



LIGHT JETS

PHENOM | CITATION

QUARTERLY MARKET REPORT

SPRING 2023

ELLIOTTJETS ✈️

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Phenom 100/E/EV Market

Phenom 100 inventory continues to rise and transactions have slowed. There are currently 29 listings, up from just five listings a year ago. Buyers are now presented with the most options in this market since Q4 of 2020. Transactions have cooled off with just three sales during the first quarter, compared to 17 that traded Q4 of 2022. As expected, the increase in inventory has caused pricing to soften for the first time since starting to climb Q2 of 2021. However, values are still up more than 40% compared to two years ago. With prices still elevated yet plenty of options to choose from, this market is now balanced for buyers and sellers.



KEY TAKEAWAY:

“With prices still elevated yet plenty of options to choose from, this market is now balanced for buyers and sellers.”

Phenom 100/E/EV Market Snapshot

on Market:

29

Change in Inventory (90 Days):

+7

Fleet Size:

397

% on Market:

7.3%

Avg. TT of Aircraft Currently for Sale:

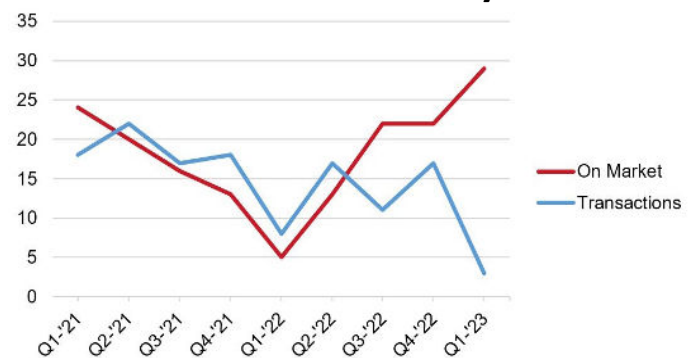
1,696

Q4 Transactions:

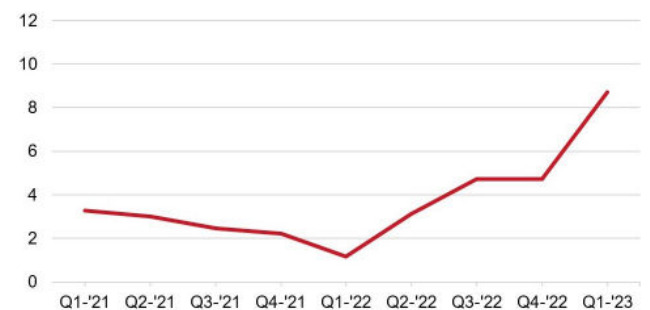
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Data Courtesy of JETNET LLC

Market Activity

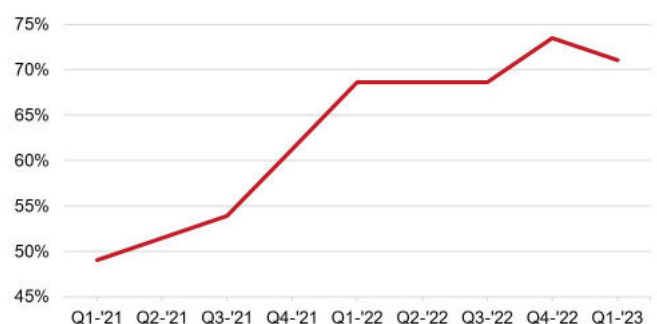


Current Velocity



Current Velocity refers to the amount of time in months that it would take to deplete the current pre owned inventory based on the last 6 months of transaction activity

Value Retention



Phenom 300/E Market

Phenom 300 inventory has risen for the fourth consecutive quarter, but demand remains strong as we head into the second quarter of 2023. Inventory is up to 19 listings, up from just five a year ago. Even with the steady increase in inventory, current listings still represent less than 3% of the active fleet. The first quarter was active with 13 sales taking place, which is ahead of last year's pace. The increase in options has brought prices down slightly, with values taking roughly a 3% hit from last quarter. With demand still strong, yet a few more options to choose from, this market is balanced for buyers and sellers.



KEY TAKEAWAY:

“With demand still strong, yet a few more options to choose from, this market is balanced for buyers and sellers.”

