

SUPER MID-SIZE JETS



MARKET REPORT WINTER 2024

CHALLENGER | GULFSTREAM | EMBRAER





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OUR EXPERT RESEARCH TEAM



Jim Becker Accredited Senior Appraiser
515-285-6551 jbecker@elliottjets.com

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.



Mike Fischer Market Analyst
605-380-5953 mfischer@elliottjets.com

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.



Andrew Crawford Market Analyst
843-312-2128 acrawford@elliottjets.com

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.



CHALLENGER 300



Market Overview

After rising significantly for the past three quarters, the Challenger 300 inventory declined considerably in Q4. There were 18 units available in the fourth quarter, down nine from the previous quarter, and the lowest number offered for sale since Q1, 2023. 4% of the fleet was available for sale in that period. Q4 also saw the most transactions of 2023 with 14 sales. Pricing in this market continues to slide, with modest decreases for the past four quarters. This is still 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

18

(4.0% of fleet)

INVENTORY

-9

(over 90 days)

TOTAL TIME

4,737

(average)

Global Fleet

QUANTITY

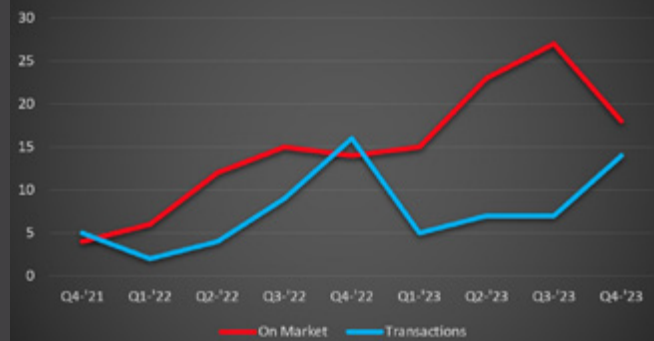
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Q4 TRANSACTIONS

14

Data courtesy of JETNET LLC

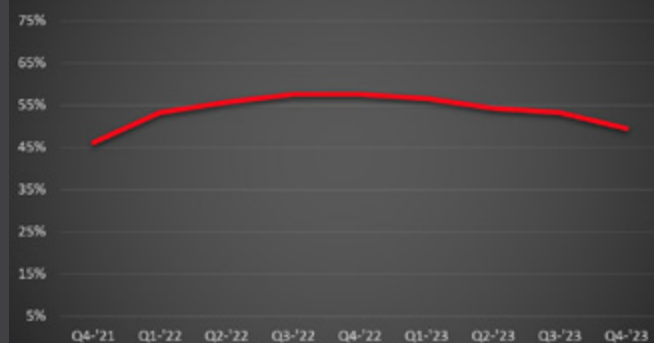
ACTIVITY



CURRENT VELOCITY



VALUE RETENTION



CHALLENGER 350



Market Overview

The Challenger 350 market continues to offer a robust inventory after rebounding from the historic low levels in 2022. There were 16 units listed for sale in Q4, which is the same number as the previous quarter, but still under 4% of the total fleet. Eight units sold in Q4, which is the most quarterly sales in a year. Pricing in this market continues to soften with another modest drop for Q4. This would be a good time to purchase a Challenger 350, as there is still plenty to choose from and prices continue to weaken.



CHALLENGER 350



BUYERS MARKET

Weakened Pricing | Increased Inventory

MARKET SNAPSHOT

On Market

QUANTITY

16

(3.8% of fleet)

INVENTORY

0

(over 90 days)

TOTAL TIME

1,598

(average)

Global Fleet

QUANTITY

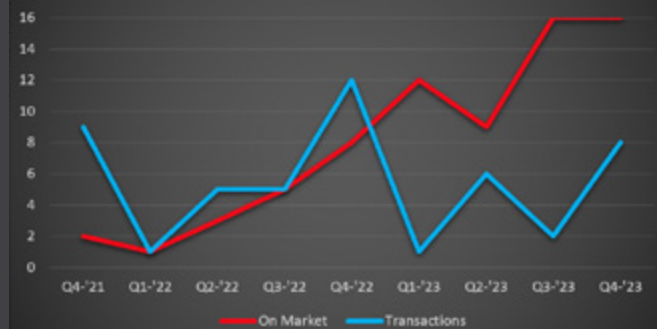
420

Q4 TRANSACTIONS

8

Data courtesy of JETNET LLC

ACTIVITY



CURRENT VELOCITY



VALUE RETENTION



GULFSTREAM G280



Market Overview

Gulfstream G280 inventory dropped slightly in the fourth quarter. There were eight units on the market in Q4, which is one fewer than the previous quarter, and they represented just 3% of the fleet. Nine aircraft sold in Q4, which is nearly double that of the previous quarter. After holding steady for the previous two quarters, pricing dropped slightly for Q4. This is a good time to sell a G280, as inventory is tight, and pricing is still strong.



