

# AMSTAT Business Aircraft Preowned Market

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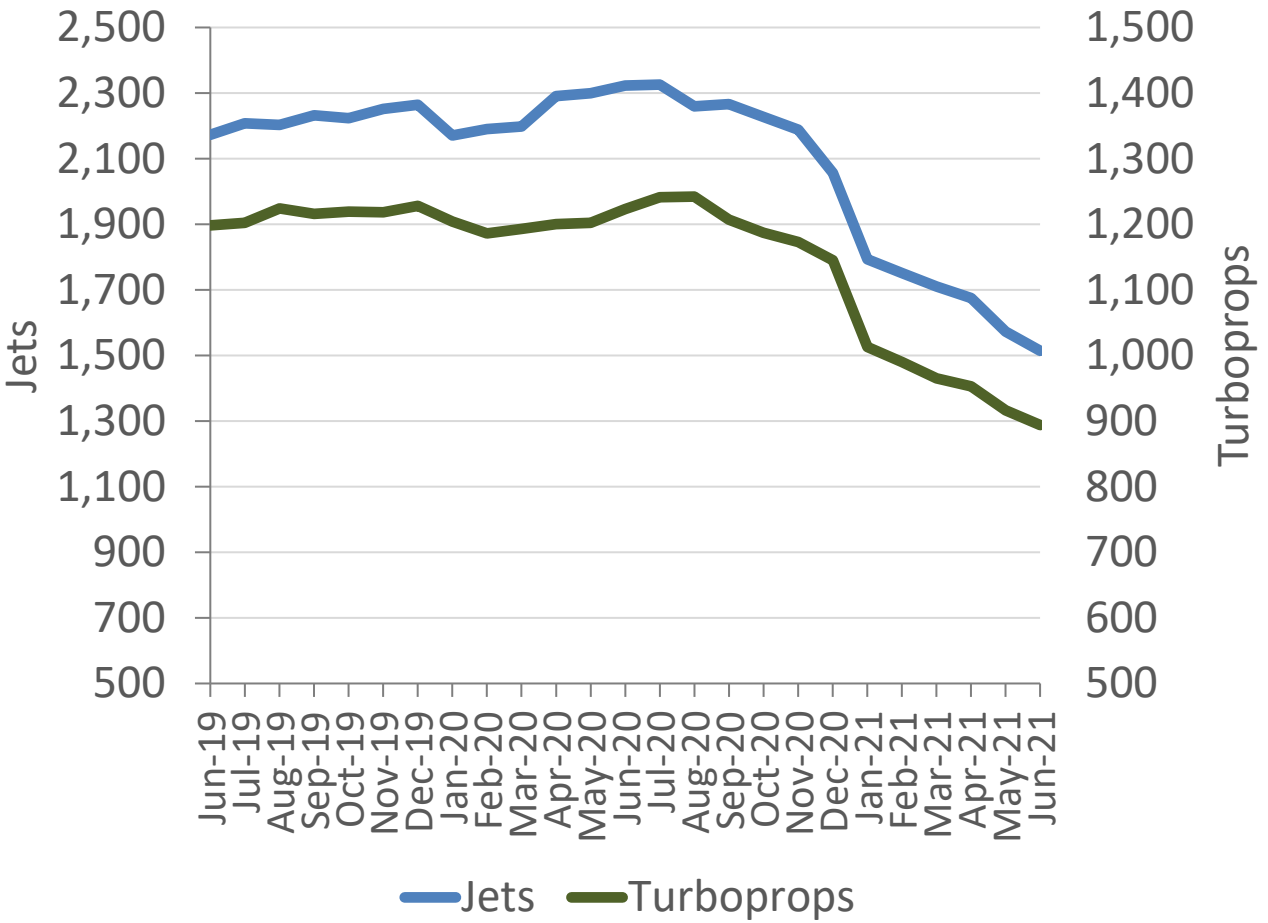
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# Preowned Inventories Continue To Shrink

- Business Jet inventories are down 34.8% year-over-year and 35% versus their 10YMA\* and down even further versus a peak mid-2020. Only 6.2% of the Business Jet active fleet is for sale, a historic low.
- Business Turboprop inventories are down 26.9% year-over-year and 24% versus their 10YMA\* and down even further versus a peak mid-2020. Only 5.4% of the Business Turboprop active fleet is for sale, also a historic low.
- By Size, the greatest YoY inventory reductions have been in the Light (-35.7%) and Medium (-35.5%) Jets.
- By Age, the greatest inventory reductions have been in the Mid-Age (42.2%) and Newer (41.7%) aircraft markets.

There continue to be fewer options for buyers looking for preowned fixed wing business aircraft.



