

SUPER MID-SIZE JETS

MARKET REPORT WINTER 2025

CHALLENGER | GULFSTREAM | EMBRAER





TABLE OF CONTENTS

CHALLENGER

Challenger 300	2
Challenger 350	4

GULFSTREAM

Gulfstream G280	6
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EMBRAER

Embraer Legacy & Praetor	8
Legacy 450/500	
Praetor 500/600	

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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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CHALLENGER 300



Market Overview

The Challenger 300 market has exploded. Following two very active previous quarters, Q4 saw a record number of transactions. The fourth quarter saw 24 transactions, which equals the total number of the previous two quarters combined. The number of units available for sale has fallen sharply, with 18 available, which represents a paltry 4% of the fleet. Pricing in this market has decreased slightly but we anticipate future stability as inventories decrease. This is still a good time to sell a Challenger 300, as inventory is falling.



CHALLENGER 300



SELLERS MARKET

Slight Price Decrease | Falling Inventory

MARKET SNAPSHOT

On Market

QUANTITY

18

(4% of fleet)

INVENTORY

-9

(over 90 days)

TOTAL TIME

4,834

(average)

Global Fleet

QUANTITY

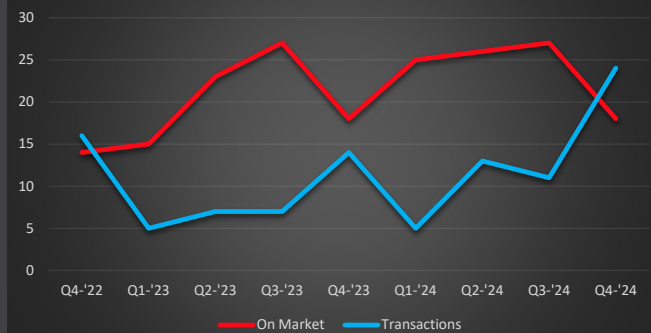
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Q4 TRANSACTIONS

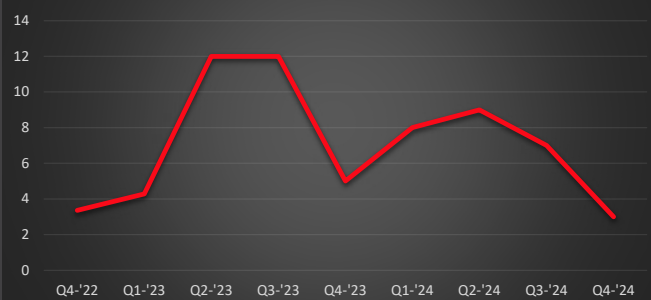
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Data courtesy of JETNET LLC

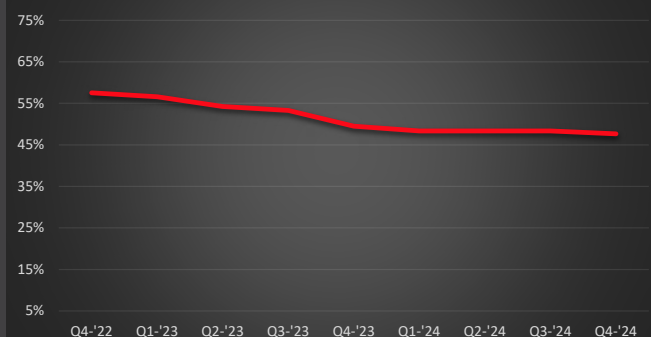
ACTIVITY



CURRENT VELOCITY



VALUE RETENTION



CHALLENGER 350



Market Overview

The Challenger 350 market continues to remain active. There were 10 units listed for sale in Q4, which is two fewer than the previous quarter, and just over 4% of the total fleet. Nine units sold in Q4, which is two fewer than the previous quarter, but the second most quarterly sales in nearly two years. Pricing in this market has held steady for the last three quarters. This market presents opportunities for both buyers and sellers, as there is still plenty of inventory with exceptional activity.



