



Falcon 2000  
Falcon 2000EX EASy  
Falcon 2000LX

---

Quarterly Market Report - Winter 2020

# The Falcon 2000 Market

The number of Falcon 2000 aircraft available for sale of 25 aircraft in Q4 2019 increased slightly when compared to 24 in Q4 2018. In Q4 2019 there were 10 retail transactions, which is two more than in Q4 2018. The number for sale has remained fairly stable for the past four quarters. Pricing has also remained stable, with no change for the last three quarters. This presents an excellent opportunity for both the buyer and the seller with stable pricing and ample inventory.



## Falcon Falcon 2000 Market Snapshot

# on Market: 25

Fleet Size: 226

% on Market: 11.1%

Avg. Asking Price: \$4,093,977

Low/High Asking Prices: \$2,900,000 - \$5,695,000

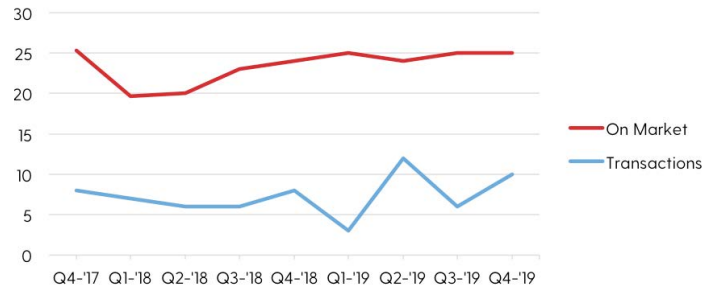
Avg. Days on Market (Sold): 258

Avg. TT of Aircraft Currently for Sale: 8,139

Transactions in Q4: 10

Data Courtesy of JETNET LLC

## Market Activity



“This presents an excellent opportunity for both the buyer and the seller with stable pricing and ample inventory.”

% of Transactions vs On Market - Falcon 2000



% of Value Retention - Falcon 2000

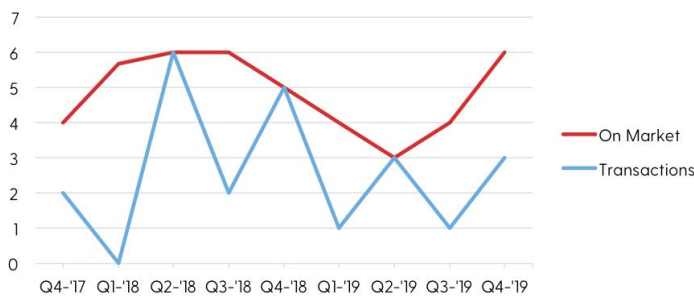




## The Falcon 2000EX EASy Market

The Falcon 2000EX EASy market continues to be extremely tight. Q4 2019 averaged six units available on the market, which is one more than Q4 2018. There have been three sales in Q4, which are two fewer than a year ago. Pricing also remains stable, with no changes for the past ten quarters. This is an excellent market for the seller, as pricing has stabilized and supply is low.

### Market Activity



“This is an excellent market for the seller, as pricing has stabilized and supply is low.”

### Falcon 2000EX EASy Market Snapshot

# on Market: 6

Fleet Size: 104

% on Market: 5.5%

Avg. Asking Price: \$10,125,000

Low/High Asking Prices: \$9,750,000 - \$10,750,000

Avg. Days on Market (Sold): 60

Avg. TT of Aircraft Currently for Sale: 3,944

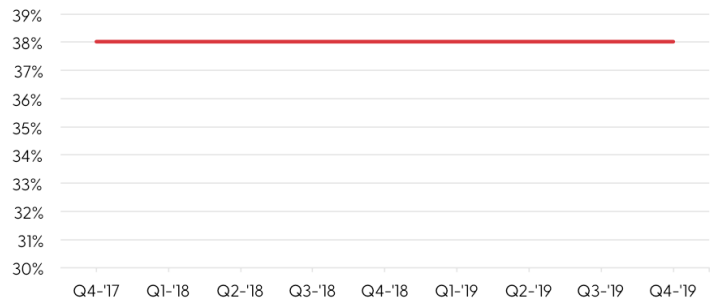
Transactions in Q4: 3

Data Courtesy of JETNET LLC

% of Transactions vs On Market - Falcon 2000EX EASy



% of Value Retention - Falcon 2000EX EASy



# The Falcon 2000LX Market

The Falcon 2000LX market continues to be restrictive. In Q4 2019, there was an average of seven aircraft available, which is an increase of three units when compared to Q4 2018, but it is well less than half of the inventory levels that were seen in 2017. There was only one sale in Q4 2019, which is the same as Q4 2018. Overall, pricing has remained steady for the past three quarters. This would be a good time to sell a Falcon 2000LX, as the used inventory is tight, and pricing is stable.



## Falcon 2000LX Market Snapshot

# on Market: 7

Fleet Size: 131

% on Market: 5.3%

Avg. Asking Price: \$12,700,000

Low/High Asking Prices: \$12,400,000-\$13,000,000

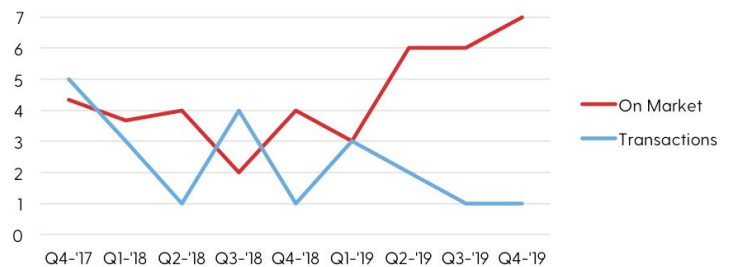
Avg. Days on Market (Sold): N/A

Avg. TT of Aircraft Currently for Sale: 2,460

Transactions in Q4: 1

Data Courtesy of JETNET LLC

## Market Activity



“This would be a good time to sell a Falcon 2000LX, as the used inventory is tight, and pricing is stable.”

% of Transactions vs On Market - Falcon 2000LX



% of Value Retention - Falcon 2000



# 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



## ABOUT ELLIOTT JETS

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



**STEVE DAVIS**  
Executive Sales Director  
Elliott Jets  
515.285.6551  
sdavis@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

## 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.



**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**



Todd Jackson  
VP of Acquisitions



Jim Mitchell  
Executive Sales Director



Steve Davis  
Executive Sales Director



Eric Hammer  
Executive Sales Director



Meghan Welch  
Sales Support



Jim Becker  
Accredited Senior Appraiser



Mike Fischer  
Market Analyst



Lynnette Olson  
Administrative Assistant



Andrew Evans  
Director of Marketing



Ginny Zink  
Marketing Coordinator



Conrad Theisen  
Avionics Technical  
Support



Mike Saathoff  
Engines & Accessories  
Technical Support



## ELLIOTT AVIATION

As an Elliott Jets customer, you have access to some of the most knowledgeable technical representatives in the industry. The parent company of Elliott Jets, Elliott Aviation, is a leading aviation MRO service business, providing the industry's highest quality business aviation solutions with over 350 skilled employees in three 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.

Unsubscribe at [Marketing@ElliottAviation.com](mailto:Marketing@ElliottAviation.com).

Elliott Jets  
PO Box 100  
Moline, IL 61266-0100

**ELLIOTT JETS** ✈️  
[www.elliottjets.com](http://www.elliottjets.com)  
844.937.5387