

LIGHT JETS

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

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.





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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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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

(11.6% 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

(3.5% of fleet)

INVENTORY

+4

(over 90 days)

TOTAL TIME

2,201

(average)

Global Fleet

QUANTITY

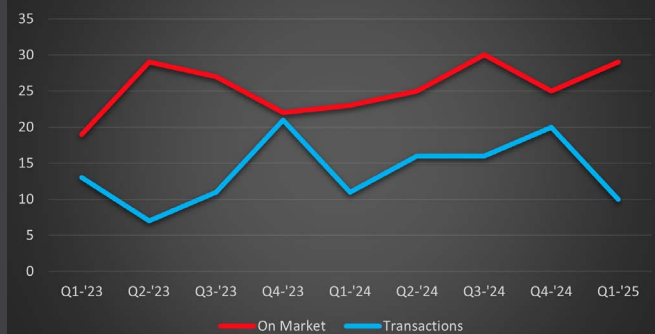
834

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
(9.4% 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

(5.2% of fleet)

INVENTORY

+8

(over 90 days)

TOTAL TIME

3,127

(average)

Global Fleet

QUANTITY

699

Q1 TRANSACTIONS

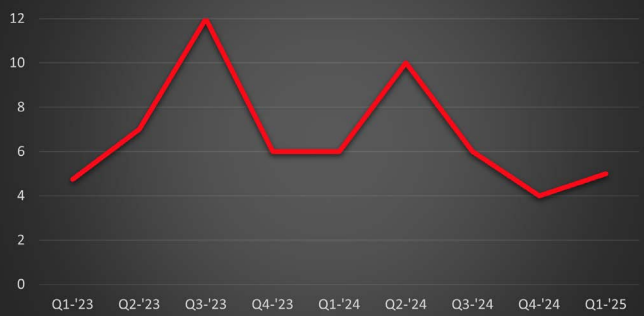
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Data courtesy of JETNET LLC

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
(5.6% of fleet)

INVENTORY

-1
(over 90 days)

TOTAL TIME

2,211
(average)

Global Fleet

QUANTITY

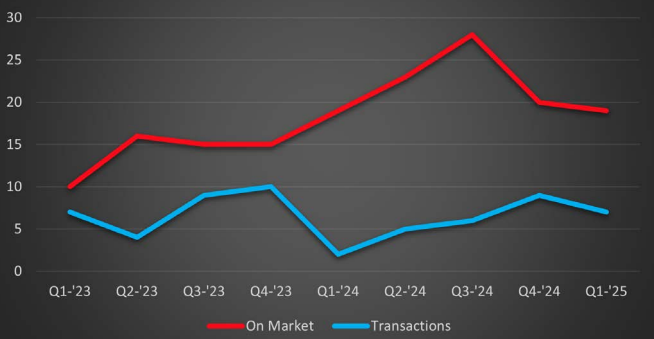
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Q1 TRANSACTIONS

7

Data courtesy of JETNET LLC

ACTIVITY



CURRENT VELOCITY



VALUE RETENTION



CITATION M2



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

(5.5% of fleet)

INVENTORY

-11

(over 90 days)

TOTAL TIME

1,457

(average)

