

LIGHT JETS

MARKET REPORT WINTER 2025

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.

Acquisition

Our expert Acquisition team is unmatched in the industry for its ability to find, negotiate, 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

Leading off from four strong quarters, the Phenom 100 market softened slightly during Q4. Inventory slid slightly from an average of 35 aircraft in Q3 to 34 in Q4. Inventory remains elevated from a year ago by about 25%. Transactions are up by 27% from Q3 2024 and but still under their peak of 18 transactions a year ago. As with the previous quarter, the Phenom 100 remains a balanced market, offering plenty of opportunities for buyers and sellers alike.



PHENOM 100

100, 100E, 100EV



BALANCED MARKET

Increased Transactions | Elevated Inventory

MARKET SNAPSHOT

On Market

QUANTITY

34

(8.6% of fleet)

INVENTORY

-1

(over 90 days)

TOTAL TIME

1,457

(average)

Global Fleet

QUANTITY

410

Q4 TRANSACTIONS

14

Data courtesy of JETNET LLC

ACTIVITY



CURRENT VELOCITY



VALUE RETENTION



PHENOM 300

300, 300E



Market Overview

After a modest surge in inventory from Q3 2024, Q4 brought enough buyers to bring that swell back down. On average, there were about 25 aircraft for sale during Q4. As would be expected, with a lower average inventory, transactions increased for Q4 by 25%. Following the signal of the Phenom 100 market, the 300 market also softened slightly in Q4. Though depreciation has occurred slightly, fret not—the Phenom 300 tends to hold strong to pricing for several quarters. This provides significant benefits for both buyers and sellers.



PHENOM 300

300, 300E



BALANCED MARKET

Resilient Pricing | Good Inventory

MARKET SNAPSHOT

On Market

QUANTITY

25

(3.8% of fleet)

INVENTORY

-5

(over 90 days)

TOTAL TIME

2,165

(average)

Global Fleet

QUANTITY

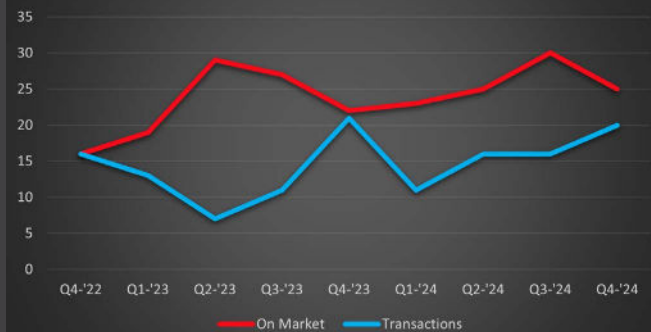
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Q4 TRANSACTIONS

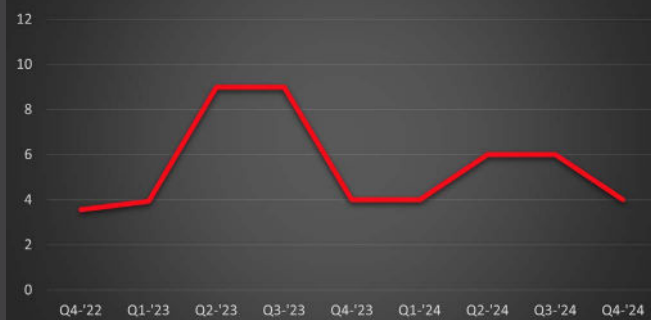
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Data courtesy of JETNET LLC

ACTIVITY



CURRENT VELOCITY



VALUE RETENTION



CITATION CJ2

CJ2, CJ2+



Market Overview

The value curve for the CJ2 remains flat for a third consecutive quarter. The average available aircraft lowered slightly from Q3 to Q4, dropping from 39 aircraft to 37. Transactions are up by 28% from the previous quarter, thus lowering velocity from 10 to 7 months. Retained value, combined with a plethora of inventory keeping pace with rising transactions, makes this an opportune market for buyers and sellers.



CITATION CJ2



CJ2, CJ2+

BALANCED MARKET

Retained Value | Many Options

MARKET SNAPSHOT

On Market

QUANTITY

37

(8.5% of fleet)

INVENTORY

-2

(over 90 days)

TOTAL TIME

5,086

(average)

Global Fleet

QUANTITY

458

Q4 TRANSACTIONS

18

Data courtesy of JETNET LLC

ACTIVITY



CURRENT VELOCITY



VALUE RETENTION



CITATION CJ3



CJ3, CJ3+

Market Overview

Declining inventory continues to be a trend for the CJ3 market, down from 32 in Q3 to 28 in Q4. Value also declined by about 1.25%. However, buyers are certainly noticing the value of this changing market as transactions continue to climb, up 27% from the previous quarter. There is always a December push that generally brings more aircraft transactions across various markets, often followed by a pullback in Q1. Given the current activity noted so far for Q1 2025, it seems unlikely we will see a pullback in the current quarter. Whether you are buying or selling, this is a good time for this market. If you are trying to sell, with a velocity of around 4 months, you should have success with an aircraft that is priced right.



