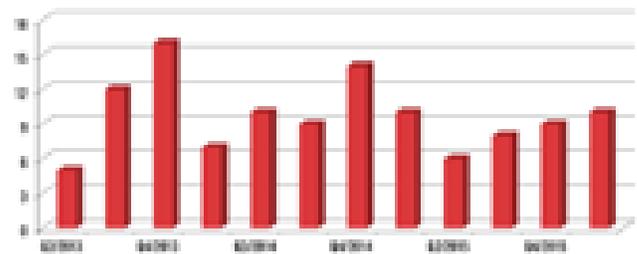
**BEECHJET 400A**

### Market Snapshot for the Beechjet 400A

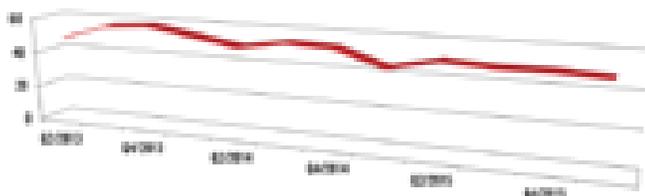
# On Market: 45  
 Fleet Size: 303  
 % On Market: 15%  
 Avg. Asking Price: \$1.1M  
 Avg. Days On Market (Sold): 366  
 Avg. TT of Aircraft Currently For Sale: 5619  
 Transactions in 2015: 33  
 Transactions in Q1: 10



### Beechjet 400A Transactions



### Beechjet 400A For Sale



### Hawker Beechjet 400A Performance

Range (NM):	1,519
Seating:	2/9
Cabin Volume (CuFt):	305
Max Speed (kts):	458
Cruise Speed (kts):	410
Rate of climb (f/s):	4,020
Balanced field length/Landing (feet):	4,600/3,050
Baggage:	30/26
Ceiling (feet):	45,000
Direct Operating Cost (per hour)	\$2,142
Direct Operating Cost (per NM)	\$5.20

©2016, Conklin & de Decker Associates, Inc.



## Current State of the Hawker 400XP Market

The Hawker 400XP market continues to be soft in 2016. Sales for 2015 were off by 20 units from the previous year, which represent a whopping 60% decrease in activity. Only three aircraft were sold in the first quarter this year. Inventory levels trended down slightly throughout the year with a range from 19 to 23 units for sale at any given time. There are 19 400XPs for sale at this time. Prices for the 400XP remain extremely soft; as such the airplanes are truly at bargain prices. You can expect to pay between \$1,200,000 to \$2,950,000 for a 400XP.



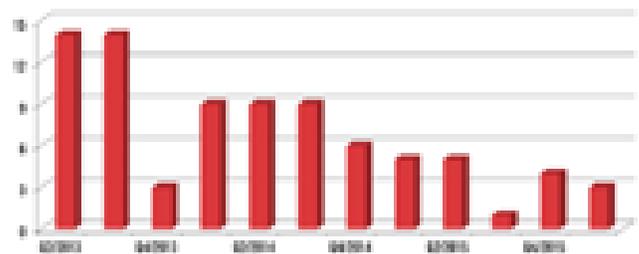
**HAWKER 400XP**

### Market Snapshot for the Hawker 400XP

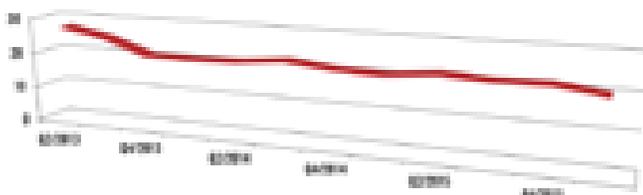
# On Market: 19  
 Fleet Size: 232  
 % On Market: 8%  
 Avg. Asking Price: \$2.1M  
 Avg. Days On Market (Sold): 255  
 Avg. TT of Aircraft Currently For Sale: 2336  
 Transactions in 2015: 15  
 Transactions in Q1: 3