\*10YMA – 10 Year Moving Average

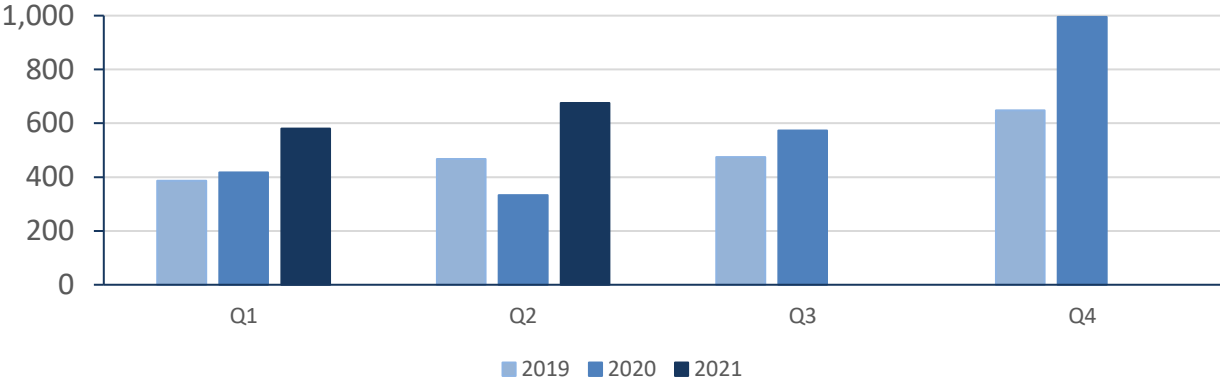


# Resale Transaction Momentum Continues

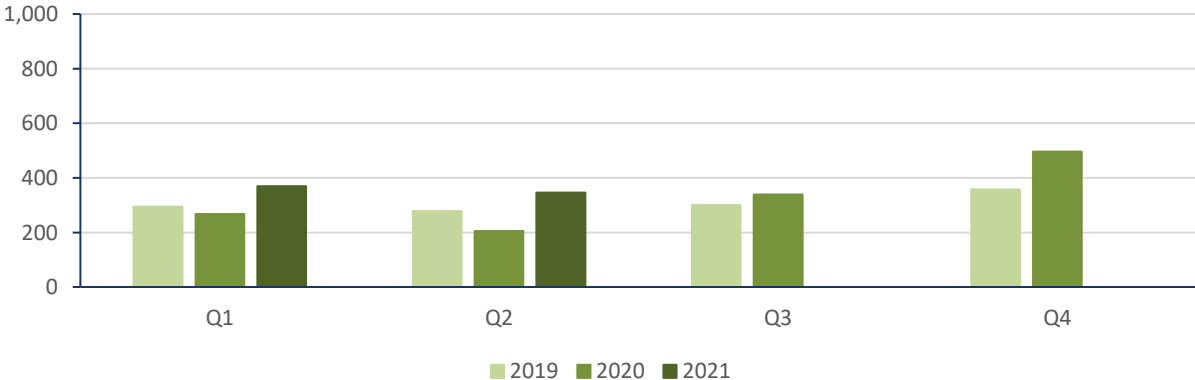
- Business Jet resale transactions in Q2 2021 have exceeded Q2 2020 by 102.7%. YTD, resale transactions in this market are up 67.3% over 2020 and up 47.1% over 2019.
- Business Turboprop resale transactions in Q2 2021 have exceeded Q2 2020 by 68.8%. YTD, resale transactions in this market are up 51.2% over 2020 and up 24.8% over 2019.
- By Size, Q2 2021 outperformed Q2 2020 across all size segments with the Medium Jet market showing the greatest (133%) increase. YTD, the greatest year-over-year increase in resale transactions was in the Light Jets (95.7%).
- By Age, Q2 2021 outperformed Q2 2020 across all size segments with the greatest year-over-year increase being in the Newer segment (125.4%).

Mid- and lightered sized aircraft and mid-age and newer markets continue to be the preferred targets for buyers.

