

LIGHT JETS

MARKET REPORT WINTER 2024

PHENOM | CITATION





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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.

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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 coming down from its peak inventory from Q2 of 2023 when inventory reached a three-year high. Q4 saw 27 aircraft available on average with 18 successful sales during this time. An increase of 38% in transactions compared to Q3 2023. Q4 still could not catch up to 2022's pace of 53 sales. However, pricing of the Phenom 100 remains tight with last quarters figures only dropping slightly compared to other markets. With inventory declining and sales picking up pace, now would be the time to bring your Phenom 100 to market if you are considering it.



PHENOM 100

100, 100E, 100EV



SELLERS MARKET

Increasing Sales | Decreased Inventory

MARKET SNAPSHOT

On Market

QUANTITY

27

(6.7% of fleet)

INVENTORY

-10

(over 90 days)

TOTAL TIME

1,545

(average)

Global Fleet

QUANTITY

401

Q4 TRANSACTIONS

18

Data courtesy of JETNET LLC

ACTIVITY



CURRENT VELOCITY



VALUE RETENTION



PHENOM 300

300, 300E



Market Overview

The Phenom 300 market continues to evolve, with 22 aircraft available for sale, down from 27 in the previous quarter. Inventory levels still remain high relative to the low experienced in Q1 of 2022. The fourth quarter brought on almost double the transactions at 21 sales, compared to the previous quarter at 11 sales. Pricing continues to decline from its peak in Q4 2022 though not as fast as some previous quarters. Transactions are on the rise but inventory has shown to be keeping the pace. With the slowing of the decline in pricing, buying or selling, this is a great time for those invested in the Phenom 300 market.



PHENOM 300

300, 300E



BALANCED MARKET

Competitive Pricing | Inventory Pace

MARKET SNAPSHOT

On Market

QUANTITY

22

(3% of fleet)

INVENTORY

-5

(over 90 days)

TOTAL TIME

1,720

(average)

Global Fleet

QUANTITY

745

Q4 TRANSACTIONS

21

Data courtesy of JETNET LLC

ACTIVITY



CURRENT VELOCITY



VALUE RETENTION



CITATION CJ2

CJ2, CJ2+



Market Overview

The CJ2 series market continues to remain stable. 23 aircraft were listed for sale in Q4 which is slightly higher than Q3 and the highest peak since Q1 in 2021. These 23 aircraft represent 5% of the active fleet. Q4 had 12 transactions compared to 17 transactions in Q3. Pricing is remaining stable for the third quarter in a row providing an opportune environment for buyers as inventory expands and pricing remains grounded.



CITATION CJ2

CJ2, CJ2+



BUYERS MARKET

Stable Pricing | Expanding Inventory

MARKET SNAPSHOT

On Market

QUANTITY

23

(5.0% of fleet)

INVENTORY

+5

(over 90 days)

TOTAL TIME

4,341

(average)

Global Fleet

QUANTITY

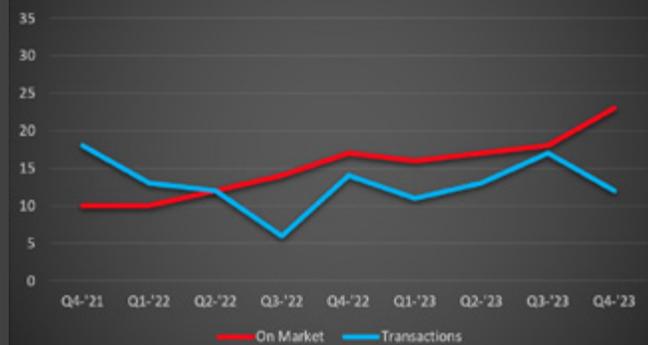
458

Q4 TRANSACTIONS

12

Data courtesy of JETNET LLC

ACTIVITY



CURRENT VELOCITY



VALUE RETENTION



CITATION CJ3



CJ3, CJ3+

Market Overview

Keeping up with Q3, CJ3 options remained abundant in Q4. On average 30 aircraft, which represents 4.5% of the market remained for sale. This is a decrease of 5 from the previous quarter and an increase of 4 from Q4 of 2022. Q4 recorded an astounding 25 transactions which was 18 more than the previous quarter and an increase of 15 from a year ago. Continuing its slow decline from the 2022 peak the CJ3 series pricing shows a continued gradual downward trend. Buyers should be able to find a deal in this abundant market while sellers should expect their aircraft to move relatively quickly.