### Hawker 400XP Transactions



### Hawker 400XP For Sale



### Hawker 400XP Performance

Range (NM):	1,519
Seating:	2/10
Cabin Volume (CuFt):	305
Max Speed (Kts):	450
Cruise Speed (Kts):	410
Rate of climb (f/s):	4,020
Balanced field length/Landing (feet):	4,600/3,015
Baggage:	31/25
Ceiling (feet):	45,000
Direct Operating Cost (per hour)	\$2,111
Direct Operating Cost (per NM)	\$5.13

©2016, Conklin & de Decker Associates, Inc.



## Current State of the Lear 45 Market

The Lear 45 market saw a total of four retail transactions in the first quarter of 2016; this is below the previous year's quarterly average. Inventory levels have increased by almost 11% from the fourth quarter, from 30 to 34 units available. Unlike the first quarter of 2015, where we saw a significant increase in activity and a decrease in available fleet, we are seeing an increase in available fleet and a reduction in transactions. We expect pricing to continue on a downward trend for the balance of 2016. Also a contributing factor in the reduction in values is the continued downward pressure of the 45XR market as well as the continued aging of the fleet. If the first quarter is an indicator for the balance of the year, the Lear 45 market will continue to struggle.

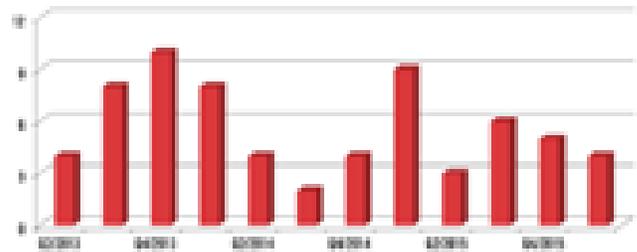


### Market Snapshot for the Lear 45

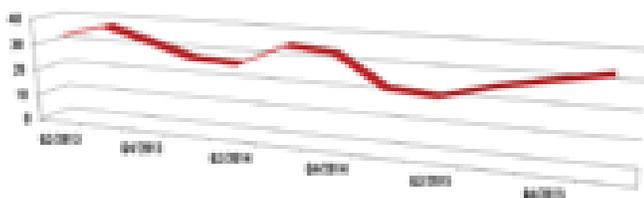
# On Market: 32  
 Fleet Size: 241  
 % On Market: 13%  
 Avg. Asking Price: \$2.8M  
 Avg. Days On Market (Sold): 257  
 Avg. TT of Aircraft Currently For Sale: 4718  
 Transactions in 2015: 23  
 Transactions in Q1: 4



### Lear 45 Transactions



### Lear 45 For Sale



### Lear 45 Performance

Range (NM):	1,968
Seating:	2/10
Cabin Volume (CuFt):	415
Max Speed (kts):	465
Cruise Speed (kts):	416
Rate of climb (f/s):	2,800
Balanced field length/Landing (feet):	4,350/2,438
Baggage:	15/50
Ceiling (feet):	51,000
Direct Operating Cost (per hour)	\$2,301
Direct Operating Cost (per NM)	\$5.49

©2016, Conklin & de Decker Associates, Inc.



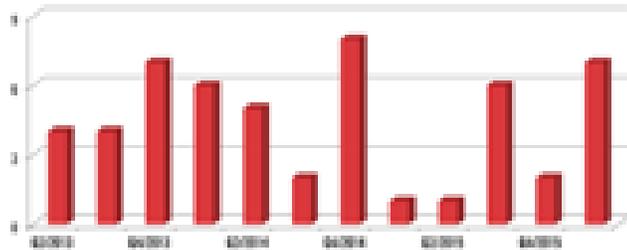


# LEAR 45XR

## Market Snapshot for the Lear 45XR

# On Market: 25  
 Fleet Size: 208  
 % On Market: 12%  
 Avg. Asking Price: \$4.2M  
 Avg. Days On Market (Sold): 307  
 Avg. TT of Aircraft Currently For Sale: 2780  
 Transactions in 2015: 10  
 Transactions in Q1: 7

