



SUPER MID-SIZE JETS

CHALLENGER | GULFSTREAM | EMBRAER

QUARTERLY MARKET REPORT

SPRING 2023

ELLIOTTJETS ✈️

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Challenger 300 Market

Inventory has remained steady in the Challenger 300 market for three consecutive quarters now. After rising steadily during the first half of 2022, this market has found its footing with inventory levels around 15 listings. After a busy fourth quarter producing 16 sales, transactions did cool off with only five sales taking place during Q1. Pricing plateaued during the second half of 2022, and took a small decrease this past quarter for the first time since starting to climb back in 2021. Values are still at historic levels, with pricing still up more than 70% from two years ago. With strong pricing and inventory holding steady, this is still a seller's market.



KEY TAKEAWAY:

“With strong pricing and inventory holding steady, this is still a seller’s market.”

Challenger 300 Market Snapshot

on Market:

15

Change in Inventory (90 Days):

+1

Fleet Size:

450

% on Market:

3.3%

Avg. TT of Aircraft Currently for Sale:

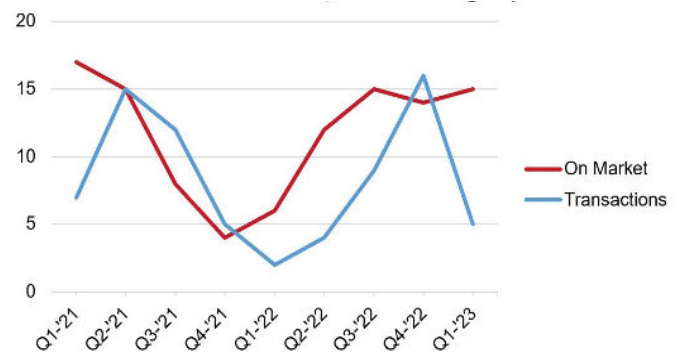
4,471

Q4 Transactions:

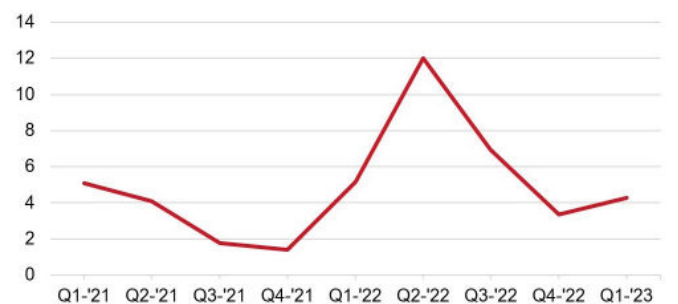
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Data Courtesy of JETNET LLC

Market Activity

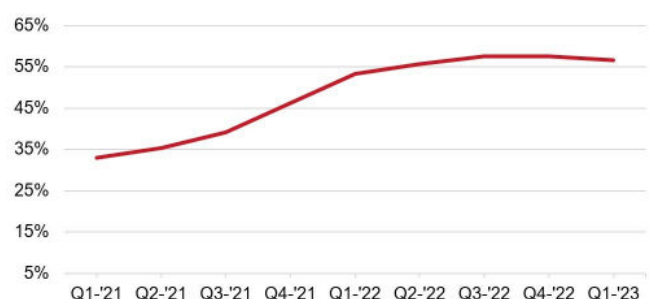


Current Velocity



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



Challenger 350 Market

After bottoming out at only one listing a year ago, Challenger 350 inventory has been climbing steadily since. Current inventory has reached 12 listings, the highest in nearly three years. Along with increased inventory, transactions slowed to a standstill during Q1, with just one sale taking place. Pricing held steady for all of 2022, but we are seeing roughly a 5% decrease in values from Q4 2022 to Q1 2023. Even with this decrease, Challenger 350 values are still up nearly 40% from two years ago. With more inventory to choose from and prices softening, this three year seller's market may be trending towards a balanced opportunity for both buyers and sellers.



KEY TAKEAWAY:

"With more inventory to choose from and prices softening, this three year seller's market may be trending towards a balanced opportunity for both buyers and sellers."

Challenger 350 Market Snapshot

on Market:

12

Change in Inventory (90 Days):

+4

Fleet Size:

420

% on Market:

2.9%

Avg. TT of Aircraft Currently for Sale:

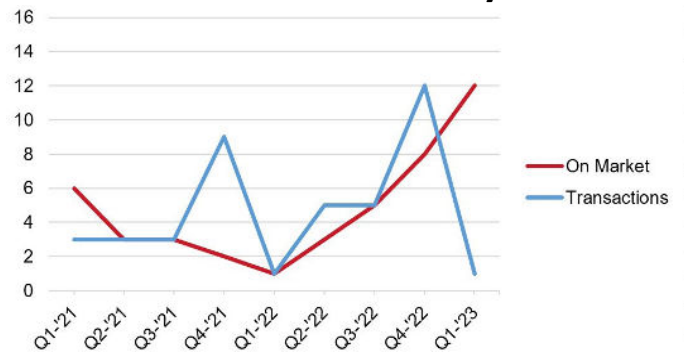
1,537

Q4 Transactions:

