



*Proven Professionals. Trusted Partners.*

# Textron Aviation Hawker Mid-Size Jets

## Market Briefing

Spring 2018



### INSIDE THIS EDITION

- ✈ Marketplace Overview
- ✈ Market Summaries
  - ✈ Hawker 750
  - ✈ Hawker 800A
  - ✈ Hawker 800XP
  - ✈ Hawker 850XP
  - ✈ Hawker 900XP
  - ✈ Hawker 4000
- ✈ JetPak Aircraft Valuation
- ✈ About Holstein Aviation

## Marketplace Overview

### SPRING 2018

► During the preceding 12-month period (March 31st to the following April 1st), business jet transactions closed faster than the previous two years, lowering by six days. Turboprops sold five days quicker, but the time to sell still will need to drop an additional 10 days to match the time required for a sale two years ago.

Days On Market	2018	2017	2016
Jets	419	425	425
Turboprops	469	474	459

► Both new jet and new turboprop sales declined during the past three years as manufacturers delivered 39 fewer jets and 12 less turboprops in the most recent 12-month period. Used jets (-145) and used turboprops (-36) changed hands less often the past two years.

Transactions	2018	2017	2016
New Jets	588	627	659
Used Jets	3,268	3,257	3,413
New Turboprops	325	337	349
Used Turboprops	1,605	1,650	1,641

► There were 350 fewer jets that could be purchased as of April 1st versus that date one year ago. Turboprops recorded a decline of 106 less aircraft for sale.

Number For Sale	2018	2017	2016
Jets	2,025	2,375	2,433
Turboprops	1,076	1,182	1,260

### ► Percent For Sale

The largest increase in available aircraft was logged by the Lear 40, with a 100 percent gain. The greatest decline in aircraft for sale was an 81 percent drop for the Falcon 2000LX.

### ► Average Asking Price

Twenty-three models (seven more than before) had Average Asking Prices increase, two had no change, and 65 experienced declines in Market Value (four less than previously). The greatest growth was recorded by the Lear 45XR at 37.1 percent, while the Lear 40 logged the largest percent drop at 40.2.

Aircraft availability and Market Value moved in opposite directions on 30 models. Fifty-one others had the number of aircraft for sale and Average Asking Price move either up or down together. The remaining nine experienced no change in how many were available, but had increases or decreases in Average Asking Price, or availability movement without Market Value change.

Scroll down for Market Briefing Summaries

# Market Briefing Summaries (April 2017 – March 2018)

## Synopsis

### Despite Decreased Availability Hawker Mid-Size Jet Market Values Drop.

A drop of 29 (-18.%) aircraft that could be purchased failed to prevent a Hawker mid-size jets Average Asking Prices decline (-3.3%).

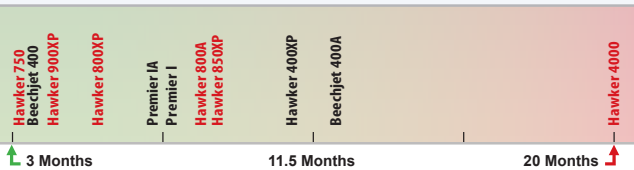
The 4000 had one (+11.0%) additional aircraft available and the 850XP logged two (+15.0%) more aircraft on the Market.

Market Values increased for the 900XP (+21.8%) and the 800A (+7.7%).

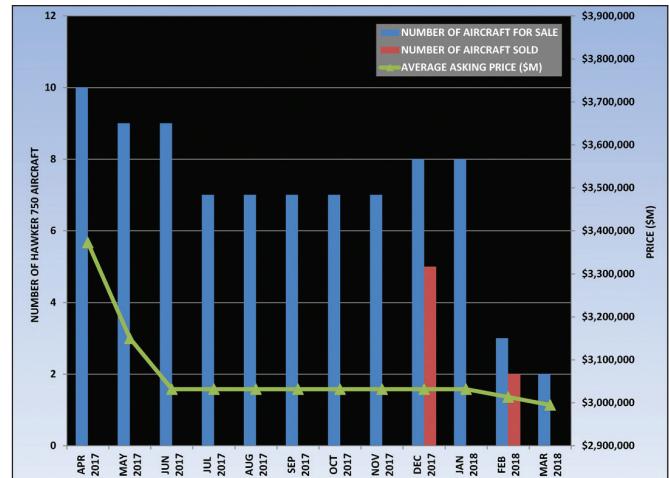
All OEMs experienced Market Value decreases while the Single Engine Turbo Prop segment logged a higher (+2.0%) Average Asking Price. The results, in order, were Embraer (-3.3%), Textron Aviation (-4.8%), Bombardier (-7.1%), Dassault Aviation (-7.4%), and Gulfstream (-11.4%).