### Lear 45XR Transactions



## Current State of the Lear 45XR Market

The Lear 45XR market saw a total of seven retail transactions in the first quarter of 2016; this is above the previous year's quarterly average. However, inventory levels have increased by almost 12% from the fourth quarter of 2015, from 30 to 34 units available. Sellers have finally been willing to sell at prices buyers are willing to pay and that pricing trend continued to decline in the first quarter of 2016. We expect pricing to continue on a downward trend for the balance of 2016 as inventory levels continue to climb. Hopefully, buyers and sellers will continue to find common ground; that will help stabilize the market for the balance of the year.



### Lear 45XR Performance

Range (NM):	1,960
Seating:	2/10
Cabin Volume (CuFt):	369
Max Speed (kts):	465
Cruise Speed (kts):	432
Rate of climb (f/s):	2,820
Balanced field length/Landing (feet):	4,680/2,436
Baggage:	15/50
Ceiling (feet):	51,000
Direct Operating Cost (per hour)	\$2,341
Direct Operating Cost (per NM)	\$5.46

©2016, Conklin & de Decker Associates, Inc.

### Lear 45XR For Sale



## Current State of the Lear 60 Market

The Lear 60 market saw a total of seven retail transactions in the first quarter of 2016, on the low end of the previous year's quarterly average but still at reasonable levels. Inventory levels were reduced by almost 10% from the fourth quarter, from 41 to 37 units available; this is helping move the market towards a better balance with 13% of the active fleet for sale. We expect pricing to again remain reasonably stable with some continued downward pressure as the fleet ages and the 60XR market applies downward pressure. If the first quarter is an indicator for the balance of the year, the Lear 60 market will remain reasonably healthy.

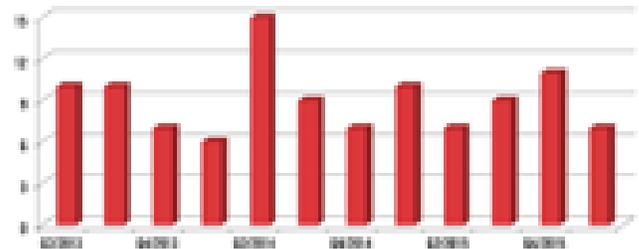


### Market Snapshot for the Lear 60

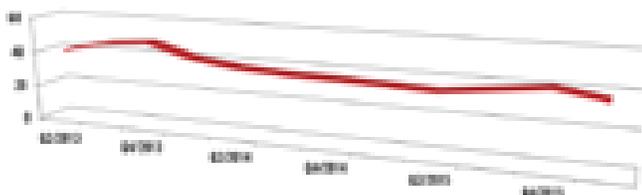
# On Market: 37  
 Fleet Size: 309  
 % On Market: 12%  
 Avg. Asking Price: \$2.1M  
 Avg. Days On Market (Sold): 311  
 Avg. TT of Aircraft Currently For Sale: 5821  
 Transactions in 2015: 37  
 Transactions in Q1: 7



### Lear 60 Transactions



### Lear 60 For Sale



### Lear 60 Performance

Range (NM):	2,418
Seating:	2/9
Cabin Volume (CuFt):	447
Max Speed (kts):	465
Cruise Speed (kts):	423
Rate of climb (f/s):	4,500
Balanced field length/Landing (feet):	5,450/3,125
Baggage:	24/24
Ceiling (feet):	51,000
Direct Operating Cost (per hour)	\$2,390
Direct Operating Cost (per NM)	\$5.64

©2016, Conklin & de Decker Associates, Inc.



