

# LIGHT JETS

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MARKET REPORT    SPRING 2025

PHENOM | CITATION





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## OUR EXPERT RESEARCH TEAM



**Jim Becker** | Accredited Senior Appraiser  
515-285-6551 | [jbecker@elliottjets.com](mailto: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](mailto: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](mailto: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.

## 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

The Phenom 100 market remained resilient over the past quarter. Pricing held steady from Q4 2024 to Q1 2025. Inventory increased by an average of just one aircraft, while the number of transactions rose from 14 in Q4 '24 to 16 in Q1 '25. These trends indicate a balanced market with a slight lean toward sellers, as stable pricing, limited inventory growth, and increasing transaction volume reflect consistent demand and an overall healthy market environment.



# PHENOM 100

100, 100E, 100EV



## BALANCED MARKET

Stable Pricing | Consistent Demand

### MARKET SNAPSHOT

#### On Market

QUANTITY

**35**  
(8.6% of fleet)

INVENTORY

**+1**  
(over 90 days)

TOTAL TIME

**1,813**  
(average)

#### Global Fleet

QUANTITY

**404**

Q1 TRANSACTIONS

**16**

Data courtesy of JETNET LLC

### ACTIVITY



### CURRENT VELOCITY



### VALUE RETENTION



# PHENOM 300

300, 300E



## Market Overview

Like the Phenom 100, the Phenom 300 retained its value through the previous quarter. However, inventory increased by 16%, while transactions declined by half—falling from 20 in Q4 2024 to 10 in Q1 2025. Despite stable pricing, the combination of rising supply and reduced demand suggests the market is shifting toward a buyer's environment, with potential downward pressure on pricing if the trend persists.



# PHENOM 300

300, 300E



## BUYERS MARKET

Rising Inventory | Reduced Demand

### MARKET SNAPSHOT

#### On Market

QUANTITY

**29**

(3.8% of fleet)

INVENTORY

**+4**

(over 90 days)

TOTAL TIME

**2,201**

(average)

#### Global Fleet

QUANTITY

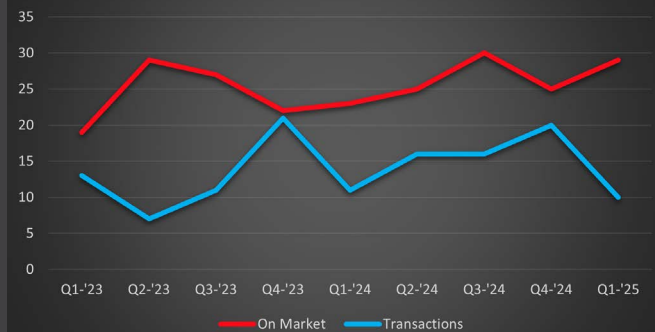
**834**

Q1 TRANSACTIONS

**10**

Data courtesy of JETNET LLC

### ACTIVITY



### CURRENT VELOCITY



### VALUE RETENTION



# CITATION CJ2

CJ2, CJ2+



## Market Overview

Values for the CJ2 declined slightly in Q1 2025. Average inventory increased from 37 to 43, while transactions dipped from a peak of 18 in Q4 '24 to 16 in Q1 '25. However, consistent buying pressure has kept market velocity steady at around eight months. While rising inventory and a modest drop in transactions point to a market softening in favor of buyers, the stable velocity reflects continued interest—maintaining a relatively balanced market with a slight lean toward buyers.





# CITATION CJ2

CJ2, CJ2+



## BALANCED MARKET

Increased Inventory | Continued Interest

### MARKET SNAPSHOT

#### On Market

QUANTITY

43  
(8.5% of fleet)

INVENTORY

+6  
(over 90 days)

TOTAL TIME

5,441  
(average)

