



Lear 45XR  
Lear 60XR  
Lear 75

Quarterly Market Report - Winter 2020

# The Lear 45XR Market

The Lear 45XR inventory grew significantly in the fourth quarter of 2019. However, an active December contributed to more sales than any other quarter in the past two years. There were a whopping eight transactions during Q4 2019, four times the transactions during the slow Q3 2019. Even with this recent activity, inventory has reached levels not seen in some time, with 19 Lear 45XR's now on the market. Currently, 7.8% of the active fleet is for sale. This increase in inventory caused a price drop in the fourth quarter, the first since Q2 2018. With inventory rising and prices softening, this market is providing excellent opportunities for buyers.



## Lear 45XR Market Snapshot

# on Market: 19

Fleet Size: 205

% on Market: 7.8%

Avg. Asking Price: \$3,055,000

Low/High Asking Prices: \$2,300,000 - \$3,950,000

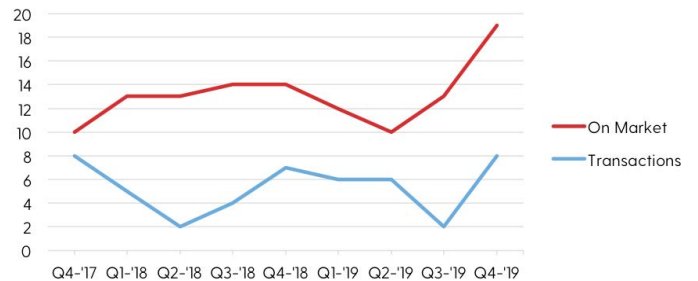
Avg. Days on Market (Sold): 174

Avg. TT of Aircraft Currently for Sale: 4,832

Transactions in Q4: 8

Data Courtesy of JETNET LLC

## Market Activity



“With inventory rising and prices softening, this market is providing excellent opportunities for buyers.”

### % of Transactions vs On Market - Lear 45XR



### % of Value Retention - Lear 45XR

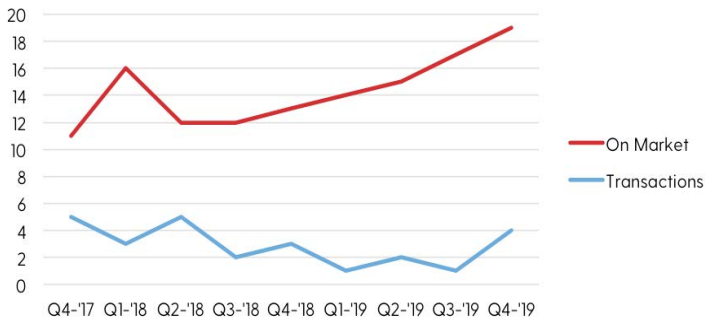




## The Lear 60XR Market

Inventory in the 60XR market grew once again in the fourth quarter, now at the highest level we've seen in over two years. Currently, 19 aircraft are for sale, an increase of nearly 50% from a year ago. 17.3% of the active fleet is now for sale. On the bright side, Q4 2019 resulted in four sales, the most since Q2 2018. Even with an active fourth quarter, total sales on the year fell well short of 2018. Pricing has remained flat since dropping during the third quarter of 2019. With inventory continuing to rise, and relatively low demand, now is still a great time to purchase a 60XR.

### Market Activity



“With inventory continuing to rise, and relatively low demand, now is still a great time to purchase a 60XR.”