## Current State of the Lear 60XR Market

The Lear 60XR market saw a total of three retail transactions in the first quarter of 2016, on the low end of the previous year's quarterly average. However, inventory levels were reduced by almost 15% from the fourth quarter, from 16 to 11 units available. This is also helping to balance the market. We expect pricing to again remain reasonably stable with some continued downward pressure as the fleet ages. If the first quarter is an indicator for the balance of the year, the Lear 60XR market will remain reasonably healthy.

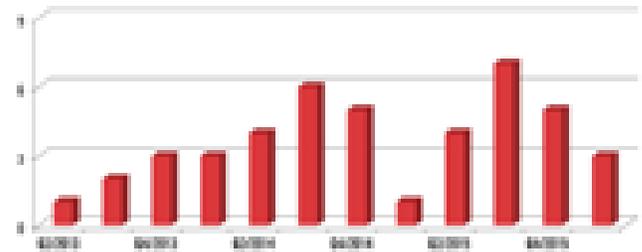


### Market Snapshot for the Lear 60XR

# On Market: 11  
 Fleet Size: 113  
 % On Market: 10%  
 Avg. Asking Price: \$4.3M  
 Avg. Days On Market (Sold): 363  
 Avg. TT of Aircraft Currently For Sale: 1652  
 Transactions in 2015: 17  
 Transactions in Q1: 3



### Lear 60XR Transactions



### Lear 60XR For Sale



### Lear 60XR Performance

Range (NM):	2,398
Seating:	2/9
Cabin Volume (CuFt):	447
Max Speed (kts):	465
Cruise Speed (kts):	423
Rate of climb (f/s):	4,500
Balanced field length/Landing (feet):	5,450/3,190
Baggage:	24/24
Ceiling (feet):	51,000
Direct Operating Cost (per hour)	\$2,390
Direct Operating Cost (per NM)	\$5.64

©2016, Conklin & de Decker Associates, Inc.



## Current State of the Challenger 300 Market

The Bombardier Challenger 300 entered service in 2004 and was upgraded and replaced with the Challenger 350 in 2014. To date, there have been more than 570 Challenger 300/350 models produced. Even with increased competition from the Gulfstream 280, Embraer Legacy 500 and soon Cessna's Longitude, the Challenger 300/350 series provides excellent performance and all around value. Inventory levels of used 300's continue to be stable with 34 units (about 7% of the fleet) on the market. The average asking price also remained the same at \$11.7MM this quarter compared to Q1. The sales activity for the improved Challenger 350 has been robust. The Challenger 350 offers the following improvements compared to the 300: avionics upgrades such as synthetic vision, dual inertial reference systems, and completely paperless cockpit. Additionally, the Challenger 350 provides slightly better range, increased engine thrust (HTF7350 engine vs the previous HTF7000), larger windows and completely redesigned cabin. The popularity of this model series has kept the used market for Challenger 300's very healthy.

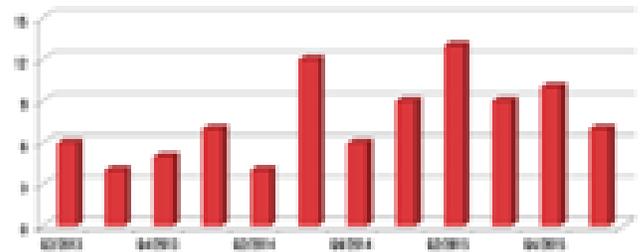


### Market Snapshot for the Challenger 300

- # On Market: 34
- Fleet Size: 454
- % On Market: 7%
- Avg. Asking Price: \$11.7M
- Avg. Days On Market (Sold): 244
- Avg. TT of Aircraft Currently For Sale: 3051
- Transactions in 2015: 41
- Transactions in Q1: 7



### Challenger 300 Transactions



### Challenger 300 For Sale



### Challenger 300 Performance

Range (NM):	3,340
Seating:	2/11
Cabin Volume (CuFt):	930
Max Speed (Kts):	470
Cruise Speed (Kts):	459
Rate of climb (f/s):	4,240
Balanced field length/Landing (feet):	4,810/2,300
Baggage:	106/-
Ceiling (feet):	45,000
Direct Operating Cost (per hour)	\$3,135
Direct Operating Cost (per NM)	\$7.48

©2016, Conklin & de Decker Associates, Inc.