#### Global Fleet

QUANTITY

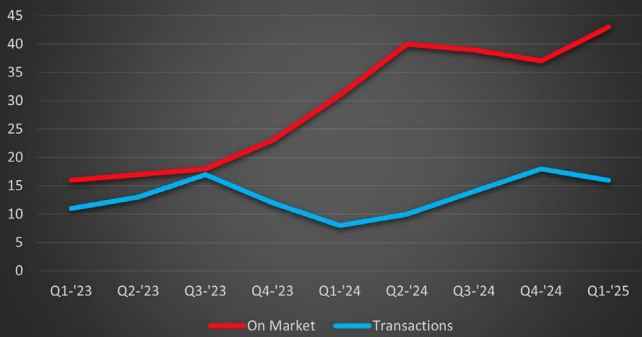
458

Q1 TRANSACTIONS

16

Data courtesy of JETNET LLC

### ACTIVITY



### CURRENT VELOCITY



### VALUE RETENTION



# CITATION CJ3

CJ3, CJ3+



## Market Overview

After three consecutive quarters of declining inventory, Q1 2025 saw CJ3 inventory rise from 28 in Q4 2024 to 36 on average. The value softened slightly from Q4 to Q1, as did transaction volume, which fell from 23 to 17 over the same period. Despite this, buying pressure has remained strong over the past year, with an average of 19 transactions per quarter, keeping market velocity low—around five months. While the recent increase in inventory and dip in value may suggest the early stages of a market shift, sustained demand and a fast-moving environment continue to support a balanced market, with only a slight lean toward buyers.



# CITATION CJ3



CJ3, CJ3+

## BALANCED MARKET

Sustained Demand | Increased Inventory

### MARKET SNAPSHOT

#### On Market

QUANTITY

36

(4.6% of fleet)

INVENTORY

+8

(over 90 days)

TOTAL TIME

3,127

(average)

#### Global Fleet

QUANTITY

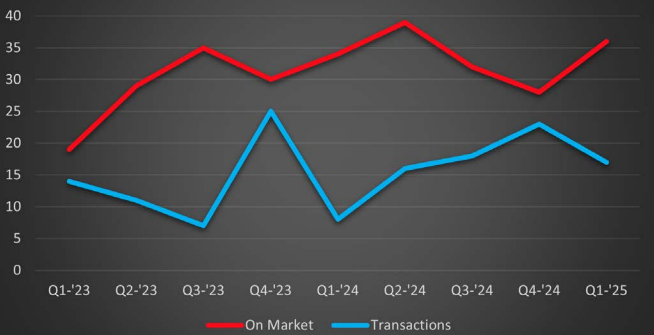
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Q1 TRANSACTIONS

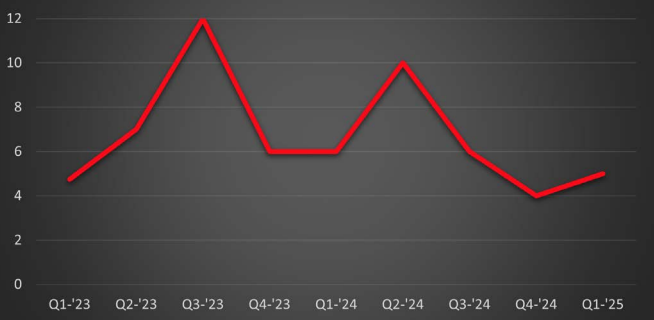
17

Data courtesy of JETNET LLC

### ACTIVITY



### CURRENT VELOCITY



### VALUE RETENTION



# CITATION CJ4



## Market Overview

The CJ4 market has shown renewed resilience following a turbulent 2024 caused by the Window SB issues. Values remained steady from Q4 2024 to Q1 2025. Transactions dipped slightly from 9 to 7, and inventory held relatively constant, averaging 20 in Q4 and 19 in Q1. These stable metrics suggest a balanced market, with neither buyers nor sellers holding a clear advantage as the impact of previous disruptions continues to stabilize. Notably, CJ4s with completed Window SB compliance sold significantly faster than those delaying or declining the update.







## BALANCED MARKET

Renewed Resilience | Constant Inventory

### MARKET SNAPSHOT

#### On Market

QUANTITY

19  
(8.2% of fleet)

INVENTORY

-1  
(over 90 days)

TOTAL TIME

2,211  
(average)