### Lear 60XR Market Snapshot

# on Market: 19

Fleet Size: 112

% on Market: 17.3%

Avg. Asking Price: \$3,464,000

High Asking Price: \$2,525,000 - \$4,550,000

Avg. Days on Market (Sold): 405

Avg. TT of Aircraft Currently for Sale: 2,771

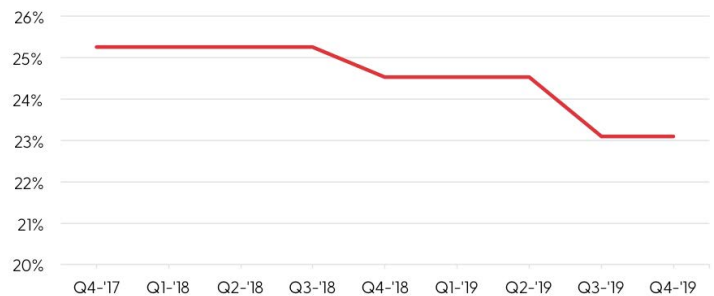
Transactions in Q4: 4

Data Courtesy of JETNET LLC

### % of Transactions vs On Market - Lear 60XR



### % of Value Retention - Lear 60XR



# The Lear 75 Market

After peaking during the third quarter of 2019, Lear 75 inventory has declined as we head into the first quarter of 2020. Lear 75 listings increased slowly from just three listings during Q3 2018, all the way up to nine listings during Q3 2019. Things finally turned around, with Q4 2019 averaging seven listings. Currently, 5.5% of the active fleet is for sale. We had two sales in the fourth quarter, which is the most activity since Q2 2018. Pricing has remained steady for nearly six quarters. With a slight decline in inventory, and activity picking up, this market remains balanced for both buyers and sellers.



## Lear 75 Market Snapshot

# on Market: 7

Fleet Size: 127

% on Market: 5.5%

Avg. Asking Price: \$6,285,417

Low/High Asking Prices: \$5,495,000 - \$7,600,000

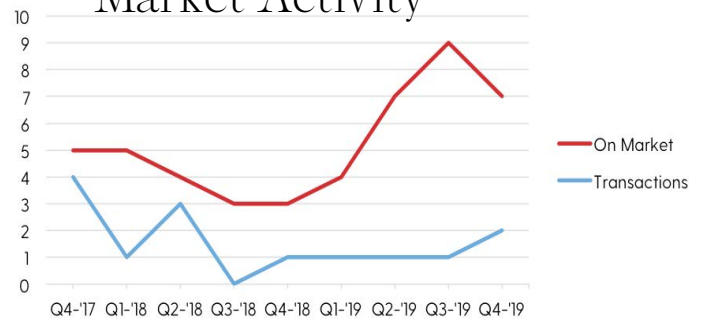
Avg. Days on Market (Sold): 88

Avg. TT of Aircraft Currently for Sale: 1,380

Transactions in Q4: 2

Data Courtesy of JETNET LLC

## Market Activity



“With a slight decline in inventory, and activity picking up, this market remains balanced for both buyers and sellers.”

## % of Transactions vs On Market - Lear 75



## % of Value Retention - Lear 75



# 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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Elliott Jets embraces the same values as our parent organization, Elliott Aviation: unmatched quality, uncompromising integrity and unbeatable customer service. We promise to deliver an elevated brokerage, sales and acquisition experience. We are committed to provide our clients the highest level of service with integrity and passion.

## OUR CORE VALUES

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

## YOUR ELLIOTT JETS SALES EXPERT



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When you choose Elliott Jets to buy or sell an aircraft for your company, you are trusting our unrivaled reputation of creating successful aircraft transactions for over 80 years. Our in-depth market knowledge, technical expertise and access to a worldwide network of buyers and sellers are continually proven by our success in brokering, acquiring and selling aircraft all over the world. Our customer-centric sales process includes accurate pricing, in-depth log book reviews, aggressive marketing, negotiation – even pre-buy and closing assistance. All of this is designed to get you the best possible deal on your next aircraft transaction.

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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 out perform median days on the market? Selling your aircraft fast is important, getting a fair market value is critical. When you work with the team at Elliott Jets, you benefit from our more than eight decades of successful aircraft transactions. When taking advantage of our experience, you get more out of your aircraft while spending less time on the market! Our researched and accurate market pricing has given us a proven track record of selling aircraft much faster than the industry average to maximize aircraft values.

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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**

# ELLIOTT JETS SALES TEAM



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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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Mike Fischer  
Market Analyst



Lynnette Olson  
Administrative Assistant



Andrew Evans  
Director of Marketing



Ginny Zink  
Marketing Coordinator



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Support



Mike Saathoff  
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