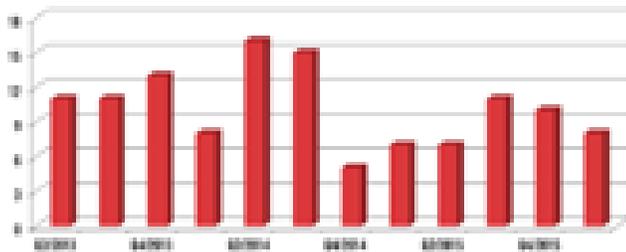


# CHALLENGER 604

## Market Snapshot for the Challenger 604

# On Market: 43  
 Fleet Size: 363  
 % On Market: 12%  
 Avg. Asking Price: \$6.6M  
 Avg. Days On Market (Sold): 287  
 Avg. TT of Aircraft Currently For Sale: 5505  
 Transactions in 2015: 33  
 Transactions in Q1: 8

## Challenger 604 Transactions



## Challenger 604 Performance

Range (NM):	4,119
Seating:	2/13
Cabin Volume (CuFt):	1,146
Max Speed (Kts):	488
Cruise Speed (Kts):	425
Rate of climb (f/s):	4,345
Balanced field length/Landing (feet):	5,765/2,300
Baggage:	115/0
Ceiling (feet):	41,000
Direct Operating Cost (per hour)	\$3,640
Direct Operating Cost (per NM)	\$8.79

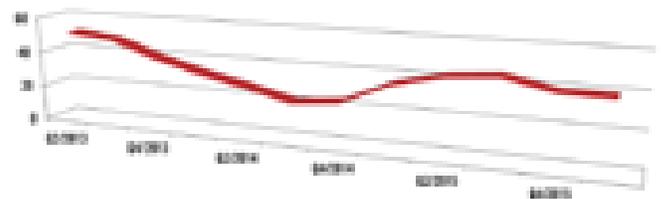
©2016, Conklin & de Decker Associates, Inc.

## Current State of the Challenger 604 Market

The Challenger 604 was first introduced in 1996. Bombardier produced the Challenger 604 until 2007 with a total fleet size of 363 until the model was upgraded and branded as the Challenger 605. The market for CL604's seems to be slowing down since our Q1 report. With an increase of units on the market, 43 currently versus 39 in Q1, and a decline in average asking price, these are indicators of a softening market. The large cabin markets across all manufacturers overall are suffering from increased inventory and declining prices, therefore it is no surprise to see the Challenger 604/605's experiencing the same decline. The current asking prices range from \$4.5MM to \$10MM. There is still an active market however, with eight sales in Q1. According to our data, those eight sales brought an average price of \$6.2MM. In summary, the large cabin markets are trending down, however the Challenger 604 seems to still be active and proving to be a good value for buyers.



## Challenger 604 For Sale



## Current State of the Challenger 605 Market

The Challenger 604's replacement, the Challenger 605 was introduced in 2007. It includes larger cabin windows, better LED cabin lighting, a new cabin management system and a Collins Pro Line 21 integrated avionics suite. The Challenger 605 fleet size is 286 units and Bombardier introduced the Challenger 650 as the new and improved model which began delivering in 2015. To date, 12 CL650's have delivered, over half of those going to NetJets. The CL605 available aircraft for sale has grown to 28 units compared to the 22 we reported in Q1. The 28 units represent approximately 10% of the total fleet for sale. The average asking price declined about 4% to \$13.4MM since our last report in Q1. Of most concern, only one sale occurred in Q1 at a final sales price well below the asking price. Therefore, we will watch this market closely and watch for improvement in Q2.