Embraer (-43.0%) logged the largest percentage decrease in available aircraft, followed, in order, by Dassault Aviation (21.0%), Single Engine Turboprops (-16.0%), Textron Aviation (-14.0%), Gulfstream (-13.0%), and Bombardier (-8.0%).

TEXTRON AVIATION BEECH / HAWKER INVENTORY ABSORPTION RATE (In Months)

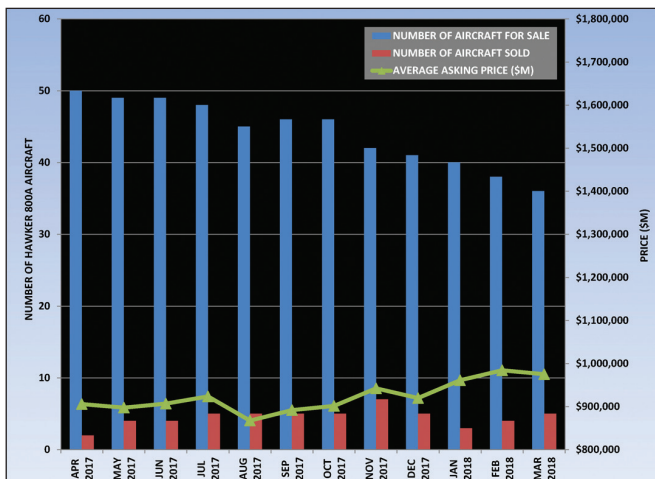


## Hawker 750



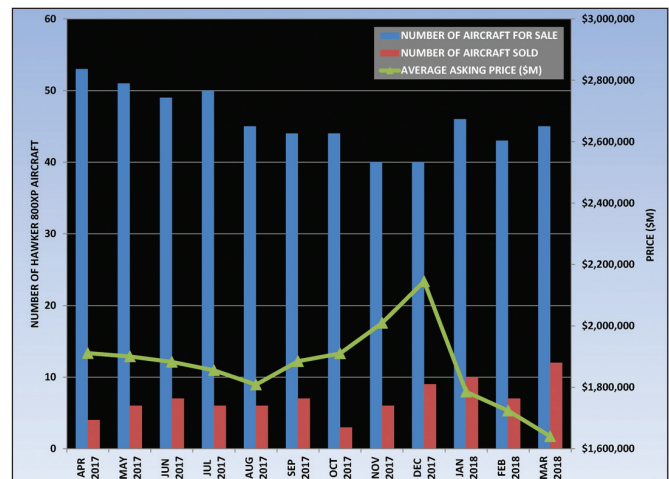
- Aircraft For Sale: **2**
- Fleet Availability: **4.2%**
- -80% from 10 Aircraft
- Avg. Model Year: **2009**
- United States: **2** to 1
- Avg. Total Time: **1,710 Hrs.**
- International: **8** to 1
- Avg. Asking Price: **\$2,995,000**
- Fleet Size: **48**
- **\$377,500 (-11.2%)**
- Inventory Absorption Rate: **3.4 Months** at current availability

## Hawker 800A



- Aircraft For Sale: **36**
- Fleet Availability: **17.3%**
- -28% from 50 Aircraft
- Avg. Model Year: **1990**
- United States: **40** to 29
- Avg. Total Time: **8,647 Hrs.**
- International: **10** to 7
- Avg. Asking Price: **\$975,112**
- Fleet Size: **208**
- **\$69,340 (+7.7%)**
- Inventory Absorption Rate: **8.0 Months** at current availability