CITATION CJ3



CJ3, CJ3+

BALANCED MARKET

Quick Movement | Abundant Inventory

MARKET SNAPSHOT

On Market

QUANTITY

30

(4.5% of fleet)

INVENTORY

-5

(over 90 days)

TOTAL TIME

2,708

(average)

Global Fleet

QUANTITY

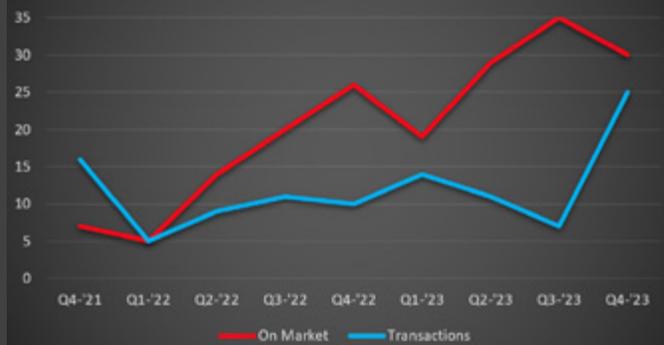
665

Q4 TRANSACTIONS

25

Data courtesy of JETNET LLC

ACTIVITY



CURRENT VELOCITY



VALUE RETENTION



CITATION CJ4



Market Overview

The Citation CJ4 market has sustained an average of 15 aircraft available for sale in Q4 and Q3. The current inventory represents 4.5% of the active fleet. Transactions in Q4 saw 10 aircraft sales which was an increase of 1 transaction compared to Q3 and 2 more than a year ago. Pricing in this market continues to decrease and for Q4 we saw a slightly more dramatic decline than usual. Given the decline in price for Q4 along with a stable inventory the coming quarter is a great time for a buyer who is considering the CJ4 market.





BUYERS MARKET

Reduced Pricing | Stable Inventory

MARKET SNAPSHOT

On Market

QUANTITY

15

(4.4% of fleet)

INVENTORY

0

(over 90 days)

TOTAL TIME

2,163

(average)

Global Fleet

QUANTITY

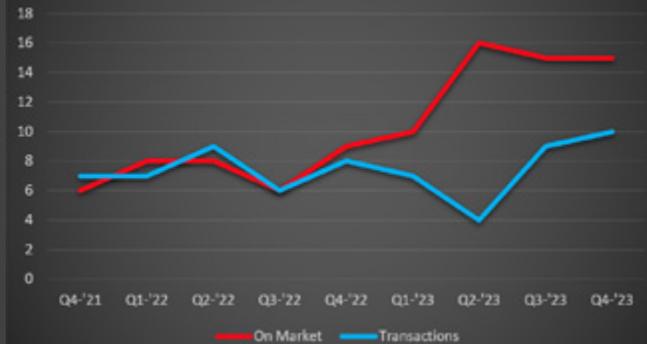
340

Q4 TRANSACTIONS

10

Data courtesy of JETNET LLC

ACTIVITY



CURRENT VELOCITY



VALUE RETENTION



CITATION M2



Market Overview

The Citation M2 market brought 17 successful sales in the fourth quarter which is an increase of 8 transactions compared to Q3. This was also the largest amount of transactions per quarter within the last 3 years. Due to the amount of transactions, inventory levels took a hit. Averaging 16 aircraft for sale in Q4 inventory is now down by 8 aircraft from Q3. 5.2% of the fleet was available for sale in Q4 and pricing trends have continued to decline from their gains in 2022. These factors create a great opportunity for M2 sellers as transactions increase and inventory falls.





SELLERS MARKET

Increased Transactions | Falling Inventory

MARKET SNAPSHOT

On Market

QUANTITY

16

(5.2% of fleet)

INVENTORY

-8

(over 90 days)

TOTAL TIME

1,074

(average)

Global Fleet

QUANTITY

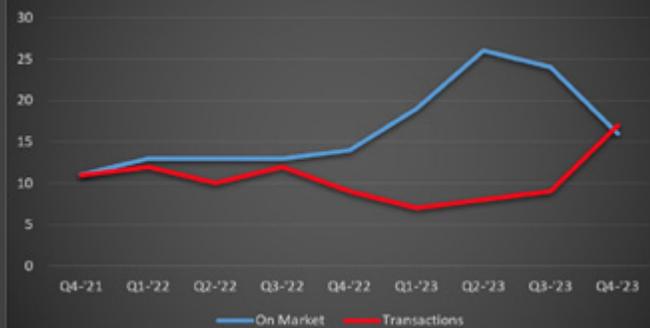
307

Q4 TRANSACTIONS

17

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

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.