GULFSTREAM G280



SELLERS MARKET

Strong Pricing | Tight Inventory

MARKET SNAPSHOT

On Market

QUANTITY

8

(3.0% of fleet)

INVENTORY

-1

(over 90 days)

TOTAL TIME

1,859

(average)

Global Fleet

QUANTITY

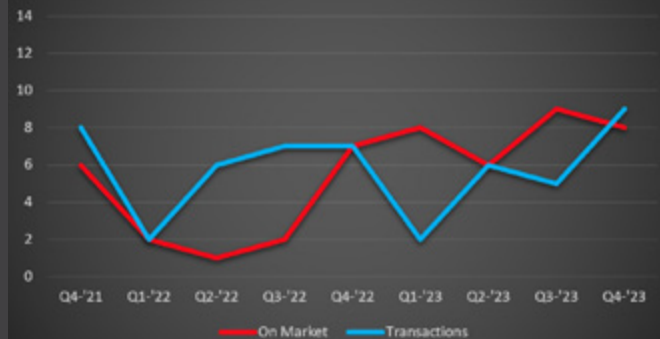
266

Q4 TRANSACTIONS

9

Data courtesy of JETNET LLC

ACTIVITY



CURRENT VELOCITY



VALUE RETENTION



EMBRAER LEGACY & PRAETOR

LEGACY 450/500
PRAETOR 500/600



Market Overview

After a record number on the market in the previous quarter, the number of Embraer Super Mid-Size aircraft available for sale decreased slightly in Q4. There were 11 of this series available for sale, which is two fewer than the previous quarter, but nearly double the number from a year ago. Just under 3.5% of the fleet was on the market. Pricing diminished slightly after holding steady for the previous two quarters. After a dismal first three quarters, sales increased dramatically for Q4 with eight sales, which is more than the previous three quarters combined. This would be a good time for both buyers and sellers, as there is good inventory with strong activity.



EMBRAER LEGACY & PRAETOR



LEGACY 450/500
PRAETOR 500/600

BALANCED MARKET

Strong Activity | Decreased Inventory

MARKET SNAPSHOT

On Market

QUANTITY

11

(3.4% of fleet)

INVENTORY

-2

(over 90 days)

TOTAL TIME

1,337

(average)

