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# Textron Aviation Beech / Hawker Light Jets Market Briefing

Fall 2017



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## Marketplace Overview

### SUMMER 2017

The trend since 2015 of business jet transactions closing more quickly, for the most part, has continued, with six fewer days required than this past Spring. Turboprops recorded a slight increase in selling time of only three days over the same period.

Days On Market	2017	2016	2015
Jets	422	421	457
Turboprops	480	468	496

While the number of transactions declined from 2015 to this past Spring, there has been a noticeable uptick during the past half year. Jet sales increased by 120 and turboprops rose by 73.

Transactions	2017	2016	2015
New Jets	120	159	160
Used Jets	796	790	826
New Turboprops	70	92	92
Used Turboprops	360	417	380

The worldwide inventory of pre-owned aircraft is at the lowest level since 2008, with approximately 10.5 percent of the fleet for sale. There were five percent fewer aircraft on the market this past July versus that same month last year.

Number For Sale	2017	2016	2015
Jets	2,244	2,425	2,276
Turboprops	1,144	1,223	1,168

### Percent For Sale

Quest KODIAK 100 experienced the largest increase in aircraft for sale at 122 percent. Gulfstream G280 logged the greatest drop in available aircraft with an 83 percent decrease.

### Average Asking Price

Greatest growth in market value was logged by the Lear 40 at 39.7 percent. At the other end of the spectrum was the Legacy 650, which dropped 37.4 percent. Sixteen models recorded Average Asking Price rises, one had no change, and 69 declined.

Nine fewer models (33) exhibited generally-accepted economic supply and demand theory than this past Spring when 42 of the tracked aircraft reacted in accordance with historic behavior. Fifty models saw availability and market value move in the same direction while the remaining three had no change in one parameter, but experienced a variation in the other.

*Scroll down for Market Briefing Summaries*

# Market Briefing Summaries (September 2016 – August 2017)

## Synopsis

### Beech / Hawker Jets Market Value Declines As Availability Increases.

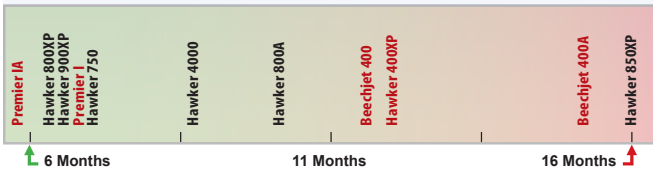
All five Beech / Hawker light jet models experienced Average Asking Price declines, averaging 18.3 percent for the group. Largest decrease was the Beech Premier IA (-23.1%), with smallest the Hawker 400XP (-9.7%).

Except for the Beech Premier IA, with six (-32.0%) fewer aircraft available, the number available for the other four models increased. Largest growth was 19 (+46.0%) Beech 400A models while the Beech Premier I (+7.0%) and Beech 400 (+14.0%) each had one additional aircraft on the market.

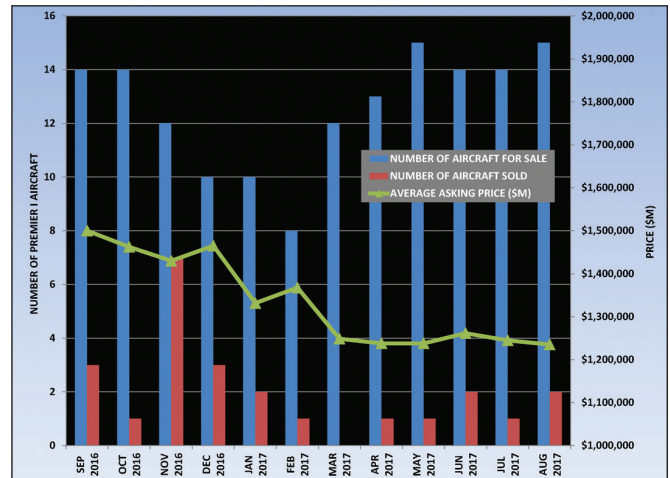
Beech / Hawker very light and light jets fared better than Hawker mid-size jets as none of those models tracked in this publication logged a market value increase.

