

LIGHT JETS

MARKET REPORT FALL 2023

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.

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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 is on an upward trajectory with inventory at a three-year high, totaling 37 aircraft, though it has decreased by 15% recently. Thirteen successful sales in Q3 marked an improvement over Q2, with a total of 25 sales this year, indicating ample opportunities for buyers. While not matching 2022's pace of 36 sales, the market offers a robust selection, making it an attractive time for prospective Phenom 100 buyers.



PHENOM 100

100, 100E, 100EV



BUYERS MARKET

Decreased Pricing | Increased Inventory

MARKET SNAPSHOT

On Market

QUANTITY

37

(9.3% of fleet)

INVENTORY

-7

(over 90 days)

TOTAL TIME

1,654

(average)

Global Fleet

QUANTITY

398

Q3 TRANSACTIONS

13

Data courtesy of JETNET LLC

ACTIVITY



CURRENT VELOCITY



VALUE RETENTION



PHENOM 300

300, 300E



Market Overview

The Phenom 300 market maintains remarkable stability as we enter Q3 of 2023, with 27 aircraft available for sale, down from 29 in the previous quarter. Although this marks one of the highest inventory levels since Q1 2021, it remains below 5% of the active fleet, indicating a healthy equilibrium. The third quarter witnessed a modest uptick with eleven sales, surpassing last year's year-to-date pace. Pricing has steadily declined since Q4 2022, approaching 2021 levels, creating a balanced market and ample opportunities for buyers and sellers. With an expanding inventory and competitive pricing, the Phenom 300 market is favorable for those looking to buy or sell.



PHENOM 300

300, 300E



BALANCED MARKET

Competitive Pricing | Expanding Inventory

MARKET SNAPSHOT

On Market

QUANTITY

27

(3.7% of fleet)

INVENTORY

-2

(over 90 days)

TOTAL TIME

1,610

(average)

Global Fleet

QUANTITY

726

Q3 TRANSACTIONS

11

Data courtesy of JETNET LLC

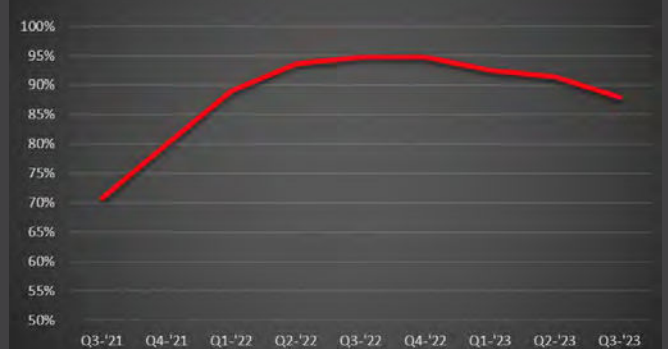
ACTIVITY



CURRENT VELOCITY



VALUE RETENTION



CITATION CJ2

CJ2, CJ2+



Market Overview

The CJ2 series market continues to uphold its resilience with an average of 18 aircraft listed for sale in Q3, slightly higher than the previous quarter but still well below 2020 peaks. These 18 aircraft represent only 3.96% of the active fleet, indicating a well-balanced market. Notably, Q3 saw 17 successful sales, a substantial increase from the previous quarter and a remarkable gain of eleven sales compared to a year ago. Pricing remains stable, providing an advantageous environment for buyers, as inventory expands and pricing remains predictable. In essence, the CJ2 series market offers an excellent opportunity for informed and strategic investments.



CITATION CJ2

CJ2, CJ2+



BUYERS MARKET

Stable Pricing | Expanding Inventory

MARKET SNAPSHOT

On Market

QUANTITY

18

(3.9% of fleet)

INVENTORY

+1

(over 90 days)

TOTAL TIME

3,483

(average)