Phenom 300/E Market Snapshot

on Market:

19

Change in Inventory (90 Days):

+3

Fleet Size:

701

% on Market:

2.71%

Avg. TT of Aircraft Currently for Sale:

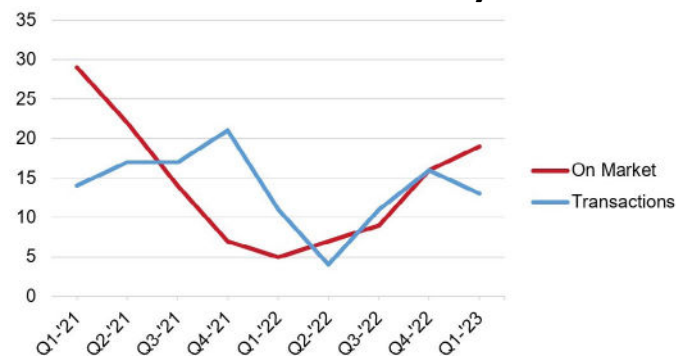
1,361

Q4 Transactions:

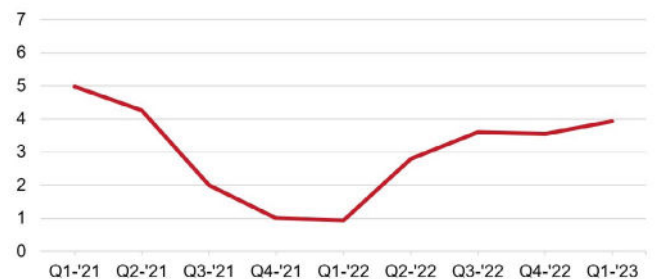
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Data Courtesy of JETNET LLC

Market Activity

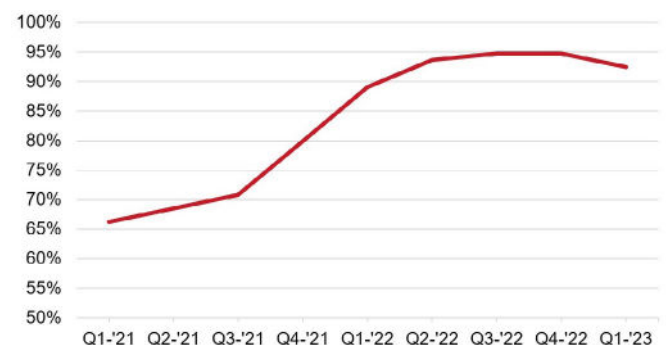


Current Velocity



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Value Retention



Citation M2 Market

The Citation M2 market has slowed down from a hectic 2022. Q1 saw seven sales, which was two fewer than the previous quarter, and five fewer than a year ago. After holding steady for several quarters, inventory has increased significantly. Q1 averaged 19 units listed for sale, which is nearly double the amount available at the end of 2021. 6.2% of the fleet was available for sale in Q2. Pricing has softened slightly after having seen moderate gains in 2022. This is a good opportunity to purchase an M2, as pricing is softening, and there is an ample supply available.



KEY TAKEAWAY:

“This is a good opportunity to purchase an M2, as pricing is softening, and there is an ample supply available.”

Citation M2 Market Snapshot

on Market:

19

Change in Inventory (90 Days):

+5

Fleet Size:

307

% on Market:

6.2%

Avg. TT of Aircraft Currently for Sale:

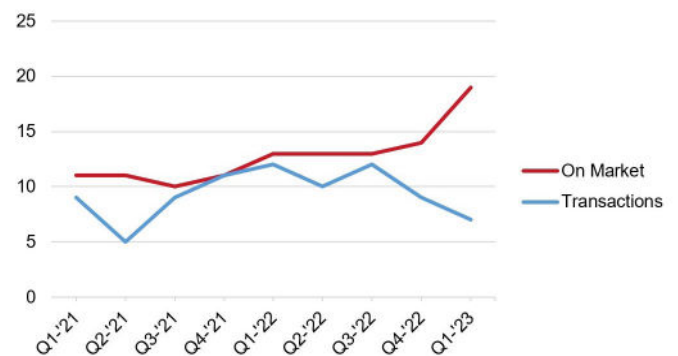
1,041

Q4 Transactions:

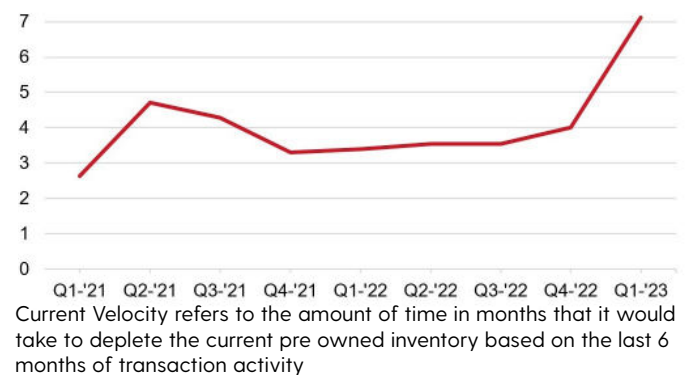
7

Data Courtesy of JETNET LLC

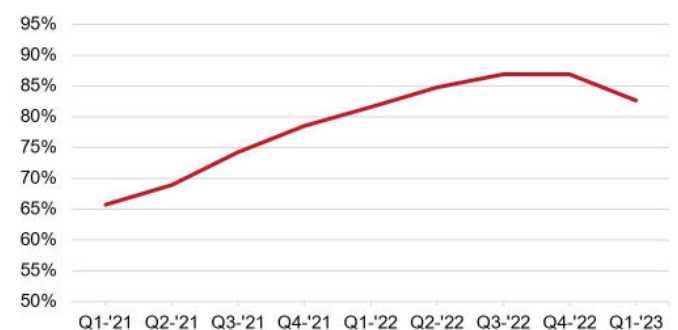
Market Activity



Current Velocity



Value Retention



Citation CJ2/+ Market

The CJ2 series market continues to be tight. Q1 averaged 16 aircraft listed for sale, which is six more than a year ago, but less than half of the levels of 2020. The 16 aircraft listed for sale represents 3.5% of the active fleet. There were 11 sales in Q1, which is three fewer than the previous quarter, and two fewer than a year ago. Pricing in this market has decreased slightly after moderate price gains in 2021 and 2022. This is a good opportunity for buyers, as inventory has increased, and pricing has started to soften.



KEY TAKEAWAY:

“This is a good opportunity for buyers, as inventory has increased, and pricing has started to soften.”

Citation CJ2/+ Market Snapshot

on Market:

16

Change in Inventory (90 Days):

-1

Fleet Size:

457

% on Market:

3.5%

Avg. TT of Aircraft Currently for Sale:

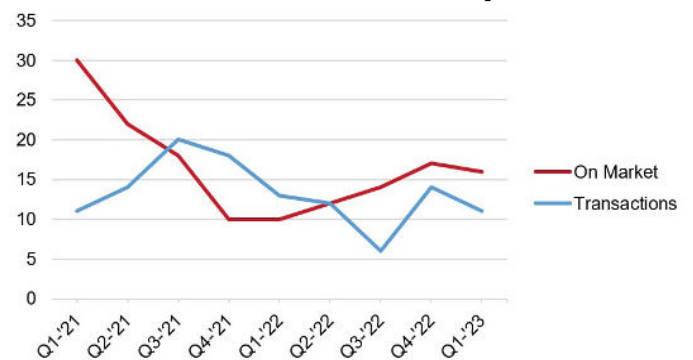
3,800

Q4 Transactions:

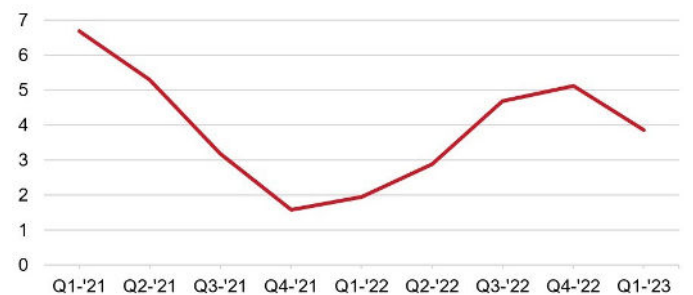
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Data Courtesy of JETNET LLC