CHALLENGER 350



BALANCED MARKET

Exceptional Activity | Plenty of Inventory

MARKET SNAPSHOT

On Market

QUANTITY

10

(4.3% of fleet)

INVENTORY

-2

(over 90 days)

TOTAL TIME

2,052

(average)

Global Fleet

QUANTITY

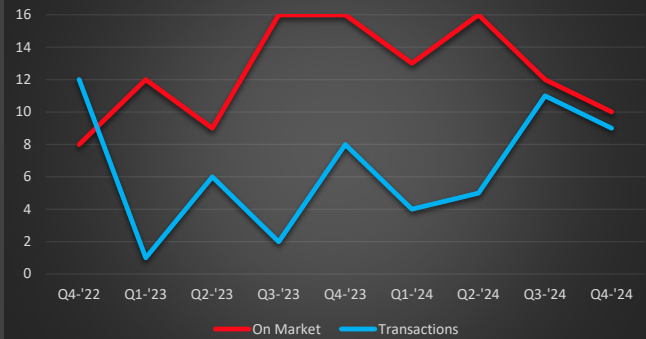
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Q4 TRANSACTIONS

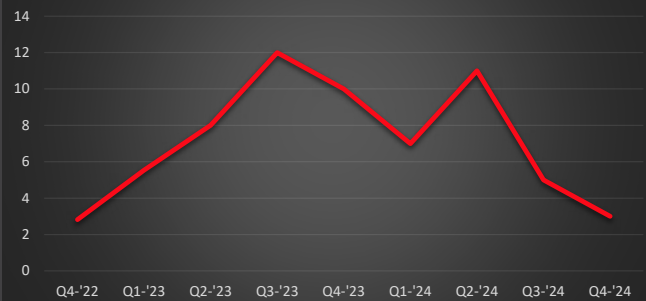
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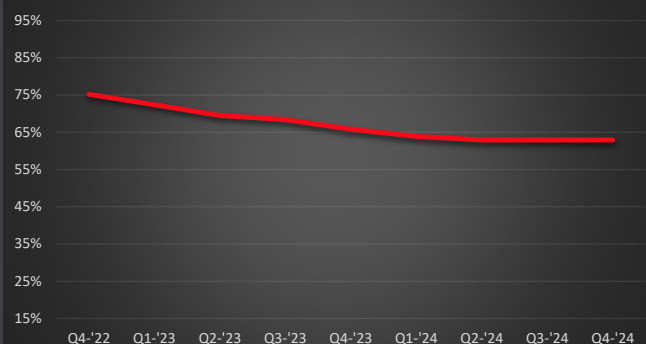
ACTIVITY



CURRENT VELOCITY



VALUE RETENTION



GULFSTREAM G280



Market Overview

Gulfstream G280 inventory has lowered slightly after several quarters of steady increases. There were 11 units on the market in Q4, which is one fewer than in the previous quarter. Just under 4% of the G280 fleet is currently listed for sale. Four aircraft sold in Q4, which is two fewer than in the previous quarter. After holding steady for the past two quarters, the pricing in this market has softened slightly. This is a good time to purchase a G280, as inventory is plentiful, and prices are stable.



GULFSTREAM G280



BUYERS MARKET

Prices Stable | Plentiful Inventory

MARKET SNAPSHOT

On Market

QUANTITY

11

(3.9% of fleet)

INVENTORY

-1

(over 90 days)

TOTAL TIME

2,336

(average)

Global Fleet

QUANTITY

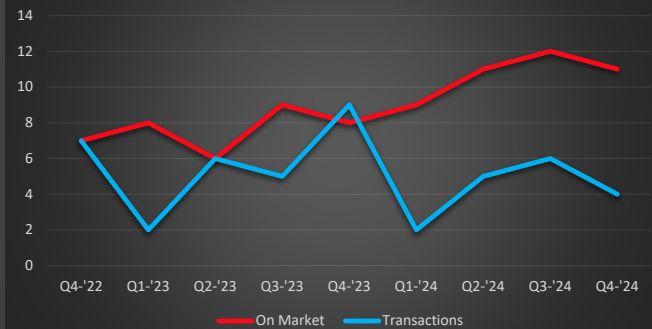
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Q4 TRANSACTIONS