Global Fleet

QUANTITY

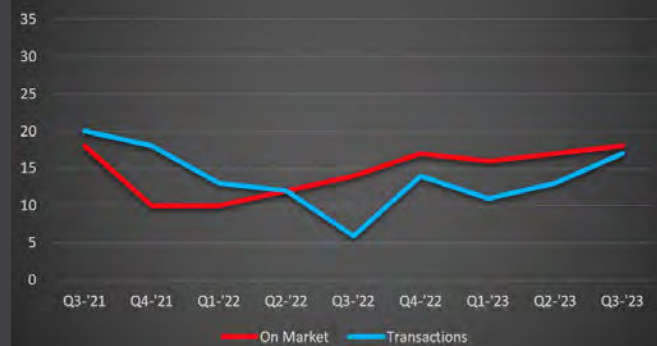
458

Q3 TRANSACTIONS

17

Data courtesy of JETNET LLC

ACTIVITY



CURRENT VELOCITY



VALUE RETENTION



CITATION CJ3



CJ3, CJ3+

Market Overview

Following an upswing in Q2, the market for Citation CJ3 series aircraft for sale expanded in Q3, with an average of 35 units listed, up by six from the previous quarter and 15 more than a year ago, representing 5.3% of the market available for prospective buyers. Q3 recorded seven unit sales, four fewer than the previous quarter and a year ago. After significant price increases in 2022, CJ3 series pricing shows a sustained downward trend, offering an opportune moment for potential buyers as pricing softens alongside an increasing inventory, favoring prudent investments in CJ3 series aircraft.



CITATION CJ3

CJ3, CJ3+



BUYERS MARKET

Reduced Pricing | Increased Inventory

MARKET SNAPSHOT

On Market

QUANTITY

35

(5.3% of fleet)

INVENTORY

+6

(over 90 days)

TOTAL TIME

2,656

(average)

Global Fleet

QUANTITY

658

Q3 TRANSACTIONS

7

Data courtesy of JETNET LLC

ACTIVITY



CURRENT VELOCITY



VALUE RETENTION



CITATION CJ4



Market Overview

The Citation CJ4 market shows resilience with an average of 15 units available for sale in Q3, down by one from the previous quarter, albeit still above 2020 levels. The current inventory represents 4.5% of the active fleet. In terms of transactions, Q3 saw nine aircraft sales, a substantial increase of five compared to the preceding quarter and three more than a year ago. Pricing in this market has continued to decrease, following a decline from its 2022 peak. This price adjustment period presents an attractive opportunity for potential buyers, as inventory expands and pricing becomes more favorable for CJ4 acquisitions.





BUYERS MARKET

Reduced Pricing | Increased Inventory

MARKET SNAPSHOT

On Market

QUANTITY

15
(4.5% of fleet)

INVENTORY

-1
(over 90 days)

TOTAL TIME

1,286
(average)

Global Fleet

QUANTITY

340

Q3 TRANSACTIONS

9

Data courtesy of JETNET LLC

ACTIVITY



CURRENT VELOCITY



VALUE RETENTION



CITATION M2



Market Overview

The Citation M2 market continues its stable performance, with nine successful sales in the third quarter, a slight increase from the previous quarter and a minor dip from a year ago. Inventory levels remained high, averaging 24 units for sale, nearly double the availability compared to the same period last year, providing ample options for buyers. 7.8% of the fleet was available for sale in Q3. Pricing trends have gently declined after moderate gains in 2022. These factors create an attractive opportunity for prospective M2 buyers, as pricing decreases and inventory expands, making it a pragmatic landscape for those seeking favorable terms in this evolving market.





BUYERS MARKET

Declining Pricing | Increasing Inventory

MARKET SNAPSHOT

On Market

QUANTITY

24

(7.8% of fleet)

INVENTORY

-2

(over 90 days)

TOTAL TIME

1,345

(average)

Global Fleet

QUANTITY

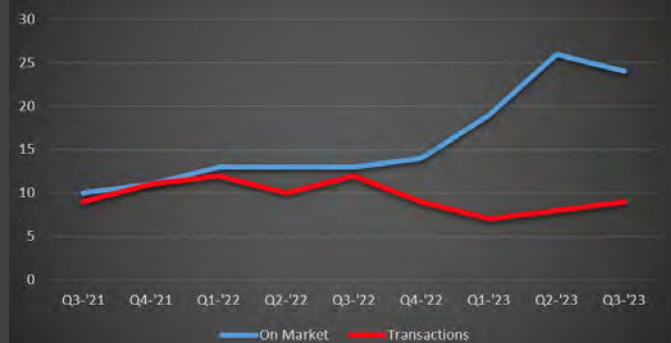
307

Q3 TRANSACTIONS

9

Data courtesy of JETNET LLC

ACTIVITY



CURRENT VELOCITY



VALUE RETENTION





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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

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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.

