



Hawker 800XP
Hawker 850XP
Hawker 900XP

Quarterly Market Report - Winter 2020

The Hawker 800XP Market

Activity, as well as inventory, has increased in the 800XP market as we head into the first quarter of 2020. 800XP inventory has reached 61 listings, the highest level we've seen in more than two years. This represents over 15% of the active fleet. Activity, however, did pick up in the fourth quarter of 2019, with 14 transactions taking place. Sales in 2019 totaled 49, down comparatively from 58 sold in 2018. Pricing has now held steady for three consecutive quarters. With current inventory levels providing plenty of options, this market remains favorable to buyers.



Hawker 800XP Market Snapshot

on Market: 61

Fleet Size: 401

% on Market: 15.3%

Avg. Asking Price: \$1,608,519

Low/High Asking Prices: \$895,000 - \$2,375,000

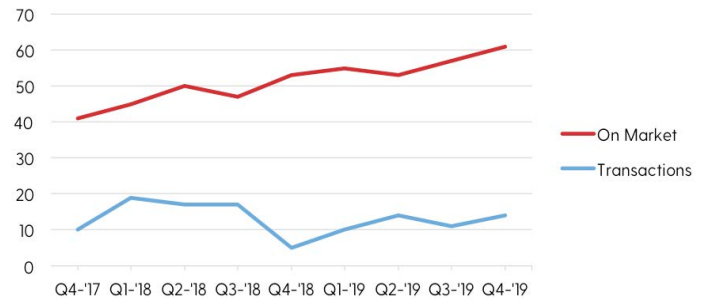
Avg. Days on Market (Sold): 179

Avg. TT of Aircraft Currently for Sale: 6,566

Transactions in Q4: 14

Data Courtesy of JETNET LLC

Market Activity



“With current inventory levels providing plenty of options, this market remains favorable to buyers.”

% of Transactions vs On Market - Hawker 800XP



% of Value Retention - Hawker 800XP

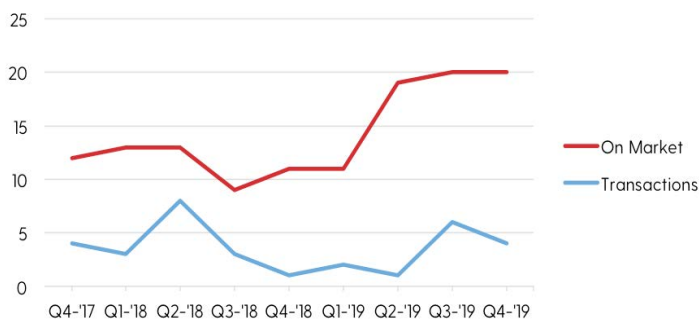




The Hawker 850XP Market

Inventory levels remain high in the 850XP market, with pricing declining sharply in the fourth quarter of 2019. Just like the previous quarter, inventory remains at 20 listings. This represents over 20% of the active fleet. After only three sales during the entire first half of 2019, ten transactions occurred in the second, with four of those taking place during Q4. 2019's total of 13 transactions fell short of 2018's 15 closings. Pricing dropped off sharply in the fourth quarter, after holding relatively steady the past two years. With elevated inventory and attractive pricing, this market remains favorable for buyers.

Market Activity



“With elevated inventory and attractive pricing, this market remains favorable for buyers.”

Hawker 850XP Market Snapshot

on Market: 20

Fleet Size: 99

% on Market: 20.5%

Avg. Asking Price: \$3,026,744

High Asking Price: \$2,400,000 - \$4,000,000

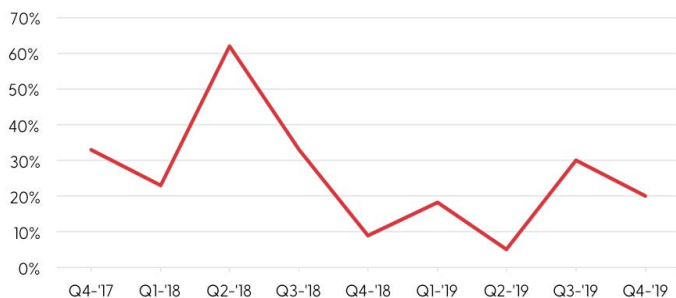
Avg. Days on Market (Sold): 285

Avg. TT of Aircraft Currently for Sale: 3,558

Transactions in Q4: 4

Data Courtesy of JETNET LLC

% of Transactions vs On Market - Hawker 850XP



% of Value Retention - Hawker 850XP



The Hawker 900XP Market

Hawker 900XP inventory rose sharply in the fourth quarter, with pricing holding steady as we head into the first quarter of 2020. Inventory jumped over 30% during the fourth quarter, now at 21 listings. This represents nearly 12% of the active fleet. After a busy first half of 2019, transactions slowed and remained that way throughout the fourth quarter. There were just four sales during Q4 2019, making only seven transactions during the second half of 2019. Thanks to the first two quarters, 2019's total sales of 26 exceeded 2018 numbers. Even with an increase in inventory, pricing has held steady for four consecutive quarters. With inventory creeping up, yet pricing holding firm, this market remains balanced for both buyer and sellers.



Hawker 900XP Market Snapshot

on Market: 21

Fleet Size: 182

% on Market: 11.7%

Avg. Asking Price: \$4,640,167

Low/High Asking Prices: \$3,450,000 - \$5,990,000

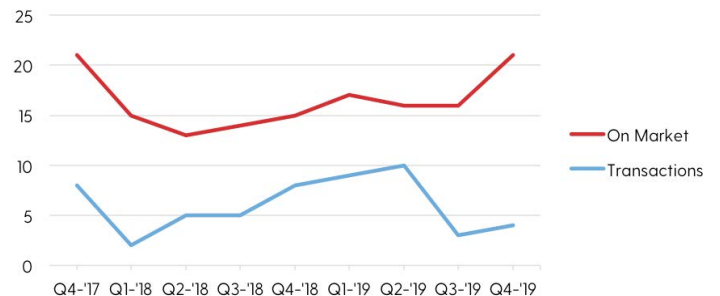
Avg. Days on Market (Sold): 235

Avg. TT of Aircraft Currently for Sale: 2,714

Transactions in Q2: 4

Data Courtesy of JETNET LLC

Market Activity



“With inventory creeping up, yet pricing holding firm, this market remains balanced for both buyer and sellers.”

% of Transactions vs On Market - Hawker 900XP



% of Value Retention - Hawker 900XP



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



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OUR CORE VALUES

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

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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
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