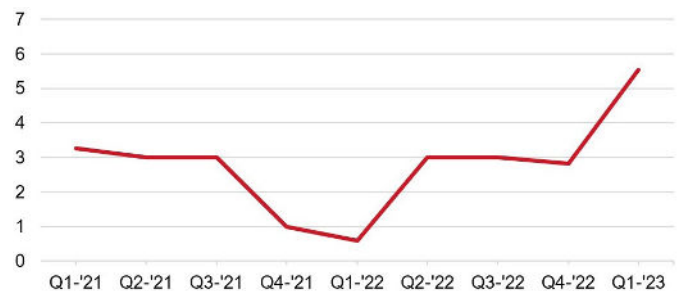
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Data Courtesy of JETNET LLC

Market Activity

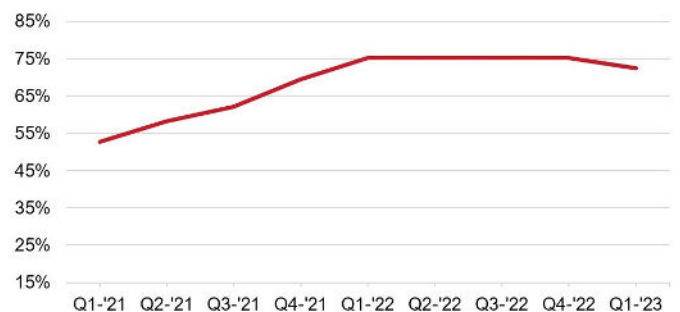


Current Velocity



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Value Retention



Gulfstream G280 Market

Gulfstream G280 inventory was depleted most of 2022, but listings have been climbing the past two quarters. There are currently eight G280's for sale, the most since Q3 of 2021. Even with this bump in inventory, just 3.3% of the active fleet is listed for sale. As with the past three years, Q1 sales have been minimal in this market, with just two sales taking place last quarter. Because buyers have a few more options to choose from, pricing has receded slightly, roughly 3%. This is the first reduction in pricing since things started rising halfway through 2021. With inventory at a healthy level, and pricing pulling back slightly, this market is balanced for buyers and sellers.



KEY TAKEAWAY:

“With inventory at a healthy level, and pricing pulling back slightly, this market is balanced for buyers and sellers.”

Gulfstream G280 Market Snapshot

on Market:

8

Change in Inventory (90 Days):

+1

Fleet Size:

248

% on Market:

3.3%

Avg. TT of Aircraft Currently for Sale:

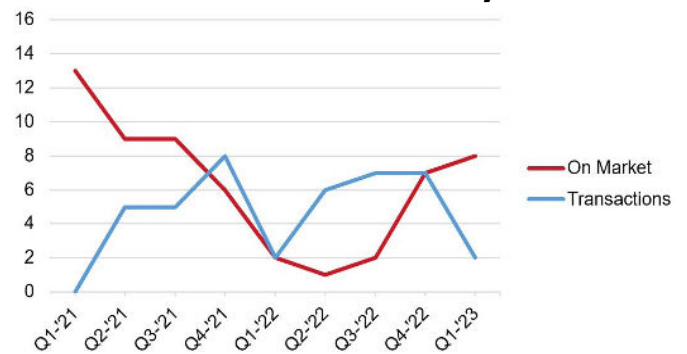
1,844

Q4 Transactions:

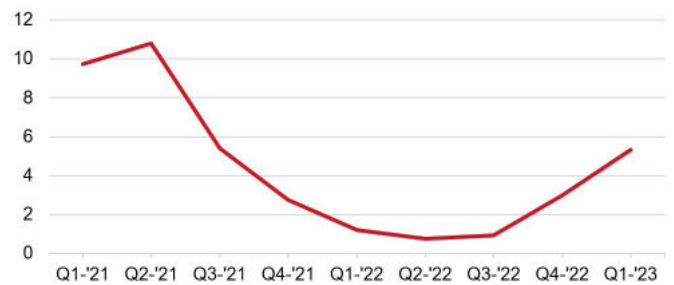
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Data Courtesy of JETNET LLC

Market Activity

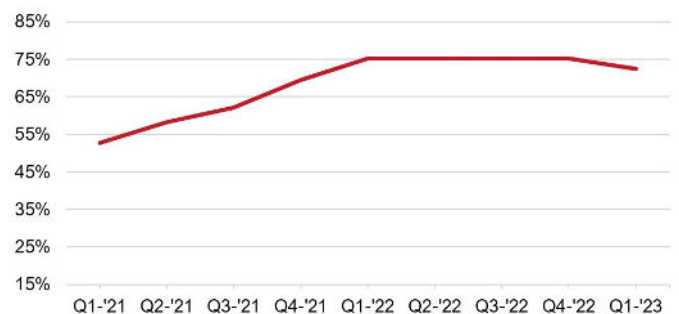


Current Velocity



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Value Retention



Embraer Legacy 450/500 Praetor 500/600

With less than 3% of the active fleet listed for sale, buyers are still struggling to find Embraer Super Mid-Size aircraft to purchase. Current inventory is at six aircraft for sale, which is unchanged from Q4. Legacy 500 inventory makes up most of this supply, as Legacy 450 and Praetor inventory has been mostly depleted for the past three months. After an active Q4 of six transactions, sales cooled off with just one sale taking place during Q1. Pricing has declined slightly, with values taking their first reduction since Q1 of 2021. With limited inventory and prices still elevated, this market remains favorable for sellers.