Global Fleet

QUANTITY

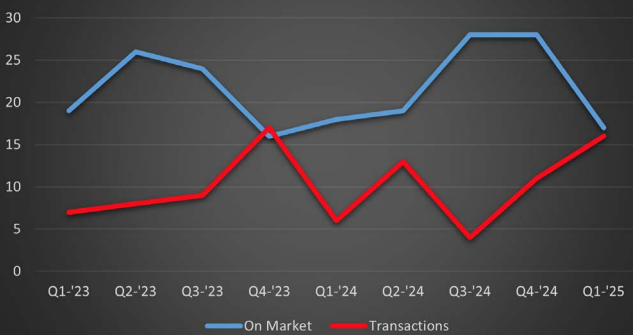
307

Q1 TRANSACTIONS

16

Data courtesy of JETNET LLC

ACTIVITY



CURRENT VELOCITY



VALUE RETENTION





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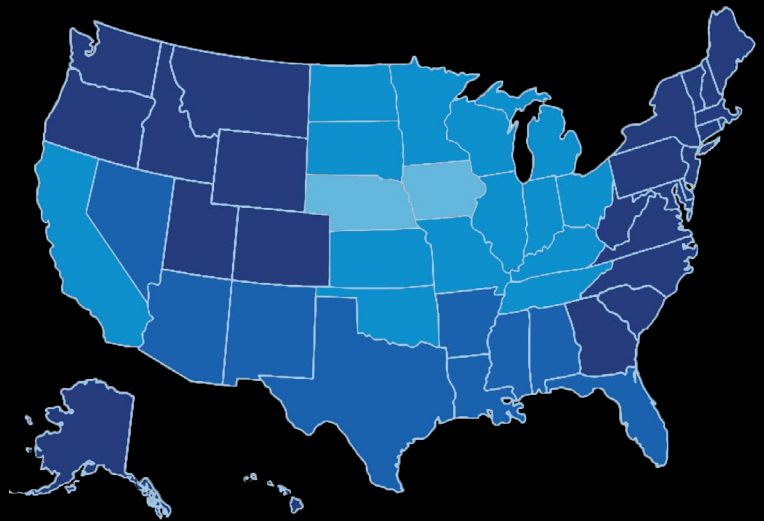
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Todd Jackson
Senior Vice President
of Aircraft Sales
612-382-0386



Jim Mitchell
Executive Sales
Director
612-787-5676



Steve Davis
Executive Sales
Director
515-865-2790

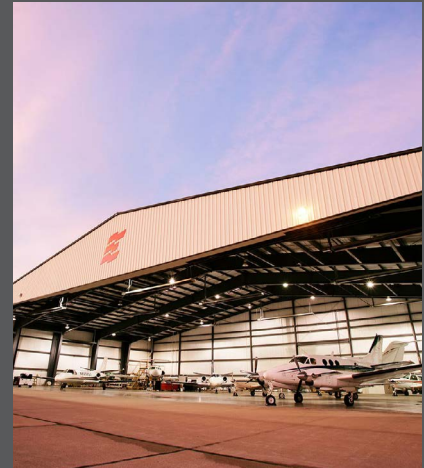


Colby Creger
Aircraft Sales
Manager
319-290-8585

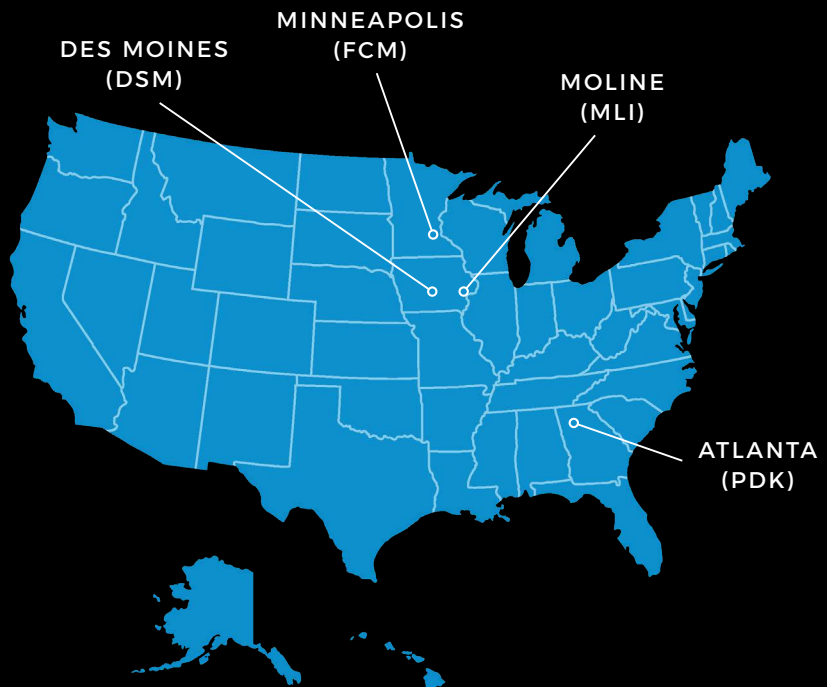
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- » Member IADA, NBAA, NATA, GAMA, AEA & Pinnacle Network



SALES TEAM



Todd Jackson
Senior Vice President
of Aircraft Sales



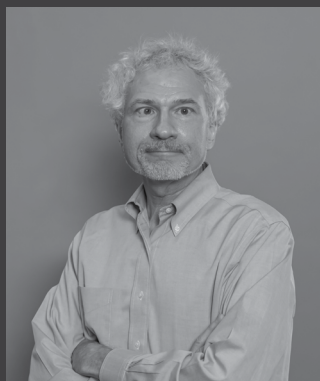
Jim Mitchell
Executive Sales Director



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