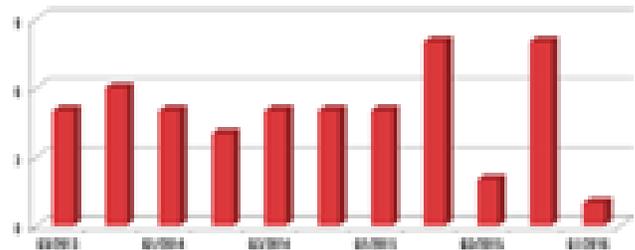


### Market Snapshot for the Challenger 605

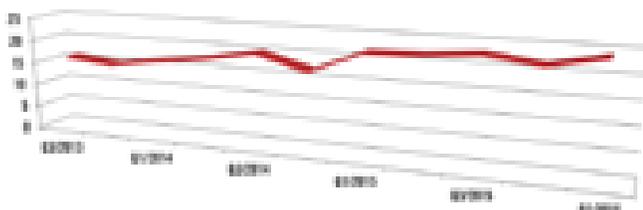
# On Market: 28  
 Fleet Size: 286  
 % On Market: 10%  
 Avg. Asking Price: \$13.4M  
 Avg. Days On Market (Sold): 261  
 Avg. TT of Aircraft Currently For Sale: 1875  
 Transactions in 2015: 23  
 Transactions in Q1: 1



### Challenger 605 Transactions



### Challenger 605 For Sale





## WHO WE ARE

Elliott Jets, the aircraft sales division of Elliott Aviation, has eight decades of proven success brokering, acquiring and selling aircraft all over the world. Our reputation has made us the trusted partner to chief pilots, executives and aircraft owners. There are few aircraft sales and acquisition businesses in the world that offer you eight decades of excellence, integrity and passion for customer service. The Elliott Jets team consists of sales executives, acquisition experts, market research specialists, marketing professionals and administrative support.

## ACQUISITION SERVICES

Aircraft Acquisitions is a major function of Elliott Jets. We are experts at finding the best aircraft, at the best price, and representing you every step along the way. We carefully analyze your situation to acquire the aircraft that best suits your needs based on knowledge of trends, market expertise and industry resources. Feel confident when hiring Elliott Jets to find your next aircraft or fleet to provide the best outcome for your aviation needs. Our goal is to ensure your peace of mind throughout the entire acquisition process.

## BROKERAGE SERVICES

Our team of industry veterans will help you get you a fair price and help you find a buyer – fast. We're committed to providing you with a quick response and the highest level of customer service in the industry. We will set a price for your aircraft that accurately reflects the most up-to-date market conditions to sell your aircraft at the best possible price in the least amount of time. We handle your transaction from start to finish, sparing you the hassles of selling your own aircraft.



As an Elliott Jets customer, you have access to some of the most knowledgeable technical representatives in the industry. The parent company of Elliott Jets, Elliott Aviation, is a leading service business for jets and turboprops, providing the industry's highest quality business aviation solutions with 400 skilled employees in three Midwest 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 9001:2008 and AS9100 Rev C facility, ensuring the highest-level of quality standards and processes available. We are a FAA and EASA certified aircraft maintenance facility with highly skilled, factory trained mechanics, many with over 20 years of experience. They have seen many pre-buy inspections and can help you with common discrepancies in numerous different types of aircraft.

In addition to maintenance, we offer one of the largest avionics facilities in the world to assist you with even the most complicated retrofits, enhancements and troubleshooting. For total aircraft transformation, our paint and interior craftsmen can assist you with creating a flawless presentation of your aircraft inside and out. Whether you are buying or selling, these experts can help you evaluate what options are available for your aircraft to either more closely fit your mission or to attract more buyers to your aircraft.

With all of these resources just a phone call away, customers of Elliott Jets can rest assured they have the most collective body of aviation resources dedicated to creating a successful aircraft transaction each and every time.



**ELLIOTTJETS**✈️  
*An Elliott Aviation Company*