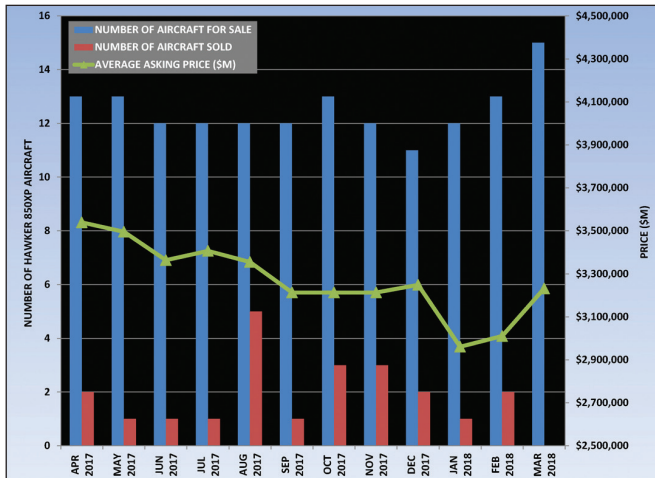
## Hawker 800XP



- Aircraft For Sale: **45**
- Fleet Availability: **10.8%**
- -15% from 53 Aircraft
- Avg. Model Year: **2000**
- United States: **36** to 37
- Avg. Total Time: **7,215 Hrs.**
- International: **17** to 8
- Avg. Asking Price: **\$1,640,560**
- Fleet Size: **417**
- **\$270,955 (-14.2%)**
- Inventory Absorption Rate: **6.5 Months** at current availability

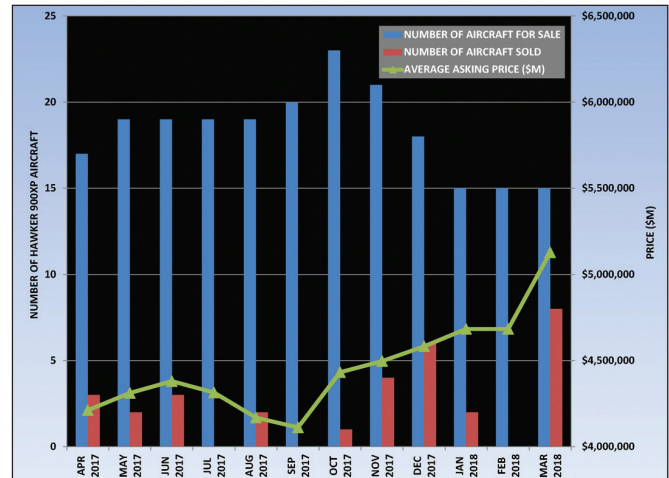
# Market Briefing Summaries (April 2017 – March 2018)

## Hawker 850XP



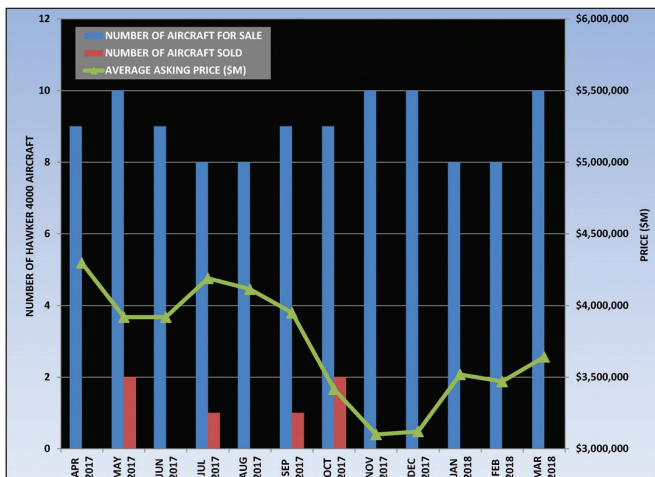
- ✈ Aircraft For Sale: **15**
  - ↑ +15% from 13 Aircraft
  - ✈ United States: ↔ 7 to 7
  - ✈ International: ↑ 6 to 8
  - ✈ Fleet Size: **99**
  - ✈ Inventory Absorption Rate: **8.2 Months** at current availability
- ✈ Fleet Availability: **15.2%**
  - ✈ Avg. Model Year: **2007**
  - ✈ Avg. Total Time: **3,514 Hrs.**
  - ✈ Avg. Asking Price: **\$3,231,667**
  - ↓ \$307,619 (-8.7%)

