

# SUPER MID-SIZE JETS

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MARKET REPORT FALL 2023

CHALLENGER | GULFSTREAM | EMBRAER





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## OUR EXPERT RESEARCH TEAM



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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

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## Market Overview

The inventory of the Challenger 300 continues to rise, nearly doubling in the past year. There are currently 27 units available, up four from the last quarter, and up 12 from the start of 2023. 6% of the fleet is available for sale. After a record Q4 in 2022, activity has fallen sharply, but remains steady. There were seven transactions in Q3, which is the same number as the previous quarter. Pricing is coming off its Q4 2022 peak with modest decreases for the past three quarters. This is a good time to purchase a Challenger 300, as there is ample inventory with softening pricing.



# CHALLENGER 300



## BUYERS MARKET

Softening Prices | Ample Inventory

### MARKET SNAPSHOT

#### On Market

QUANTITY

**27**

(6.0% of fleet)

INVENTORY

**+4**

(over 90 days)

TOTAL TIME

**4,414**

(average)

#### Global Fleet

QUANTITY

**449**

Q3 TRANSACTIONS

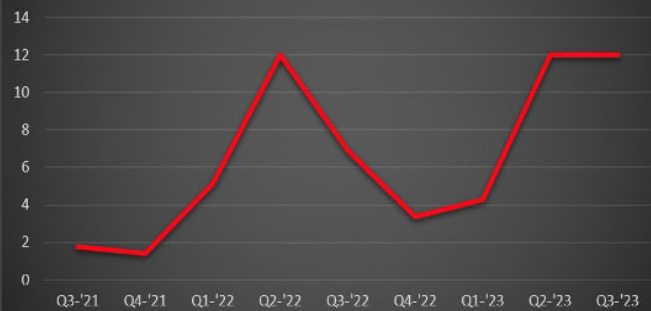
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Data courtesy of JETNET LLC

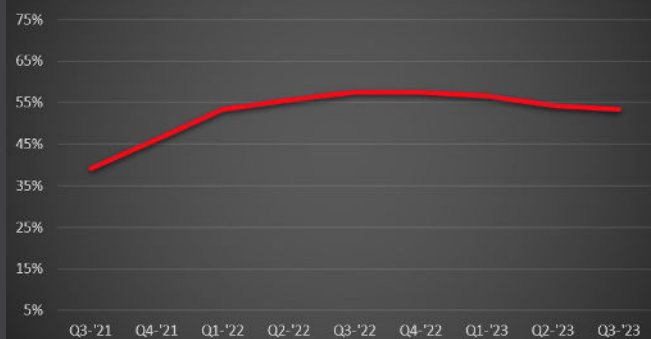
### ACTIVITY



### CURRENT VELOCITY



### VALUE RETENTION



# CHALLENGER 350

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## Market Overview

The Challenger 350 market has rebounded significantly since historic low inventory levels in early 2022. There were 16 units listed for sale in Q3, which is an all-time high for this market, but still under 4% of the total fleet. Only two units were sold in Q3, which is a notable drop from the previous quarter. Pricing held steady in 2022 but has dropped steadily throughout 2023. This would be a good time to purchase a Challenger 350, as inventory has increased significantly, and prices continue to weaken.



# CHALLENGER 350



## BUYERS MARKET

Weakened Pricing | Increased Inventory

### MARKET SNAPSHOT

#### On Market

QUANTITY

**16**

(3.8% of fleet)

INVENTORY

**+7**

(over 90 days)

TOTAL TIME

**1,500**

(average)