KEY TAKEAWAY:

“With limited inventory and prices still elevated, this market remains favorable for sellers.”

Embraer Legacy 450/500, Praetor 500/600 Market Snapshot

on Market:

6

Change in Inventory (90 Days):

0

Fleet Size:

250

% on Market:

2.4%

Avg. TT of Aircraft Currently for Sale:

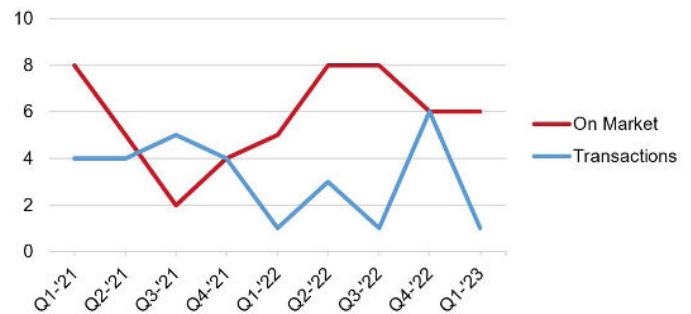
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Q4 Transactions:

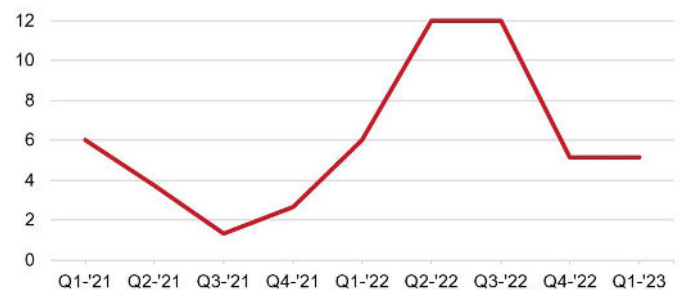
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Data Courtesy of JETNET LLC

Market Activity

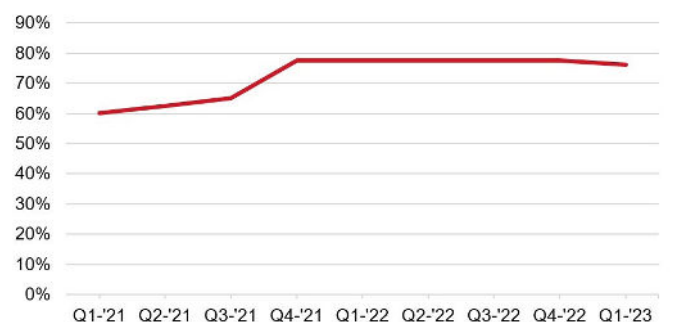


Current Velocity



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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

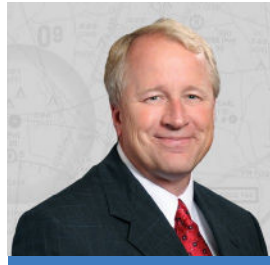
Phenom 300E
Year: 2020



ELLIOTT JETS SALES TEAM & TERRITORY MAP



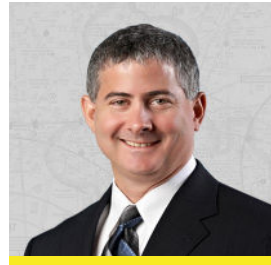
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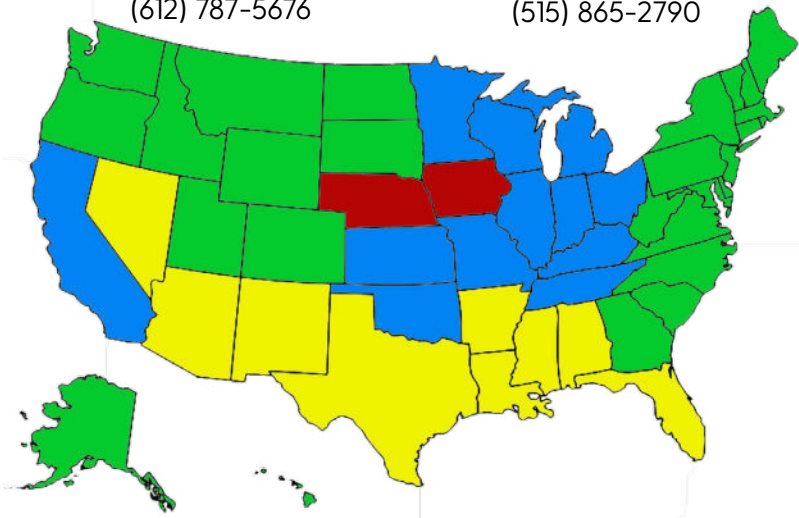
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Accessory
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