



101 First Street | Utica, NY 13501  
 1.800.553.8638 | +41 (0) 43.243.7056  
 jetnet.com

**PRESS RELEASE**

Date: February 11, 2020  
 For Immediate Release

**JETNET Releases December 2019 and the Year 2019 Pre-Owned Business Jet, Business Turboprop, Piston, Helicopter, and Commercial Airliner Market Information**

UTICA, NY – JETNET LLC, the leading provider of aviation market information, has released December 2019 and 2019 year-end results for the pre-owned business jet, business turboprop, piston, helicopter, and commercial airliner markets.

**Market Summary**

Highlighted in **Table A** are key worldwide trends across all pre-owned aircraft market sectors, comparing December 2019 to December 2018, as well as 2019 year-end, and comparisons to 2018.

**The ‘For Sale’ inventory grew by 2 percent across all seven market sectors in a comparison of 2019 (6,324) to 2018 (6,201) with business jets and fixed wing piston aircraft accounting for the majority of this increase. Also, there were almost 1,200 or 11.8 percent fewer full-sale transactions in 2019 compared to 2018 with most of the sectors down by double digits percentages. Interestingly, business jets and commercial jets declined around 14 percent each. These two sectors accounted for nearly half of all transactions in 2019.**

The Fleet For-Sale percentages for business jets and piston aircraft jumped up .7 percentage point each. Business Jets are at 9.7% increased from 9 percent but still in a buyer’s market of under 10 percent. All aircraft segments were taking more time to sell but only by 2 more days in 2019 compared to 2018 across all market sectors. However, this was mixed, several were taking longer, and several were taking fewer days to sell. For example, business jets were selling in 273 days, less than two weeks-time (13 days) than 2018.

**Table A: Worldwide Trends**

Worldwide Trends								
December 2019	Business Aircraft			Helicopters		Commercial Airliners		Total
	Jet	T/P	Piston **	Turbine	Piston	Jet	T/P	ALL
In-Operation Fleet	22,400	15,731	5,859	22,637	9,833	29,690	7,670	113,820
For Sale	2,166	1,070	668	1,270	550	265	335	6,324
% of Fleet For Sale 2019	9.7%	6.8%	11.4%	5.6%	5.6%	0.9%	4.4%	5.6%
% of Fleet For Sale 2018	9.0%	6.7%	10.7%	5.7%	5.9%	1.1%	5.1%	5.5%
Change - % For Sale	0.7 pt	0.1 pt	0.7 pt	(-0.1) pt	(-0.3) pt	(-0.2) pt	(-0.7) pt	0.1 pt.
January to December 2019								
Full Sale Transactions *	2,496	1,282	555	1,386	891	1,752	442	8,804
Average Days on Market	273	280	298	516	338	532	510	392
Y-T-D January to December 2019 vs 2018								
% Change - Sale Transactions	-14.5%	-11.2%	-13.8%	-6.5%	-2.0%	-14.3%	-17.4%	-11.8%
Change - Avg. Days on Market	-13	-1	15	-2	14	-23	27	2

Source: JETNET; \* Full Sale Transactions and Leases; \*\* Note: JETNET does not cover all piston aircraft inventory or sales.