Market Activity

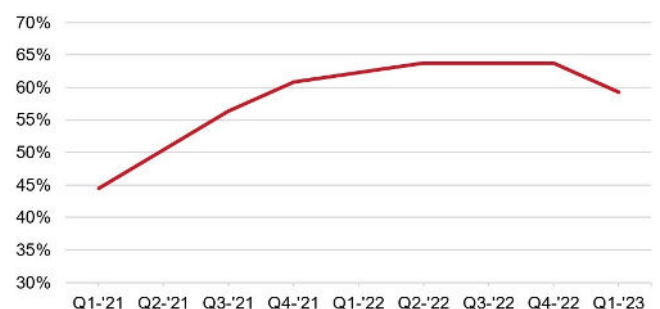


Current Velocity



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Value Retention



Citation CJ3/+ Market

After rising for three quarters, the number of Citation CJ3 series aircraft available for sale has dropped significantly. Q1 saw an average of 19 aircraft listed for sale, which was seven fewer than the previous quarter. Just 3% of the CJ3 series market is available for sale. 14 units traded last quarter, which is four more than the previous quarter, and nine more than a year ago. After significant price increases, pricing for this market has decreased slightly. This is still a good time to sell a CJ3 series aircraft, as pricing still remains strong, and inventory has decreased.



KEY TAKEAWAY:

“This is still a good time to sell a CJ3 series aircraft, as pricing still remains strong, and inventory has decreased.”

Citation CJ3/+ Market Snapshot

on Market:

19

Change in Inventory (90 Days):

-7

Fleet Size:

641

% on Market:

3%

Avg. TT of Aircraft Currently for Sale:

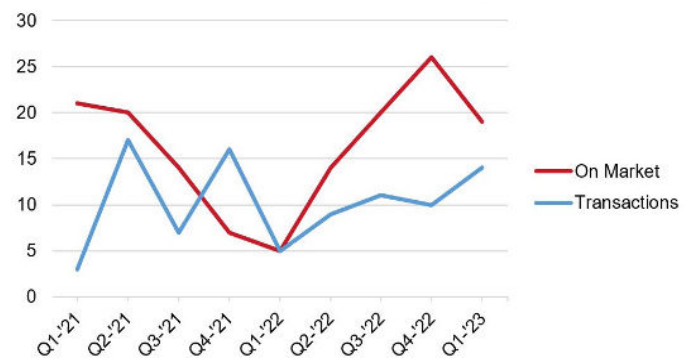
2,852

Q4 Transactions:

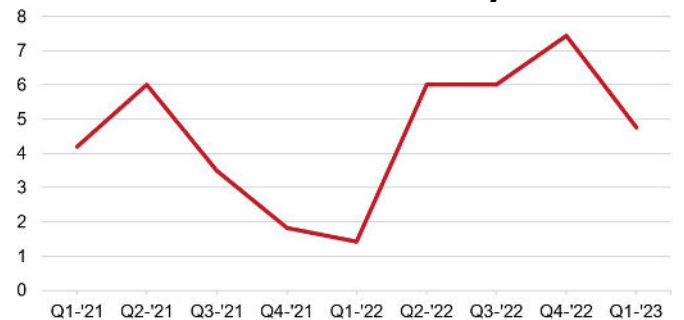
14

Data Courtesy of JETNET LLC

Market Activity

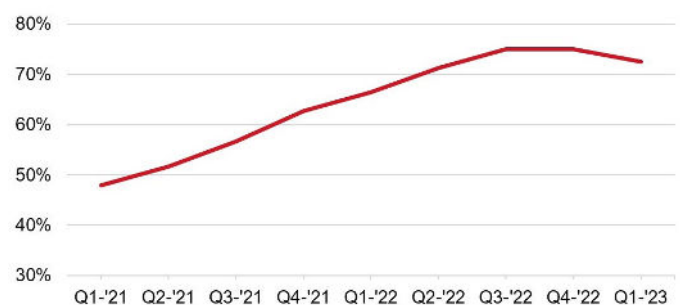


Current Velocity



Current Velocity refers to the amount of time in months that it would take to deplete the current pre owned inventory based on the last 6 months of transaction activity

Value Retention



Citation CJ4 Market

The Citation CJ4 market continues to be active. Q1 averaged ten units available for sale, which is one more than last quarter, and the most offered for sale in two years. The number available for sale represents 3.4% of the active fleet. Seven sold in Q1, which is one fewer than the previous quarter, and the same number as a year ago. Pricing has started to soften after having seen moderate gains in the previous seven quarters. This would be a good time to sell a CJ4, as the inventory is relatively tight, and prices are still strong.



KEY TAKEAWAY:

“This would be a good time to sell a CJ4, as the inventory is relatively tight, and prices are still strong.”