#### Global Fleet

QUANTITY

340

Q1 TRANSACTIONS

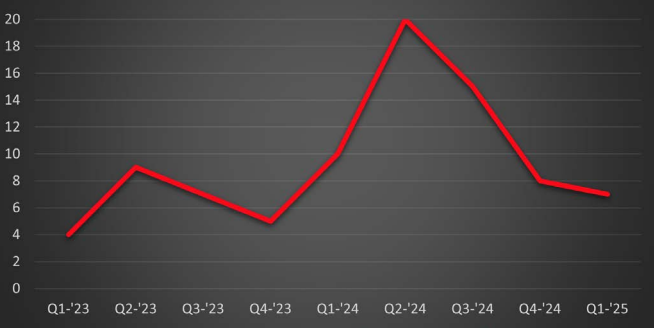
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Data courtesy of JETNET LLC

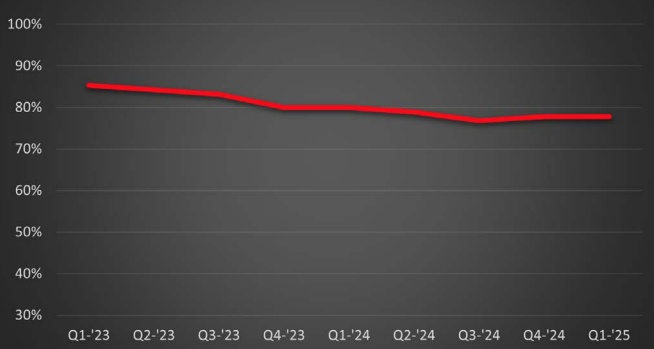
### ACTIVITY



### CURRENT VELOCITY



### VALUE RETENTION



# CITATION M2

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## Market Overview

The Citation M2 continues to rise in popularity. What began as a spike in transactions during Q4 2024 has developed into a sustained trend entering 2025. The value for the M2 has remained strong as aircraft continue to be absorbed by the market. Inventory has decreased from 28 in Q4 '24 to 17 in Q1 '25, while transactions have climbed from just 4 in Q3 '24 to 16 in Q1 '25. These dynamics clearly indicate a seller's market, driven by strong demand, declining supply, and firm pricing.





## SELLERS MARKET

Firm Pricing | Declining Inventory

### MARKET SNAPSHOT

#### On Market

QUANTITY

17

(9.1% of fleet)

INVENTORY

-11

(over 90 days)

TOTAL TIME

1,457

(average)

#### Global Fleet

QUANTITY

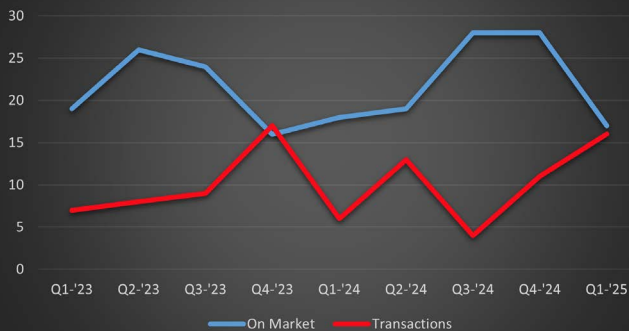
307

Q1 TRANSACTIONS

16

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.

### APPRAISAL SERVICES

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.