#### Global Fleet

QUANTITY

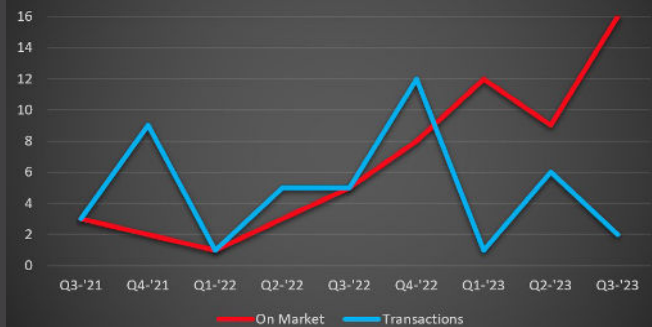
**420**

Q3 TRANSACTIONS

**2**

Data courtesy of JETNET LLC

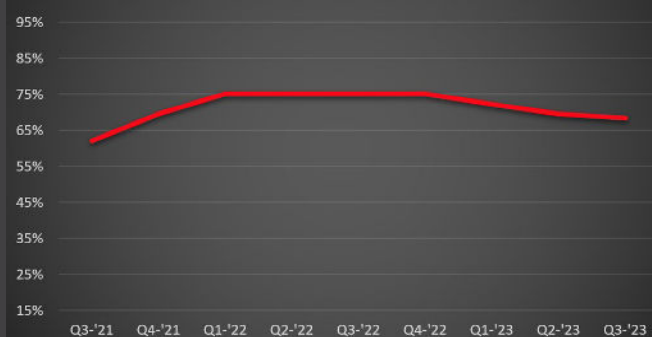
### ACTIVITY



### CURRENT VELOCITY



### VALUE RETENTION



# GULFSTREAM G280

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## Market Overview

Gulfstream G280 inventory continues to rise, with the most available for sale in two years. There are currently nine units on the market, which is three more than last quarter, and 3.5% of the fleet. Five aircraft sold in Q3, which was one fewer than the previous quarter. After coming off of their 2022 highs, pricing has remained steady for the past two quarters. This is a good time for both the buyers and sellers, as there is adequate inventory and stable pricing.





# GULFSTREAM G280



## BALANCED MARKET

Stable Pricing | Adequate Inventory

### MARKET SNAPSHOT

#### On Market

QUANTITY

**9**

(3.5% of fleet)

INVENTORY

**+3**

(over 90 days)

TOTAL TIME

**2,109**

(average)

#### Global Fleet

QUANTITY

**258**

Q3 TRANSACTIONS

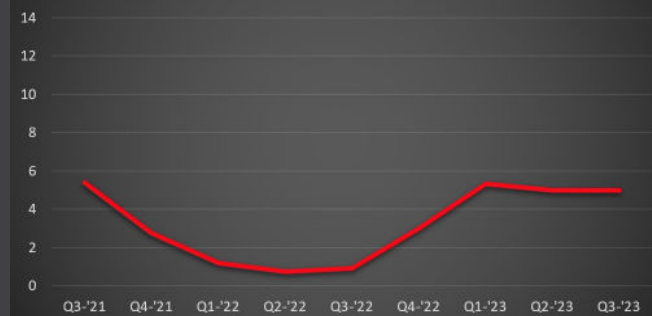
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Data courtesy of JETNET LLC

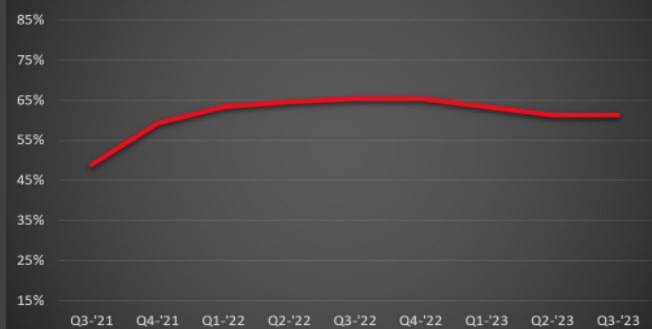
### ACTIVITY



### 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 has more than doubled since Q1 2023. Currently there are 13 of this series available for sale, which is four more than the previous quarter, and seven more than Q1. Just under 5% of the fleet is on the market. Pricing is holding steady, after coming off of historic high levels in 2022. Sales have been slow, with only one sale in Q3, and only four for the entire year. This would be a good time to purchase an aircraft in this series, as pricing is steady, and sales activity has been light.



# EMBRAER LEGACY & PRAETOR



LEGACY 450/500  
PRAETOR 500/600

## BUYERS MARKET

Steady Pricing | Increased Inventory

### MARKET SNAPSHOT

#### On Market

QUANTITY

**13**

(4.9% of fleet)

INVENTORY

**+4**

(over 90 days)

TOTAL TIME

**1,235**

(average)