Taken together as Textron Aviation, Cessna Citation, Hawker, Beechcraft, and Beech / Hawker ended up with the third best market value change (-8.0%) behind Dassault Aviation Falcon Jets (-5.4%) and Single Engine Turboprops (-2.3%).

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

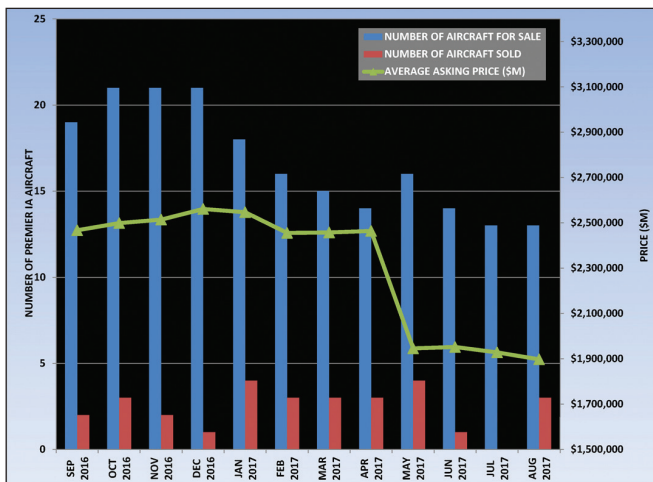


## Beech Premier I



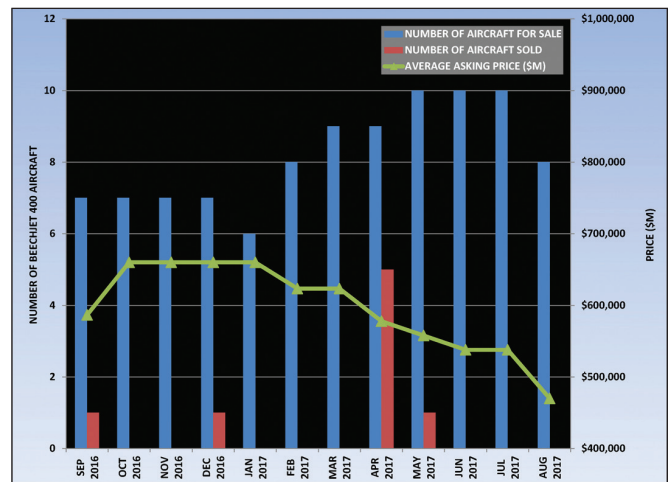
- ➔ Aircraft For Sale: **15**  
  - ➡ +7% from 14 Aircraft
  - ➡ United States: ➡ 8 to 9
  - ➡ International: ↔ 6 to 6
- ➔ Fleet Size: **122**
- ➔ Inventory Absorption Rate: **7.5 Months** at current availability
- ➔ Fleet Availability: **12.3%**
- ➔ Avg. Model Year: **2003**
- ➔ Avg. Total Time: **2,615 Hrs.**
- ➔ Avg. Asking Price: **\$1,234,983**  
  - ➡ \$265,017 (-17.7%)

## Beech Premier IA



- ➔ Aircraft For Sale: **13**  
  - ➡ -32% from 19 Aircraft
  - ➡ United States: ➡ 13 to 26
  - ➡ International: ➡ 6 to 7
- ➔ Fleet Size: **156**
- ➔ Inventory Absorption Rate: **5.4 Months** at current availability
- ➔ Fleet Availability: **8.3%**
- ➔ Avg. Model Year: **2008**
- ➔ Avg. Total Time: **2,257 Hrs.**
- ➔ Avg. Asking Price: **\$1,897,500**  
  - ➡ \$569,773 (-23.1%)