### 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.

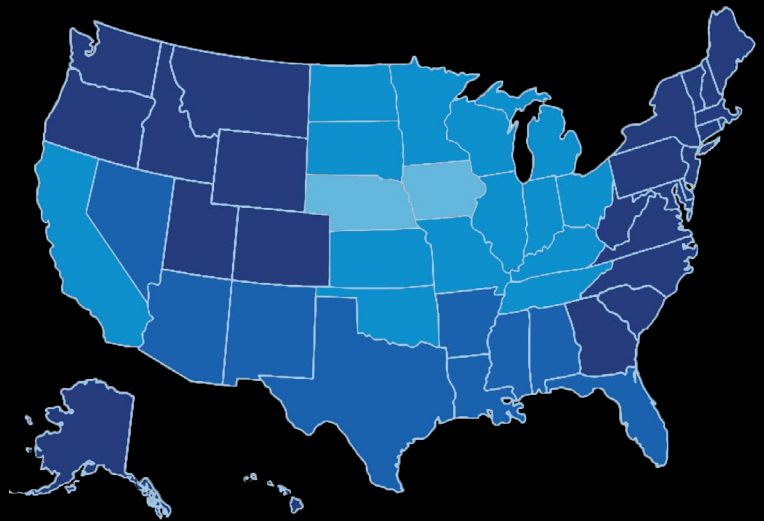


# LOOKING TO SELL YOUR AIRCRAFT?

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



**Todd Jackson**  
Senior Vice President  
of Aircraft Sales  
612-382-0386



**Jim Mitchell**  
Executive Sales  
Director  
612-787-5676



**Steve Davis**  
Executive Sales  
Director  
515-865-2790

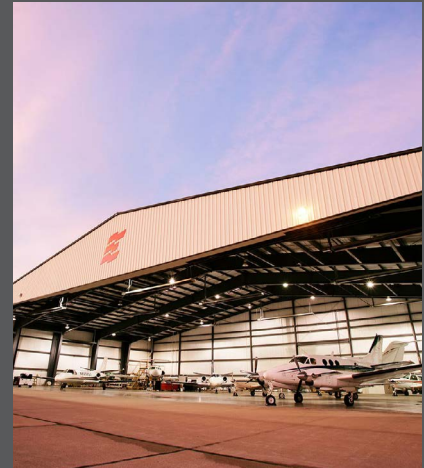


**Colby Creger**  
Aircraft Sales  
Manager  
319-290-8585

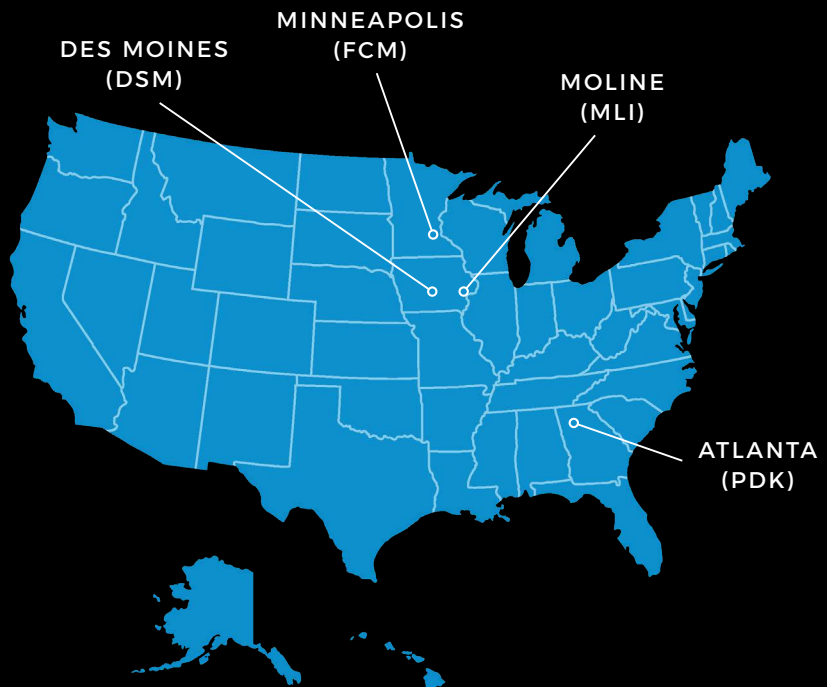
# ABOUT ELLIOTT AVIATION



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.



- » Full-service MRO (4 facilities)
- » FAA- & EASA-Certified
- » 300 employees nationwide
- » Member IADA, NBAA, NATA, GAMA, AEA & Pinnacle Network



# SALES TEAM

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**Todd Jackson**  
Senior Vice President  
of Aircraft Sales



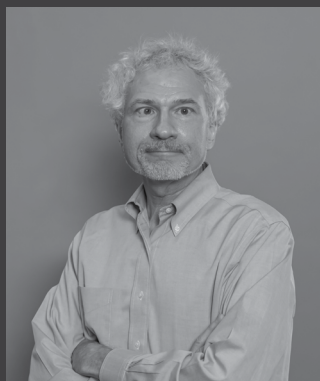
**Jim Mitchell**  
Executive Sales Director



**Steve Davis**  
Executive Sales Director



**Colby Creger**  
Aircraft Sales Manager



**Jim Becker**  
Accredited Senior  
Appraiser



**Mike Fischer**  
Market Analyst



**Andrew Crawford**  
Market Analyst



**Lynnette Olson**  
Sales & Marketing  
Coordinator



elliottjets.com

844.937.5387