#### Global Fleet

QUANTITY

**267**

Q3 TRANSACTIONS

**1**

Data courtesy of JETNET LLC

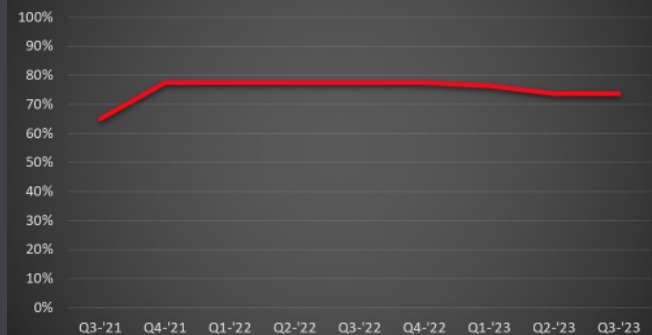
### ACTIVITY



### CURRENT VELOCITY



### VALUE RETENTION

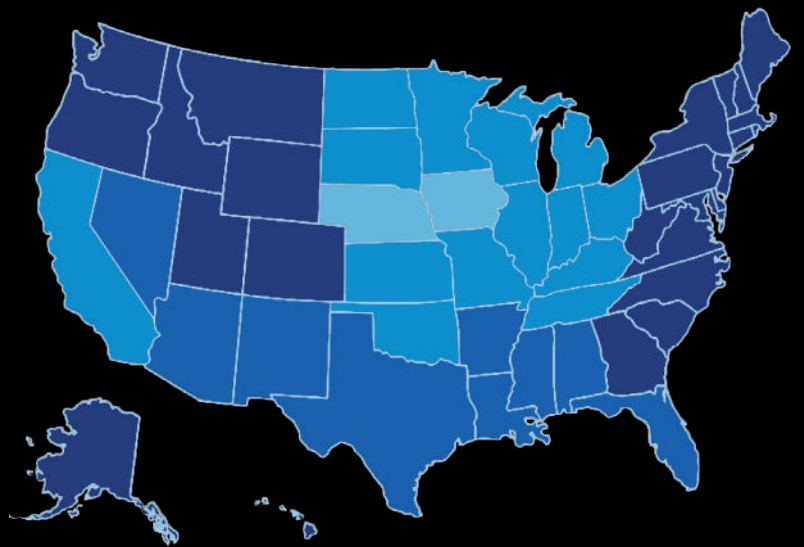


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- » Strategic negotiations
- » Hassle-free closing assistance



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### THE VALUE OF ACCURATE MARKET PRICING IS INVALUABLE

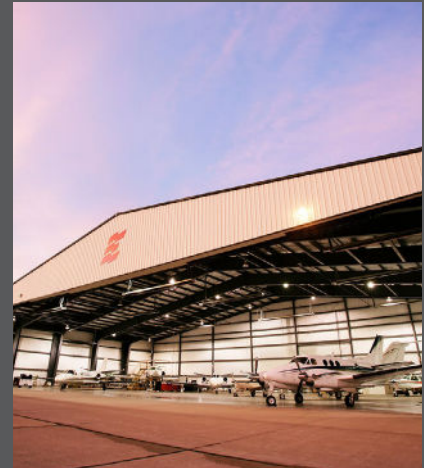
The incremental costs of longer hold times for your aircraft can be significant; why not learn more about how we continue to out perform median days on the market? Selling your aircraft fast is important, getting a fair market value is critical.

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.

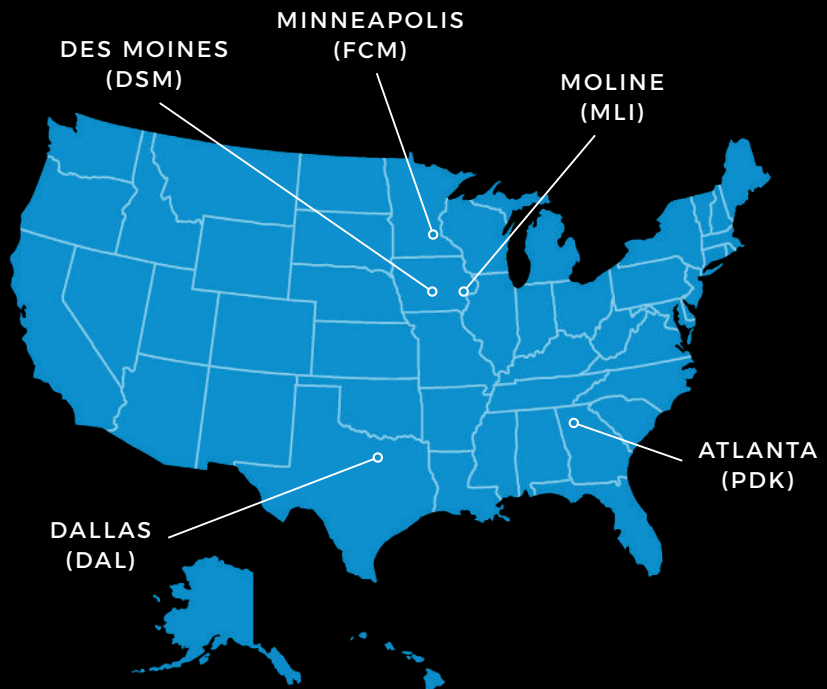
# ABOUT ELLIOTT AVIATION



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.



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- » FAA- & EASA-Certified
- » 400 employees nationwide
- » Member IADA, NBAA, NATA, GAMA, AEA & Pinnacle Network



# SALES TEAM

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