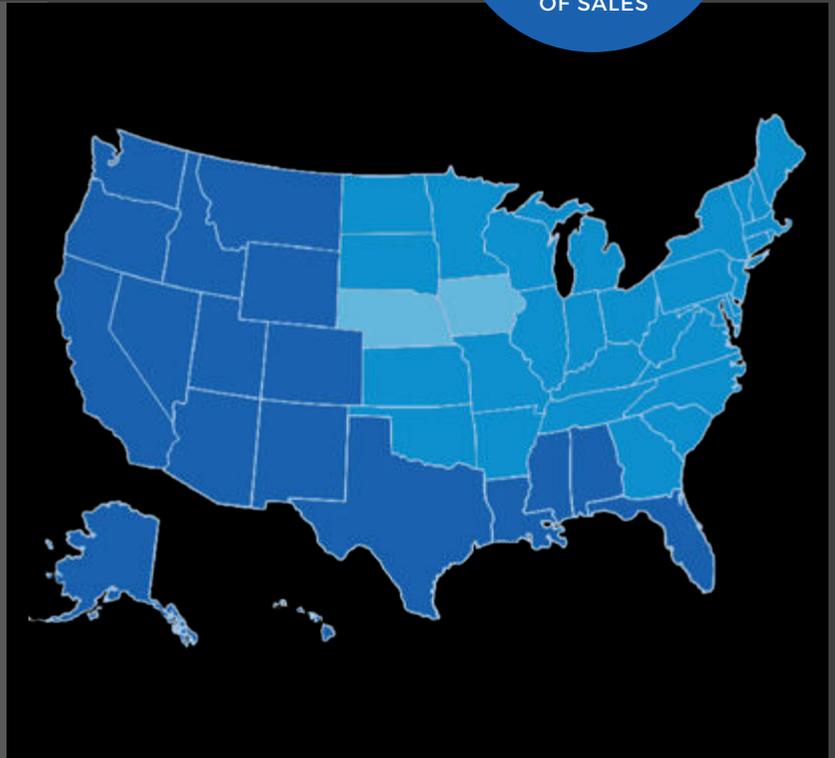
When you work with the team at Elliott Jets, you benefit from our more than eight decades of successful aircraft transactions. Take advantage of our experience, you'll get more out of your aircraft while spending less time on the market! Our researched and accurate market pricing has given us a proven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

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A JETNET
**TOP
BROKER**
BY NUMBER
OF SALES

Backed by decades of industry experience and an extensive global network of buyers and sellers, Elliott Jets is the ideal partner for aircraft transactions of every kind. We use cutting-edge research, technical expertise and a customer-centric approach to guide you through each step along the way:

- » Accurate appraisals & pricing
- » Detailed logbook reviews
- » Aggressive marketing campaigns
- » Strategic negotiations
- » Hassle-free closing assistance



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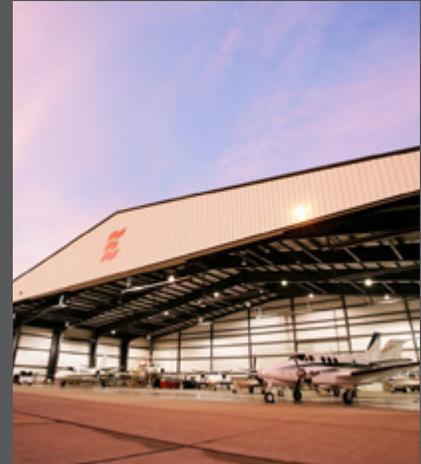


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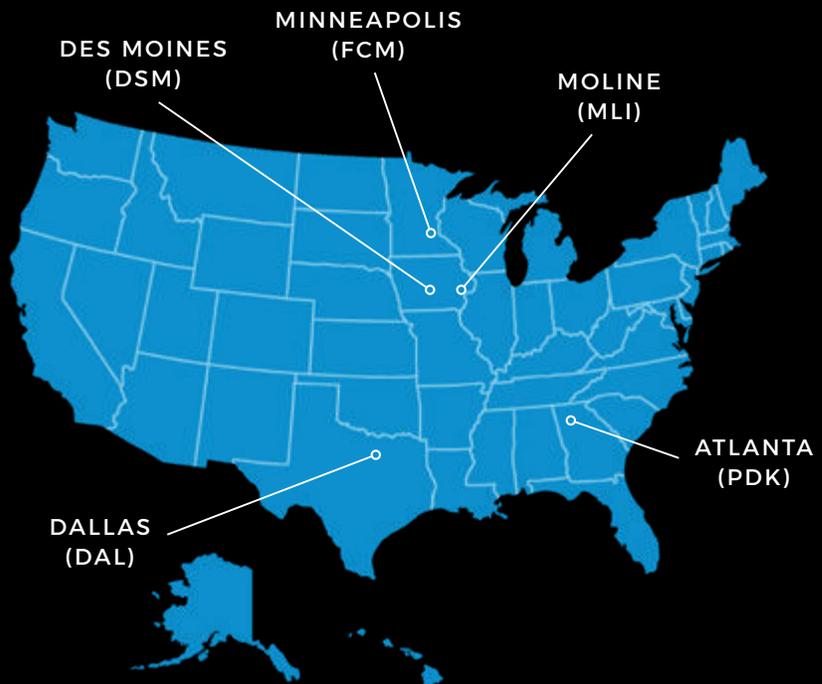
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- » FAA- & EASA-Certified
- » 400 employees nationwide
- » Member IADA, NBAA, NATA, GAMA, AEA & Pinnacle Network



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