## Hawker 900XP



- ✈ Aircraft For Sale: **15**
  - ↓ -12% from 17 Aircraft
  - ✈ United States: ↓ 10 to 9
  - ✈ International: ↓ 7 to 6
  - ✈ Fleet Size: **182**
  - ✈ Inventory Absorption Rate: **5.8 Months** at current availability
- ✈ Fleet Availability: **8.2%**
  - ✈ Avg. Model Year: **2010**
  - ✈ Avg. Total Time: **2,372 Hrs.**
  - ✈ Avg. Asking Price: **\$5,127,714**
  - ↑ \$916,285 (+21.8%)

## Hawker 4000



- ✈ Aircraft For Sale: **10**
  - ↑ +11% from 9 Aircraft
  - ✈ United States: ↑ 5 to 6
  - ✈ International: ↔ 4 to 4
  - ✈ Fleet Size: **69**
  - ✈ Inventory Absorption Rate: **20.0 Months** at current availability
- ✈ Fleet Availability: **14.5%**
  - ✈ Avg. Model Year: **2010**
  - ✈ Avg. Total Time: **1,874 Hrs.**
  - ✈ Avg. Asking Price: **\$3,640,833**
  - ↓ \$656,167 (-15.3%)



# HOLSTEIN Aviation™

## JetPak Market Valuation MAKE AND MODEL SPECIFIC



Market information is a critical component of any aircraft transaction. Therefore, it only makes sense to begin the process — as either buyer or seller — with accurate and up-to-date knowledge regarding your current make and model aircraft, or the business jet or turboprop you wish to acquire.

The Holstein Aviation JetPak Aircraft Valuation provides you with a marketplace overview accompanied by data on specified aircraft, all at no cost or obligation to you!

### JetPak Features

- ▶ Price range
- ▶ Number available
- ▶ Average days on market
- ▶ Sales and pricing trends
- ▶ Market Activity



Contact Holstein Aviation  
To Request Your  
Free JetPak  
+1 (317) 815-9403  
Info@HolsteinAviation.com

## Put Knowledge and Experience To Work For You

Corporate, private and governmental clients worldwide rely on the Holstein Aviation team to bring the utmost in capability and expertise to bear on their behalf. If you are selling a business jet or turboprop, look to us to obtain the highest reasonable price. When you need to acquire a business aircraft, we know how to ensure that you receive the most value for your money.

By partnering with Holstein Aviation, whose team member backgrounds and experience span the entrepreneurial to the Fortune 500, you instantly accrue the product and market knowledge, positive performance and enviable industry reputation capability that has been gained through:

- ▶ 300 years of total experience
- ▶ 66,000 combined flight hours
- ▶ 4,700 transactions
- ▶ \$10 billion in revenue

### Call on Holstein Aviation to:

- ✓ Buy a Business Aircraft
- ✓ Sell Your Aircraft or Fleet
- ✓ Lease a Jet or Turboprop
- ✓ Obtain Supplemental Lift
- ✓ Recruit / Outplace
- ✓ Consult / Analyze / Plan

## GLOBAL BROKERAGE PERFORMANCE **TWICE AS FAST**

Holstein Aviation continues to sell business jets and turboprops  
60% quicker than the market average!

Holstein Aviation, Inc.  
4000 West 106th Street, Suite 160  
Carmel, IN 46032 USA

Call +1 (317) 815-9403  
1 (877) 530-JETS (5387) US toll free  
or e-mail Info@HolsteinAviation.com  
for answers, assistance and assurance.



*Proven Professionals. Trusted Partners.*