CITATION CJ3



CJ3, CJ3+

BALANCES MARKET

Strong Demand | Declining Inventory

MARKET SNAPSHOT

On Market

QUANTITY

28

(4.6% of fleet)

INVENTORY

-4

(over 90 days)

TOTAL TIME

3,044

(average)

Global Fleet

QUANTITY

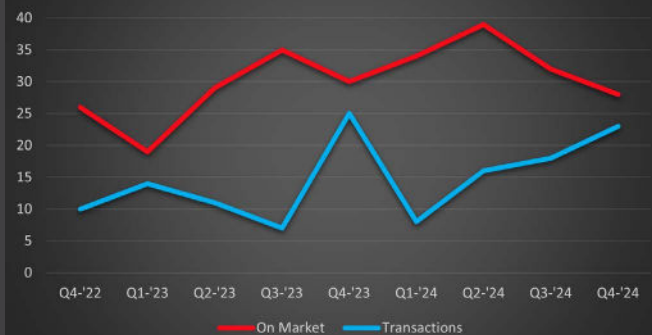
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Q4 TRANSACTIONS

23

Data courtesy of JETNET LLC

ACTIVITY



CURRENT VELOCITY



VALUE RETENTION



CITATION CJ4



Market Overview

The CJ4 market has come back strong from the shock of the window service bulletin that shook the market in 2024. The value increased by 1% in Q4. Transactions also increased by 50%. The number of aircraft available dropped from 28 to 20 on average, and velocity lowered from 15 months to 8 months. Noted during Q4 was the importance of having the window SB complied with preemptively. CJ4s that complied with the window SB sold much quicker than those that waited to complete the window SB during prebuy or refused to complete the window SB at all. There are plenty of buyers in this market, making it a great time to sell your CJ4. Just plan on completing the window SB before selling or be prepared to price your aircraft accordingly.





SELLERS MARKET

Value Increase | Declining Inventory

MARKET SNAPSHOT

On Market

QUANTITY

20

(8.2% of fleet)

INVENTORY

-8

(over 90 days)

TOTAL TIME

2,005

(average)

Global Fleet

QUANTITY

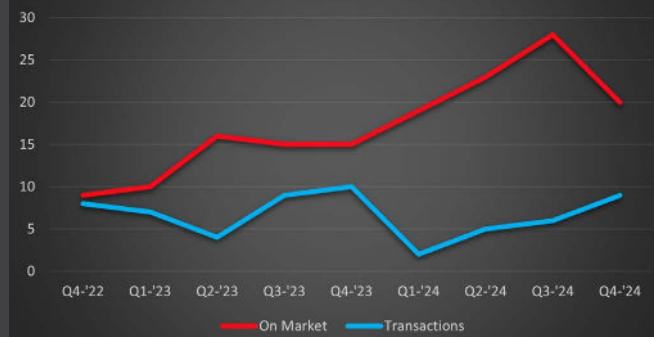
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Q3 TRANSACTIONS

9

Data courtesy of JETNET LLC

ACTIVITY



CURRENT VELOCITY



VALUE RETENTION



CITATION M2



Market Overview

Transactions in Q3 saw a massive downturn from Q2. That trajectory has since reversed course and more than doubled for Q4. No change in inventory was noted—28 aircraft on average remained for sale during both Q3 and Q4. Despite stable inventory and rising transactions, the value of the M2 market dropped slightly by around 2%. Velocity also increased from 10 months to 11 months. With many options to choose from, lower prices, and rising velocity, now is a great time to step into an M2.





BUYERS MARKET

Stable Inventory | Lower Pricing

MARKET SNAPSHOT

On Market

QUANTITY

28

(9.1% of fleet)

INVENTORY

0

(over 90 days)

TOTAL TIME

1,269

(average)

Global Fleet

QUANTITY

307

Q4 TRANSACTIONS

11

Data courtesy of JETNET LLC

ACTIVITY



CURRENT VELOCITY



VALUE RETENTION





WE'LL BUY YOUR AIRPLANE!

Contact us for a free valuation and offer to purchase.