Business Jet Resale Retail Transactions



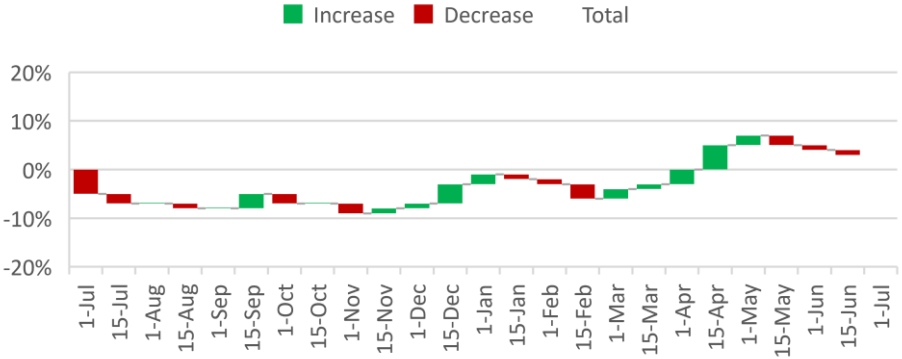
Business Turboprop Resale Retail Transactions



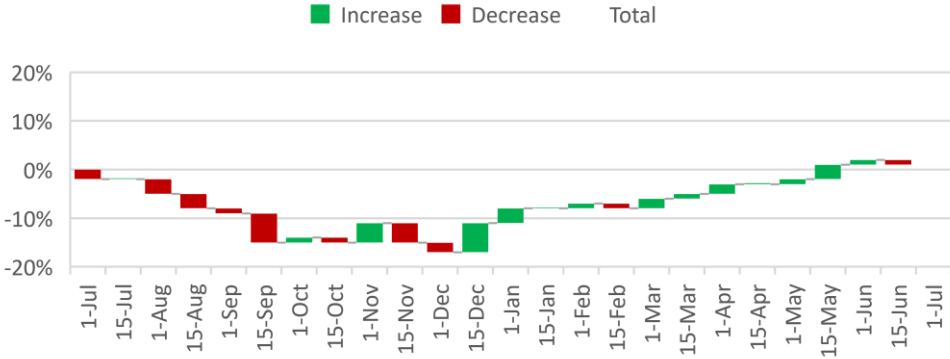
# Median Resale Values Continue To Recover

Contracting supply and demand momentum continue to push the recovery of resale values.

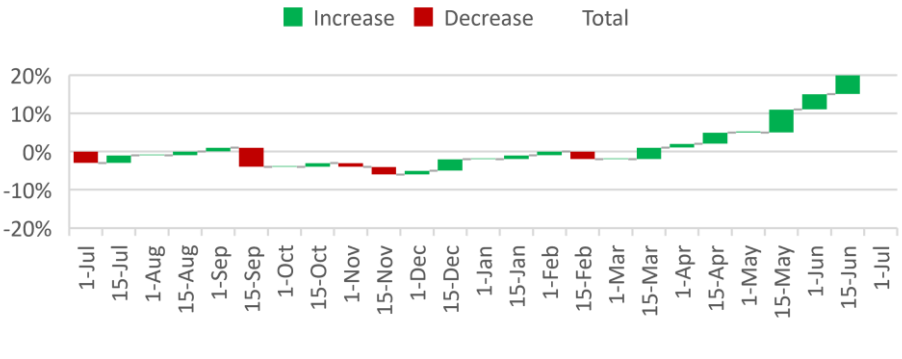
Turbo-Prop - Short Term Median Values - 12 Month Window



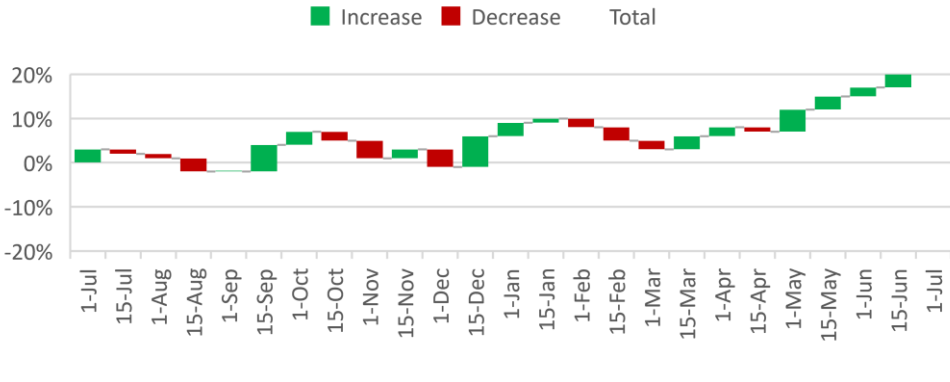
Light Jet - Short Term Median Values - 12 Month Window



Medium Jet - Short Term Median Values - 12 Month Window



Heavy Jet - Short Term Median Values - 12 Month Window



## Notes:

Inventory and transaction data provided by AMSTAT Premier.

Aircraft value data provided by the AMSTAT Aircraft Valuation Tool module for Premier.

## Segment Definitions:

Light Jets: <=20,000lbs

Medium Jets: 21-40,000lbs

Large Jets: 41,000lbs+

Newer Jets: <=10 Years

Mid-Age Jets: 11-20 Years

Older Jets: 21+ Years



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