Global Fleet

QUANTITY

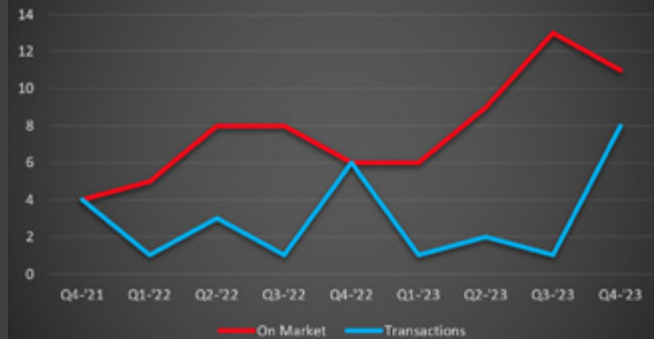
278

Q4 TRANSACTIONS

8

Data courtesy of JETNET LLC

ACTIVITY



CURRENT VELOCITY



VALUE RETENTION

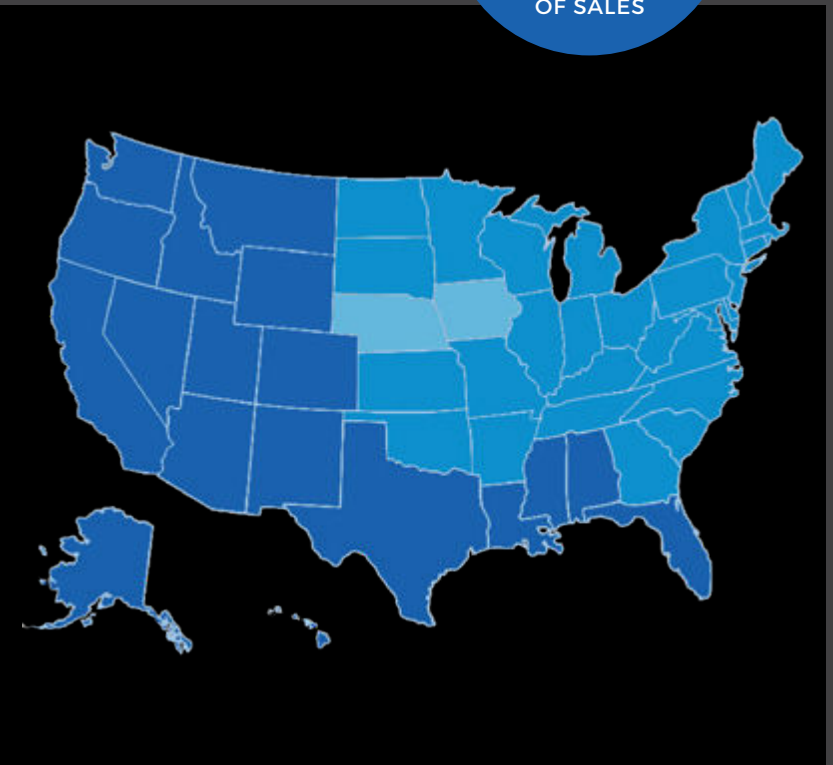


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BY NUMBER
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Todd Jackson
VP of Acquisitions
612-382-0386



Jim Mitchell
Executive Sales
Director
612-787-5676



Steve Davis
Executive Sales
Director
515-865-2790



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THE VALUE OF ACCURATE MARKET PRICING IS INVALUABLE

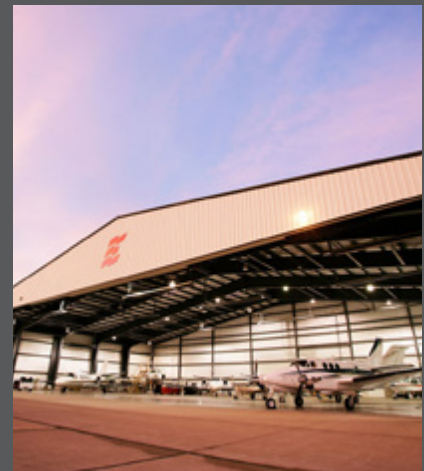
The incremental costs of longer hold times for your aircraft can be significant; why not learn more about how we continue to out perform median days on the market? Selling your aircraft fast is important, getting a fair market value is critical.

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.

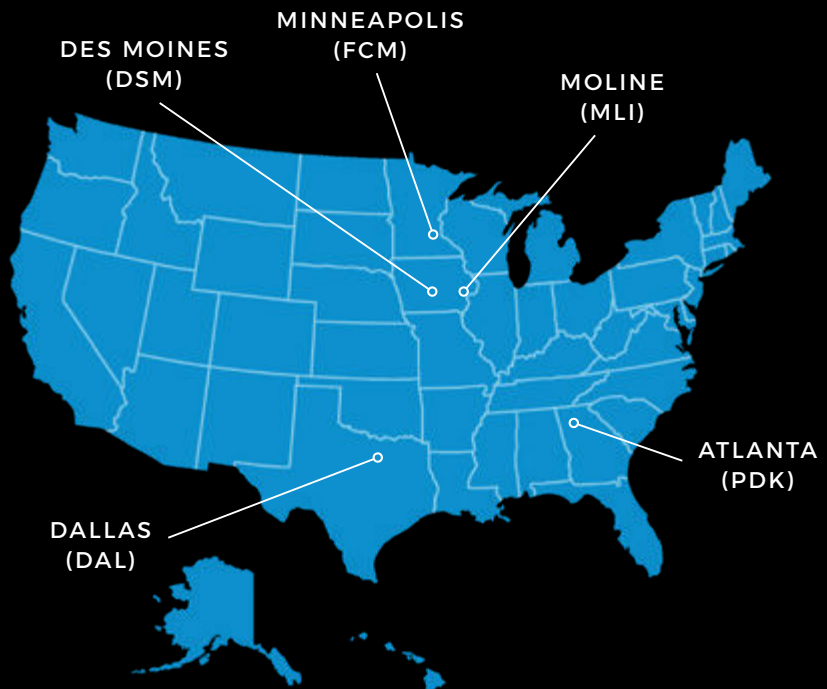
ABOUT ELLIOTT AVIATION



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- » 400 employees nationwide
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SALES TEAM



Dan Edwards
President & CEO



Todd Jackson
VP of Acquisitions



Jim Mitchell
Executive Sales Director



Steve Davis
Executive Sales Director



Jim Becker
Accredited Senior
Appraiser



Mike Fischer
Market Analyst



Andrew Crawford
Market Analyst



Lynnette Olson
Sales & Marketing
Administrator



Dawn Randall
Marketing Manager

ELLIOTTJETS 

elliottjets.com

844 937 5387