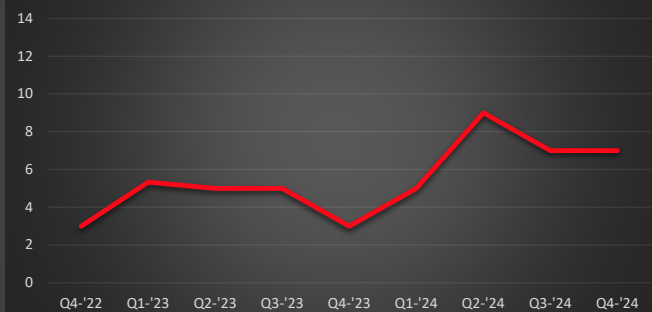
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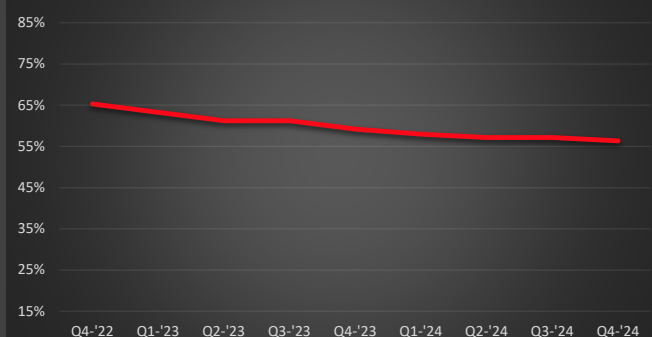
ACTIVITY



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 is again at a record level. There were 17 of this series available for sale in Q4, which is three more than the previous quarter, but nearly triple the number from the beginning of 2023. Over 5% of the fleet was on the market in Q4. After holding steady for the previous two quarters, pricing has softened slightly. Sales rebounded nicely after a dismal previous three quarters. Nine aircraft of this type sold in Q4, which was seven more than the previous quarter, and the most quarterly transactions in over three years. This would be a good time for both the buyer and seller, as there is plentiful inventory with a decent number of buyers.



EMBRAER LEGACY & PRAETOR



LEGACY 450/500
PRAETOR 500/600

BALANCED MARKET

Many Buyers | Plentiful Inventory

MARKET SNAPSHOT

On Market

QUANTITY

17

(5.3% of fleet)

INVENTORY

+3

(over 90 days)

TOTAL TIME

3,483

(average)

Global Fleet

QUANTITY

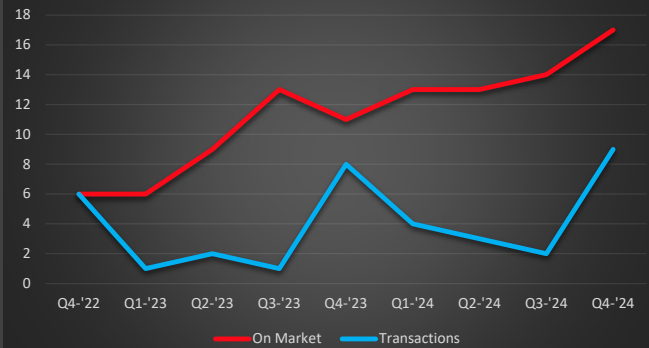
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Q4 TRANSACTIONS

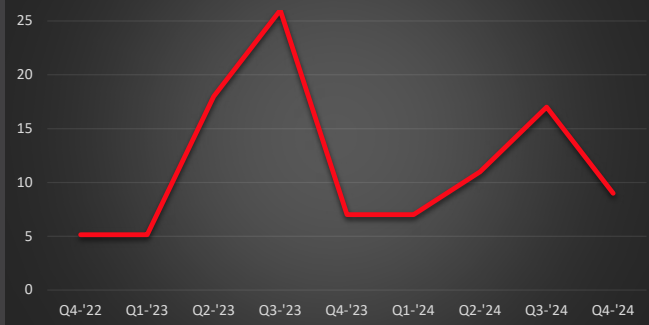
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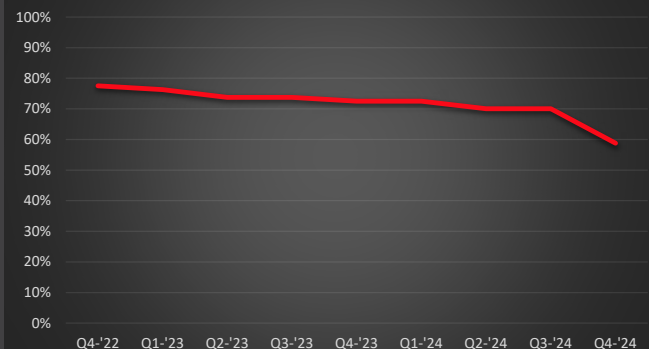
ACTIVITY