Citation CJ4 Market Snapshot

on Market:

10

Change in Inventory (90 Days):

+1

Fleet Size:

340

% on Market:

3.4%

Avg. TT of Aircraft Currently for Sale:

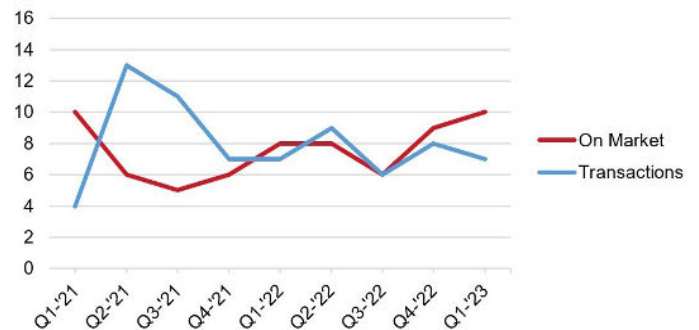
2,798

Q4 Transactions:

7

Data Courtesy of JETNET LLC

Market Activity

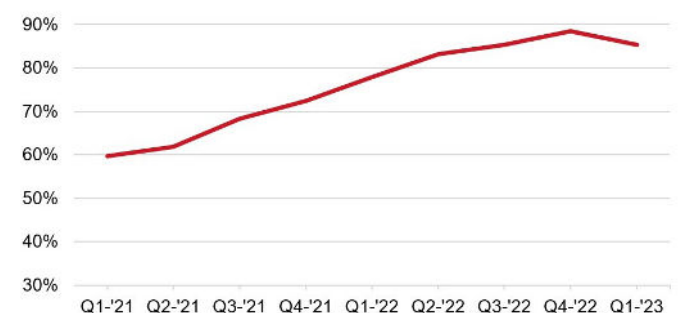


Current Velocity



Current Velocity refers to the amount of time in months that it would take to deplete the current pre-owned inventory based on the last 6 months of transaction activity

Value Retention





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OUR CORE VALUES

UNMATCHED QUALITY / UNCOMPROMISING INTEGRITY / UNBEATABLE CUSTOMER SERVICE

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RECENT TRANSACTIONS



SOLD

Learjet 45XR
Year: 2011



SOLD

Citation X
Year: 2002



SOLD

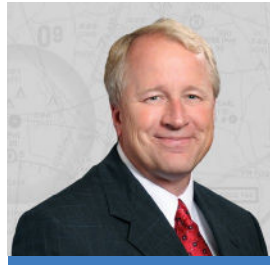
Phenom 300E
Year: 2020



ELLIOTT JETS SALES TEAM & TERRITORY MAP



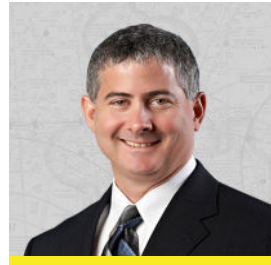
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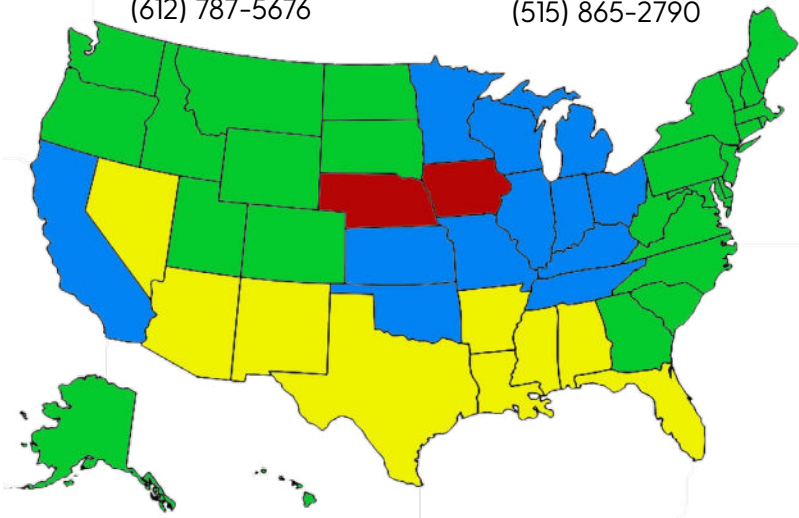
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