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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 recently sold, incorporating adjustments that could dramatically affect an airplane's value. 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 outperform median days on the market? Selling your aircraft quickly is important, but getting a fair market value is critical.

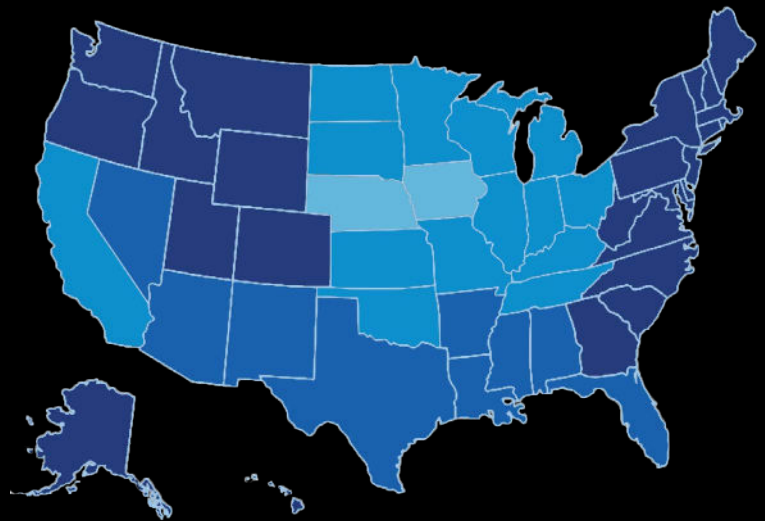
When you work with the team at Elliott Jets, you benefit from more than eight decades of successful aircraft transactions. Take advantage of our experience, and you'll get more for your aircraft while spending less time on the market. Our well-researched and accurate market pricing has given us a proven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

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BROKER**
BY NUMBER
OF SALES

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



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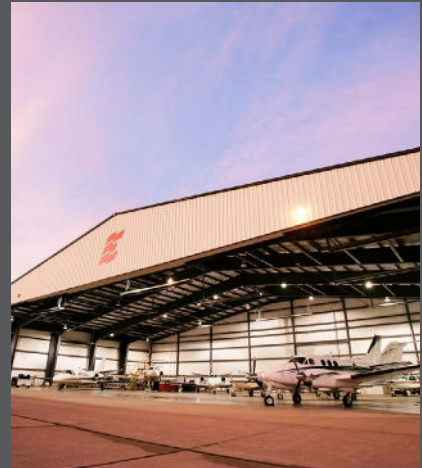


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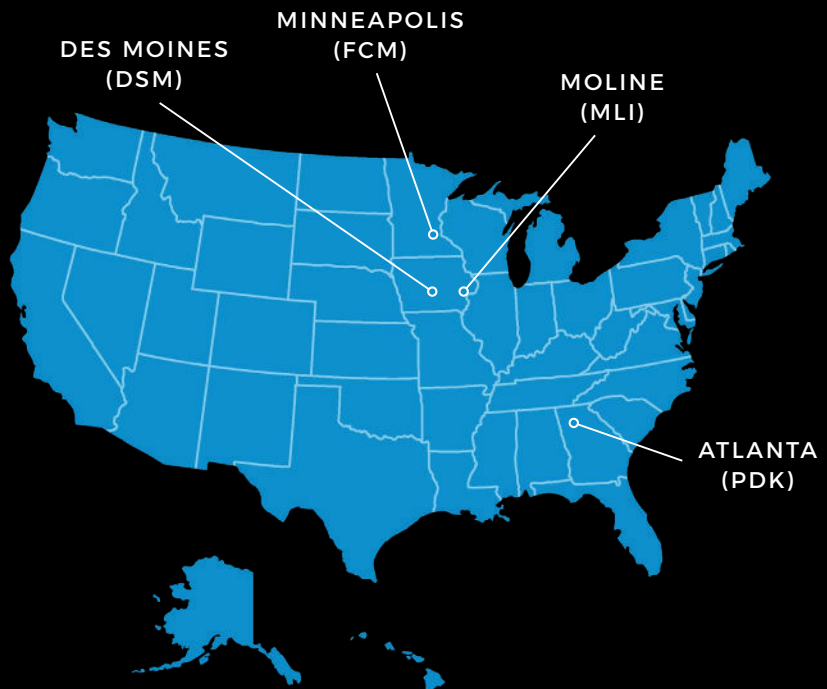
ABOUT ELLIOTT AVIATION



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 four 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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- » 400 employees nationwide
- » Member IADA, NBAA, NATA, GAMA, AEA & Pinnacle Network



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