- MORE -



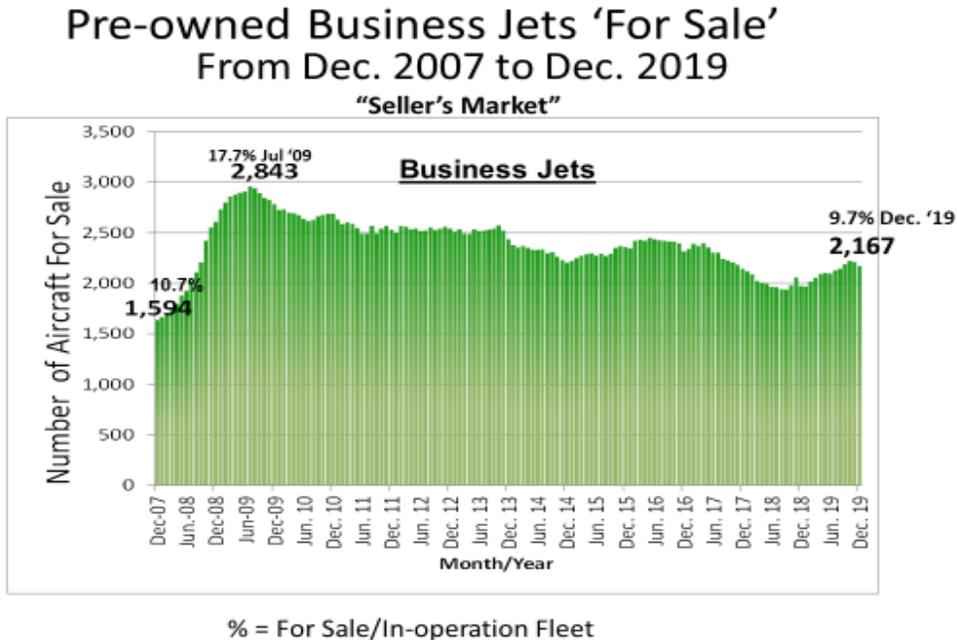
101 First Street | Utica, NY 13501  
1.800.553.8638 | +41 (0) 43.243.7056  
jetnet.com

Page 2/JETNET Releases December 2019 and the Year 2019 Pre-Owned Business Jet, Business Turboprop, Piston, Helicopter, and Commercial Airliner Market Information  
Date: February 11, 2020

As the business jet market has finally broken below the 10 percent threshold of inventory for sale for two years now, a period of transition is now in play, wherein the pendulum continues to swing in favor from the buyer to the seller. Today the market of available aircraft generally continues to shrink, and still many models exhibit the soft pricing brought on by the diminishment of residual values that completely dominated the post-recession years.

**Chart A** illustrates that the “For Sale” inventory of business jets has decreased steadily from a high point in July 2009 (2,938) to 2,167 jets in December 2019. That’s a reduction in the percentage of the in-service fleet from 17.7 percent in July 2009 to 9.7 percent now. This is a positive sign, as the inventory “For Sale” has remained below the 10 percent line, albeit slowly. However, the inventory level registered above the 2,000 mark for 11 out of the 12 months of 2019.

**Chart A: Pre-Owned Business Jets For-Sale – December 2007 through December 2019**



Source: JETNET Evolution STAR reports; Analysis and presentation by Chase & Associates

**>> KNOW MORE.**



– MORE –

Page 3/JETNET Releases December 2019 and the Year 2019 Pre-Owned Business Jet, Business Turboprop, Piston, Helicopter, and Commercial Airliner Market Information  
 Date: February 11, 2020

**Table B** shows the Pre-owned Business Jet Retail Transactions (Whole & Leases) comparing 2019 and 2018 by Age grouping. There were 422, or 14.5% fewer Pre-owned Business Jets sold in 2019 compared to 2018.

Two observations are:

- The age groups 0 to 20 years saw double digit percentage declines of 20% or greater reflecting significantly fewer sold transactions in 2019.
- The age group over 41 saw a 19% increase in pre-owned transactions in 2019.

**Table B: Pre-owned Age Group Comparison 2019 and 2018 Retail Sale Transactions**

Year Manufactured	WHOLE AND LEASE TRANSACTIONS				% of 2019 Total
	2018	2019	Change	% Change	
0 to 5 yrs.	237	177	-60	-25%	7%
6 to 10 yrs.	486	367	-119	-24%	15%
11 to 15 yrs.	701	559	-142	-20%	22%
16 to 20 yrs.	514	408	-106	-21%	16%
21 to 30 yrs.	476	480	4	1%	19%
31 to 40 yrs.	392	372	-20	-5%	15%
Over 41 yrs.	112	133	21	19%	5%
<b>TOTAL Pre-owned</b>	<b>2,918</b>	<b>2,496</b>	<b>-422</b>	<b>-14.5%</b>	<b>100%</b>
Source: JETNET					

**Chart B** displays the 12-Month moving average for full retail transactions from December 2011 to December 2019 for business jets.

