



Challenger 300
Challenger 604
Challenger 605

Quarterly Market Report - Winter 2020

The Challenger 300 Market

Challenger 300 inventory continues to rise as we head into the first quarter of 2020. There are now 31 Challenger 300 listings, nearly double what was on the market a year ago. 6.8% of the active fleet is now for sale. December was good to the CL300 market, producing six of the nine Q4 transactions. Even with a busy year's end, 2019 numbers fell well behind the stellar 2018 this market had. 31 total sales in 2019, compared to 55 closings in 2018. Pricing has held relatively stable for the past three quarters, but watch for increasing inventory to have an impact as we move into the New Year. With increased inventory, yet plenty of buyers, this market remains balanced for both buyers and sellers.



Challenger 300 Market Snapshot

on Market: 31

Fleet Size: 454

% on Market: 6.8%

Avg. Asking Price: \$9,607,432

Low/High Asking Prices: \$7,695,000 - \$14,295,000

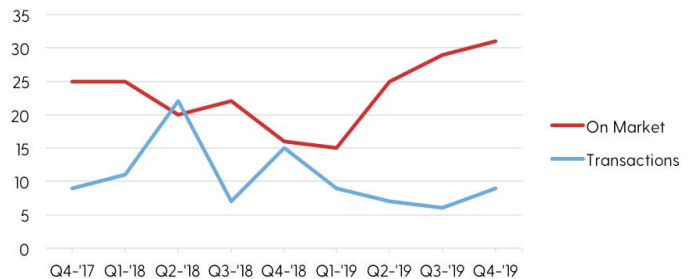
Avg. Days on Market (Sold): 169

Avg. TT of Aircraft Currently for Sale: 3,537

Transactions in Q4: 9

Data Courtesy of JETNET LLC

Market Activity



“With increased inventory, yet plenty of buyers, this market remains balanced for both buyers and sellers.”

% of Transactions vs On Market - Challenger 300



% of Value Retention - Challenger 300

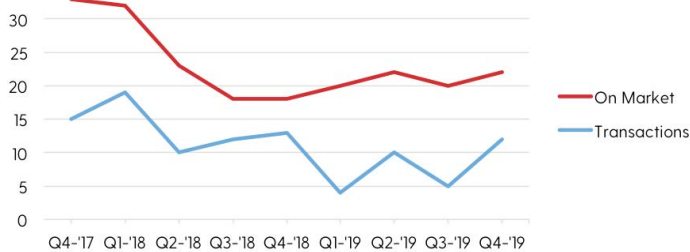


The Challenger 604 Market



Challenger 604 inventory is holding steady and demand remains strong. There are currently 22 listings, similar to levels seen throughout 2019. After inventory dropped sharply in 2018 for many markets in this segment, the Challenger 604 has been able to hold off drastic increases like some airframes have recently. A solid 12 transactions took place during Q4 2019, which was the strongest quarter of the year. Pricing has remained steady for seven consecutive quarters now. With inventory, pricing, and demand holding steady, now would be a great time to sell your Challenger 604.

Market Activity



Challenger 604 Market Snapshot

on Market: 22

Fleet Size: 355

% on Market: 6.3%

Avg. Asking Price: \$4,653,750

Low/High Asking Prices: \$3,250,000 - \$6,195,000

Avg. Days on Market (Sold): 150

Avg. TT of Aircraft Currently for Sale: 7,275

Transactions in Q4: 12

Data Courtesy of JETNET LLC

“With inventory, pricing, and demand holding steady, now would be a great time to sell your Challenger 604.”

% of Transactions vs On Market - Challenger 604



% of Value Retention - Challenger 604



The Challenger 605 Market

After rising sharply during the third quarter, Challenger 605 inventory remained unchanged as we head into the first quarter of 2020. The fourth quarter had 24 listings, which is more than double where we were a year ago. Activity was also the same, with six transactions taking place. After a terribly slow start to 2019, the second half of the year produced 12 sales compared to just four transactions during the first half of 2019. Pricing dropped significantly during the fourth quarter, with this markets first decline since Q1 2018. With inventory still elevated, and prices beginning to soften, now is a great time to purchase a Challenger 605.