CURRENT VELOCITY



VALUE RETENTION

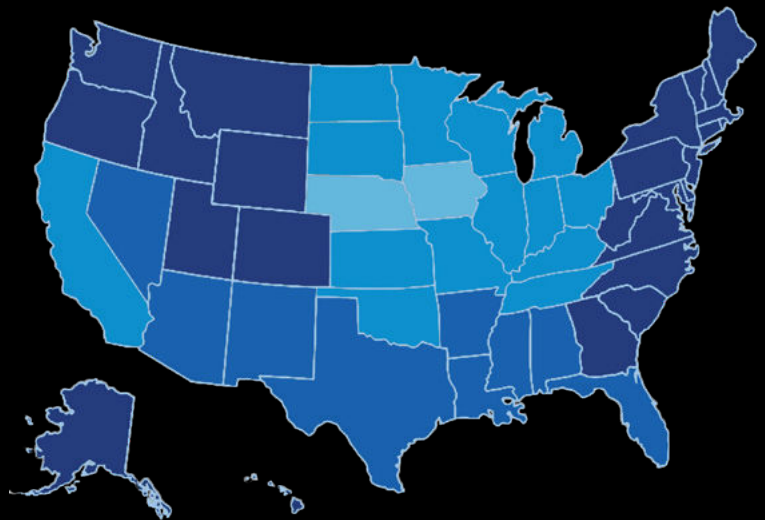


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BROKER**
BY NUMBER
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- » Aggressive marketing campaigns
- » Strategic negotiations
- » Hassle-free closing assistance



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THE VALUE OF ACCURATE MARKET PRICING IS INVALUABLE

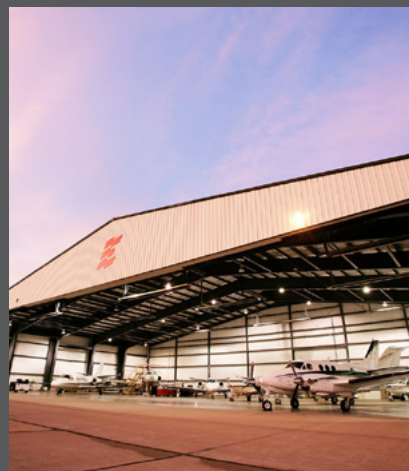
The incremental costs of longer hold times for your aircraft can be significant; why not learn more about how we continue to outperform median days on the market? Selling your aircraft quickly is important, but getting a fair market value is critical.

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.

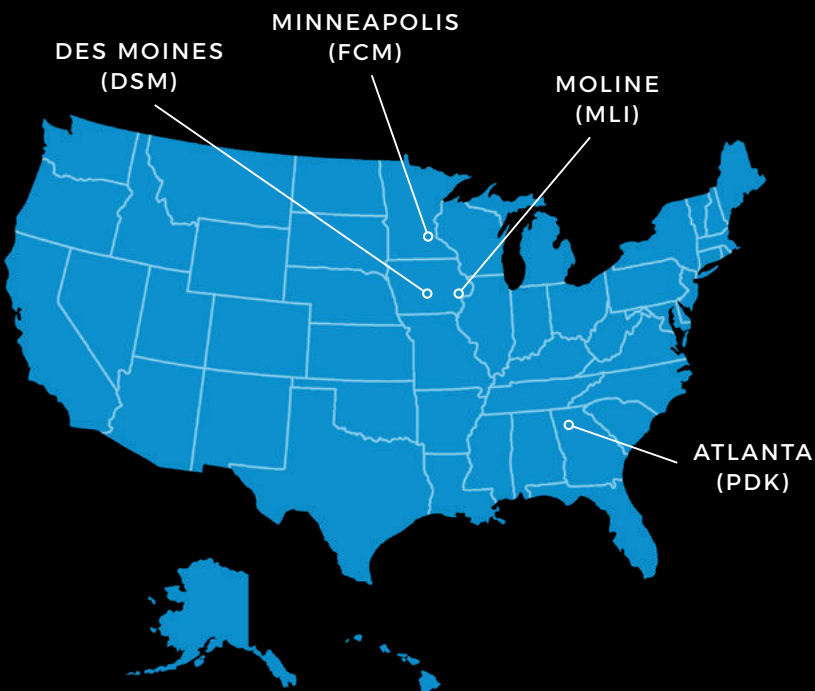
ABOUT ELLIOTT AVIATION



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



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