From December 2011, used business jet transactions steadily increased until June 2016 at 2,725. Then there was a sudden drop to 2,534 transactions in December 2016. From this point on, the used business jet market segment has shown a sharp recovery through December 2018 (2,918). Following this peak, however, transactions took a sharp decline to 2,496 in December 2019. This is a new low below the lowest point recorded three years earlier in December 2016 at 2,534.

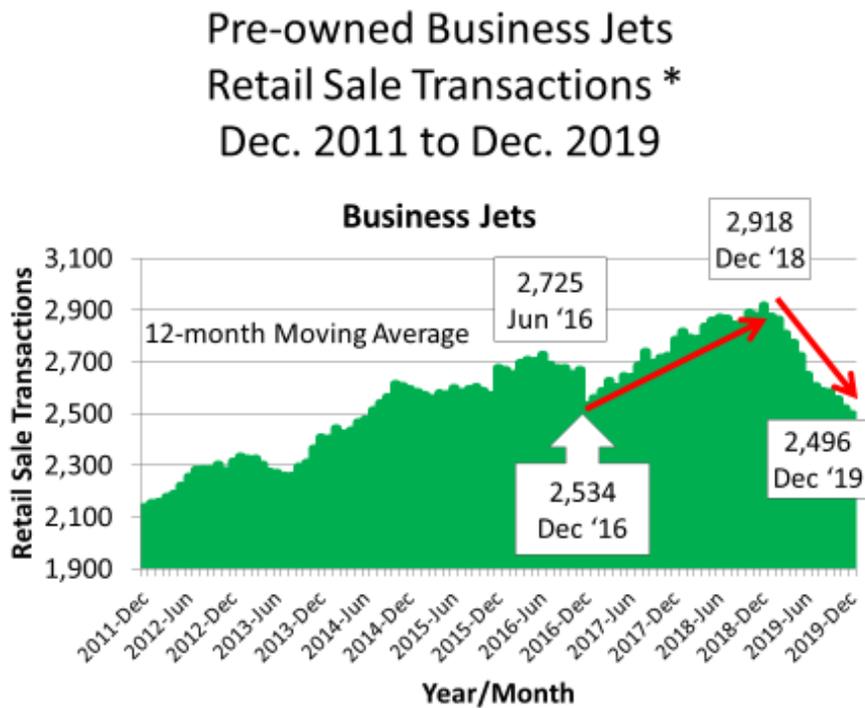
– MORE –



101 First Street | Utica, NY 13501  
1.800.553.8638 | +41 (0) 43.243.7056  
jetnet.com

Page 4/JETNET Releases December 2019 and the Year 2019 Pre-Owned Business Jet, Business Turboprop, Piston, Helicopter, and Commercial Airliner Market Information  
Date: February 11, 2020

**Chart B: Used Business Jet Transactions – December 2011 through December 2019**



Source: JETNET; Analysis & Presentation by Chase & Associates

\* Wholesale and Lease Transactions

– MORE –

➤➤ KNOW MORE.



101 First Street | Utica, NY 13501  
 1.800.553.8638 | +41 (0) 43.243.7056  
 jetnet.com

Page 5/JETNET Releases December 2019 and the Year 2019 Pre-Owned Business Jet, Business Turboprop, Piston, Helicopter, and Commercial Airliner Market Information  
 Date: February 11, 2020

**Table C** shows the pre-owned transaction comparison of 2019 and 2018 by aircraft size. Two groups showed increases – Personal Jet and Airline business jet. The remaining 8 groups all showed large declines.