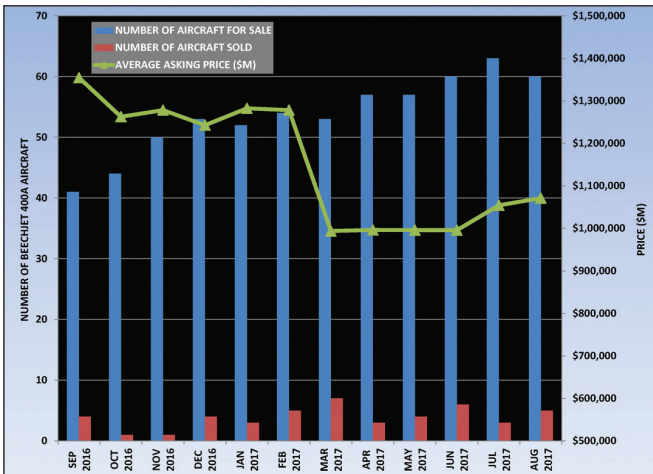
## Beechjet 400



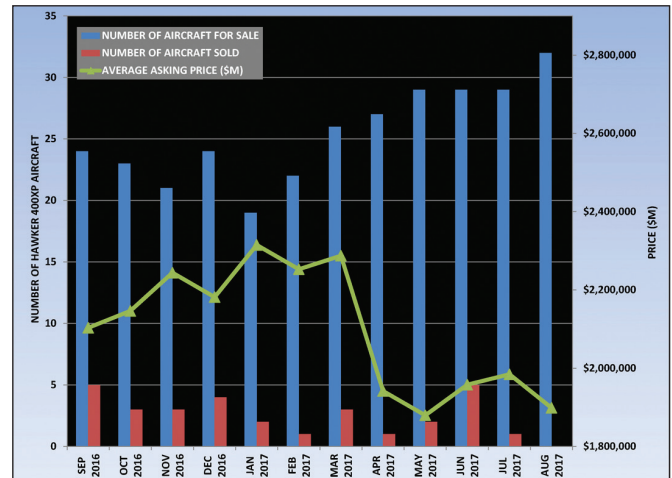
- ➔ Aircraft For Sale: **8**  
  - ➡ +14% from 7 Aircraft
  - ➡ United States: ↔ 7 to 7
  - ➡ International: ➡ 0 to 1
- ➔ Fleet Size: **47**
- ➔ Inventory Absorption Rate: **12.0 Months** at current availability
- ➔ Fleet Availability: **17.0%**
- ➔ Avg. Model Year: **1988**
- ➔ Avg. Total Time: **6,917 Hrs.**
- ➔ Avg. Asking Price: **\$470,000**  
  - ➡ \$116,667 (-19.9%)

# Market Briefing Summaries (September 2016 – August 2017)

## Beechjet 400A



## Hawker 400XP



- ✈ Aircraft For Sale: **60**
- ↑ +46% from 41 Aircraft
- ✈ United States: ↑ 22 to 35
- ✈ International: ↑ 19 to 25
- ✈ Fleet Size: **292**
- ✈ Inventory Absorption Rate: **15.7 Months** at current availability
- ✈ Fleet Availability: **20.6%**
- ✈ Avg. Model Year: **1997**
- ✈ Avg. Total Time: **6,011 Hrs.**
- ✈ Avg. Asking Price: **\$1,071,313**
- ↓ \$283,055 (-20.9%)

- ✈ Aircraft For Sale: **32**
- ↑ +33% from 24 Aircraft
- ✈ United States: ↑ 12 to 20
- ✈ International: ↔ 12 to 12
- ✈ Fleet Size: **223**
- ✈ Inventory Absorption Rate: **12.8 Months** at current availability
- ✈ Fleet Availability: **14.4%**
- ✈ Avg. Model Year: **2006**
- ✈ Avg. Total Time: **3,086 Hrs.**
- ✈ Avg. Asking Price: **\$1,898,735**
- ↓ \$204,473 (-9.7%)



# 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



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- ▶ 66,000 combined flight hours
- ▶ 4,700 transactions
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