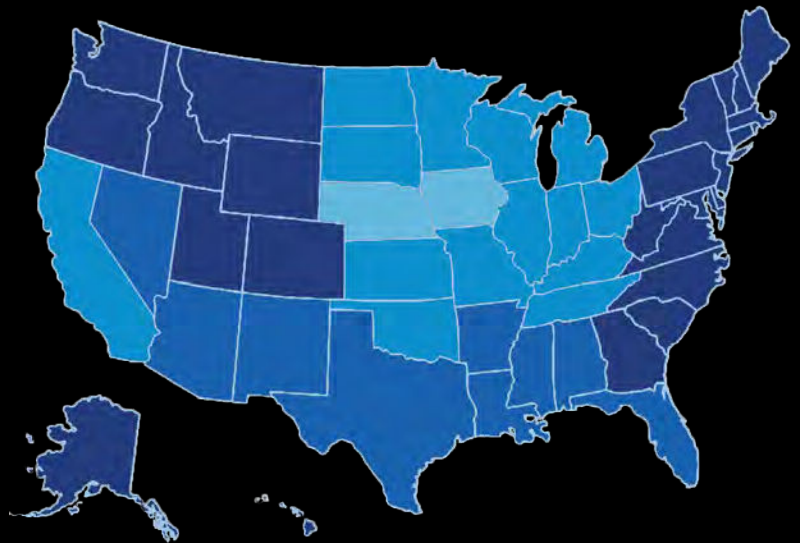
When you work with the team at Elliott Jets, you benefit from our more than eight decades of successful aircraft transactions. Take advantage of our experience, you'll get more out of your aircraft while spending less time on the market! Our researched and accurate market pricing has given us a proven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

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BY NUMBER
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- » Detailed logbook reviews
- » Aggressive marketing campaigns
- » Strategic negotiations
- » Hassle-free closing assistance



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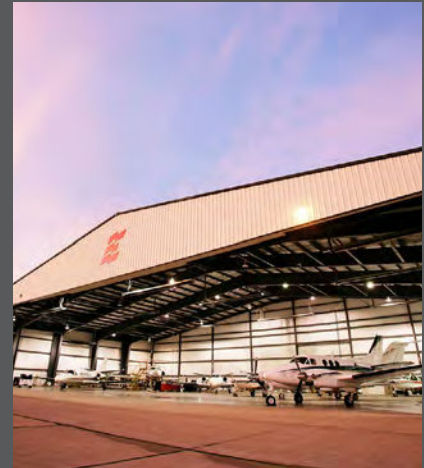


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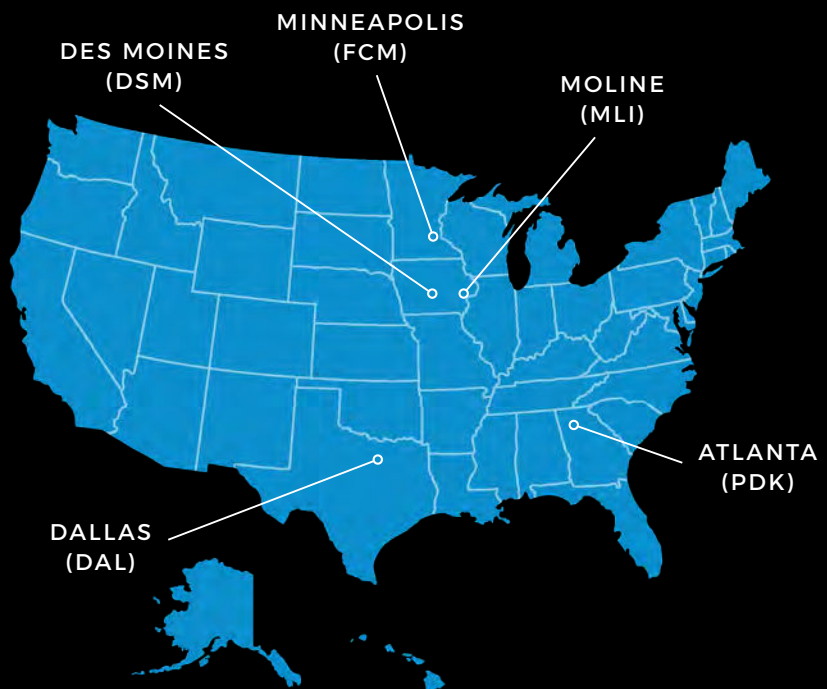
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As an Elliott Jets customer, you have access to some of the most knowledgeable technical representatives in the industry. Elliott Aviation is a leading aviation MRO service business, providing the industry's highest quality business aviation solutions 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 (5 facilities)
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- » 400 employees nationwide
- » Member IADA, NBAA, NATA, GAMA, AEA & Pinnacle Network



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