Aircraft Size	2018	2019	Change	% Change	Models *
<b>Personal Jet</b>	<b>6</b>	<b>14</b>	<b>8</b>	<b>133.3%</b>	Cirrus Vision SF-50
<b>Airline Business Jet</b>	<b>16</b>	<b>21</b>	<b>5</b>	<b>31.3%</b>	ACJ, BBJ and Lineage 1000
<b>Super Light</b>	<b>144</b>	<b>99</b>	<b>-45</b>	<b>-31.3%</b>	Citation Excel, XLS and +, Hawker 750, Learjet 75
<b>Large Ultra LR</b>	<b>178</b>	<b>132</b>	<b>-46</b>	<b>-25.8%</b>	Gulfstream G550,G650, G650ER, Falcon 8X, Global Express, XRS, and G6000
<b>Super Mid-Size</b>	<b>280</b>	<b>224</b>	<b>-56</b>	<b>-20.0%</b>	Challenger 300 and 350, Citation X, Legacy 600, Falcon 50 series, Gulfstream 200 and 280, Hawker 4000
<b>Large</b>	<b>319</b>	<b>263</b>	<b>-56</b>	<b>-17.6%</b>	Challenger 600 series, Legacy 600 and 650, Falcon 2000 series, Gulfstream G-II, G-III
<b>Large LR</b>	<b>323</b>	<b>269</b>	<b>-54</b>	<b>-16.7%</b>	Falcon 900 series, 7X, Global 5000, Gulfstream IV and IV-SP
<b>Very Light</b>	<b>472</b>	<b>412</b>	<b>-60</b>	<b>-12.7%</b>	Citation CJ1 and +, CJ2 and +, Mustang, M2, I, I/SP, 500, 525, Eclipse 500 and 550, Phenom 100 and 100E, HondaJet, Premier I and IA
<b>Mid-Size</b>	<b>509</b>	<b>443</b>	<b>-66</b>	<b>-13.0%</b>	Astra series, Citation III, Latitude, Sovereign and +, VI, VII, Legacy 450, Gulfstream 100, 150, Hawker series 800 and 900, Learjet 55 and 60, Westwind
<b>Light</b>	<b>671</b>	<b>619</b>	<b>-52</b>	<b>-7.7%</b>	BJ 400, 400A, Citation Bravo, CJ3, 3+, 4, Encore and +, II, II/SP, S/II, Ultra, Phenom 300, Diamond 1A, Falcon 10, 100, Hawker 400XP, Learjet series 24B
<b>TOTAL PRE-OWNED</b>	<b>2,918</b>	<b>2,496</b>	<b>-422</b>	<b>-14.5%</b>	

Source: JETNET; \* Models listed based on 2019 Transactions



101 First Street | Utica, NY 13501  
1.800.553.8638 | +41 (0) 43.243.7056  
jetnet.com

– MORE –

Page 6/JETNET Releases December 2019 and the Year 2019 Pre-Owned Business Jet, Business Turboprop, Piston, Helicopter, and Commercial Airliner Market Information  
Date: February 11, 2020

**Special note:** The Personal Jet category is new and today has but one participant - the Cirrus Jet launched just 4 years ago and having experienced exponential growth in new deliveries over that last 3 years. The Cirrus Vision SF-50 is the first jet of any kind to come with a whole aircraft ballistic parachute. It is also considered the first civilian single-engine jet to achieve certification with the FAA.

### Summary

The recovery in business aviation during the post-recession period has been with mixed results, with poor overall aircraft residual values that continue to be problematic. Now that 2020 is here, we hope the U.S. pre-owned market, along with improvements in the world economy, will continue to push more new aircraft purchases. As for now, the pre-owned market is in a seller's market environment, with Pre-Owned For-Sale inventories running at 9.7%.

As the leading provider of aviation market information, JETNET delivers the most comprehensive and reliable business aircraft research to its exclusive clientele of aviation professionals worldwide. JETNET is the ultimate source for information and intelligence on the worldwide business, commercial, and helicopter aircraft fleet and marketplace, comprised of more than 110,000 airframes. Headquartered in its state-of-the-art facility in Utica, NY, JETNET offers comprehensive, user-friendly aircraft data via real-time internet access or regular updates.

For more information on JETNET LLC log on to [jetnet.com](http://jetnet.com) or contact Michael Chase, Director, Special Projects at 214.226.9882 or [mike@jetnet.com](mailto:mike@jetnet.com); Paul Cardarelli, JETNET Vice President of Sales, at 800.553.8638 (USA) or [paul@jetnet.com](mailto:paul@jetnet.com); Mike Foye, JETNET Director of Marketing, at 1.315.797.4420 ext. 223 or [mfoye@jetnet.com](mailto:mfoye@jetnet.com); International inquiries, contact Karim Derbala, JETNET Managing Director of Global Sales, at +41 (0) 43.243.7056 or [karim@jetnet.com](mailto:karim@jetnet.com).

####

»» KNOW MORE.