Challenger 605 Market Snapshot

on Market: 24

Fleet Size: 287

% on Market: 8.4%

Avg. Asking Price: \$10,943,929

Low/High Asking Prices: \$7,950,000 - \$12,995,000

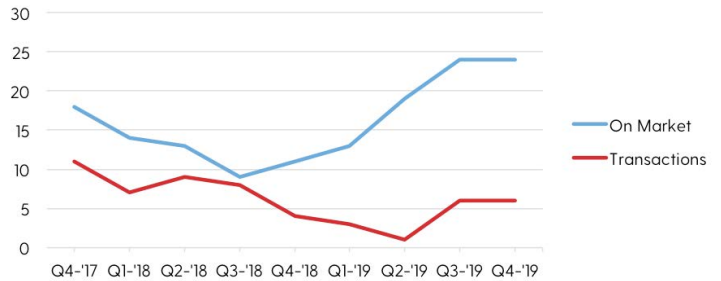
Avg. Days on Market (Sold): 189

Avg. TT of Aircraft Currently for Sale: 189

Transactions in Q4: 6

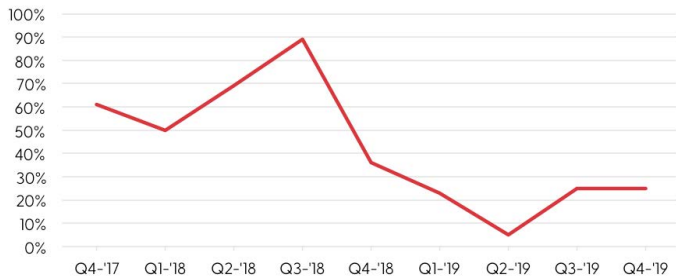
Data Courtesy of JETNET LLC

Market Activity

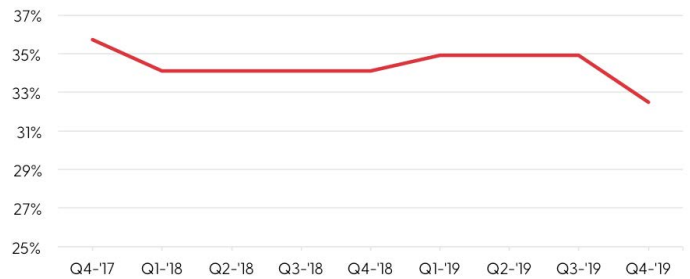


“With inventory still elevated, and prices beginning to soften, now is a great time to purchase a Challenger 605.”

% of Transactions vs On Market - Challenger 605



% of Value Retention - Challenger 605



CALL TO REQUEST A FREE CUSTOM AIRCRAFT VALUATION

- Current Market Data and Trends
- Average Asking Prices of Aircraft on the Market
- Market Trade-In Options
- Acquisition Opportunities



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- Unmatched Quality.
- Uncompromising Integrity.
- Unbeatable Customer Service.

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ERIC HAMMER
Executive Sales Director
Elliott Jets
336.553.8888
ehammer@elliottjets.com

THE ELLIOTT JETS RESEARCH TEAM



JIM BECKER
Accredited Senior Appraiser
Elliott Jets
515.285.6551
jbecker@elliottjets.com



MIKE FISCHER
Market Analyst
Elliott Jets
605.380.5953
mfischer@elliottjets.com

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THE VALUE OF ACCURATE MARKET PRICING IS INVALUABLE

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**PHENOM 300 SOLD 96%
FASTER THAN INDUSTRY
MEDIAN DAYS ON MARKET**



**HAWKER 900XP SOLD 41%
FASTER THAN INDUSTRY
MEDIAN DAYS ON MARKET**



**CITATION CJ4 SOLD 95%
FASTER THAN INDUSTRY
MEDIAN DAYS ON MARKET**



**CITATION M2 SOLD 88%
FASTER THAN INDUSTRY
MEDIAN DAYS ON MARKET**



**CITATION EXCEL SOLD 29%
FASTER THAN INDUSTRY
MEDIAN DAYS ON MARKET**



**CITATION CJ1 SOLD 106%
FASTER THAN INDUSTRY
MEDIAN DAYS ON MARKET**



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VP of Acquisitions



Jim Mitchell
Executive Sales Director



Steve Davis
Executive Sales Director



Eric Hammer
Executive Sales Director



Meghan Welch
Sales Support



Jim Becker
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Unsubscribe at Marketing@ElliottAviation.com.

Elliott Jets
PO Box 100
Moline, IL 61266-0100

ELLIOTT JETS ✈️
www.elliottjets.com
844.937.5387