



Proven Professionals. Trusted Partners.

Embraer VLJ & Light Jets Market Briefing

Fall 2018

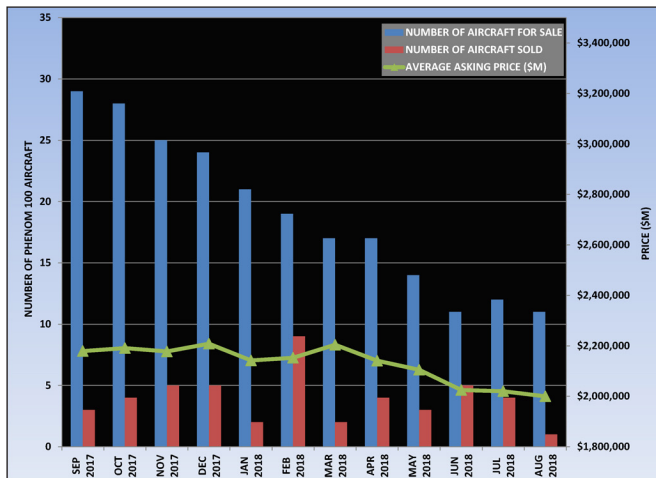


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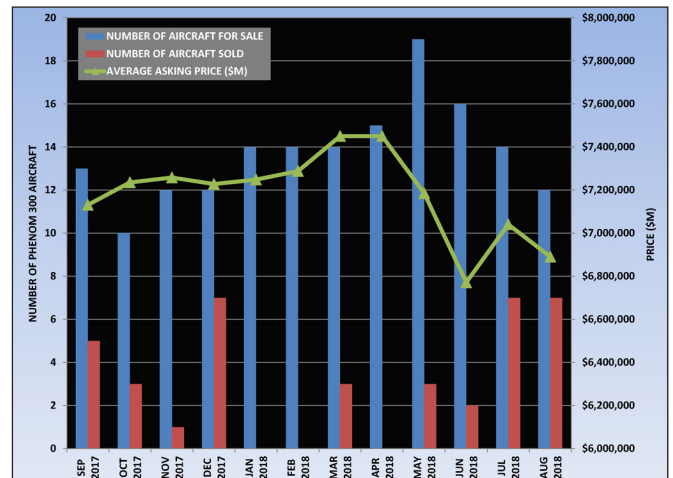
Market Briefing Summaries (September 2017 – August 2018)

Embraer Phenom 100



- ✈ Aircraft For Sale: **11**
 ↓ -62% from 29 Aircraft
- ✈ United States: ↓ 15 to 4
- ✈ International: ↓ 14 to 7
- ✈ Fleet Size: **297**
- ✈ Inventory Absorption Rate: **2.8 Months** at current availability
- ✈ Fleet Availability: **3.7%**
- ✈ Avg. Model Year: **2010**
- ✈ Avg. Total Time: **1,591 Hrs.**
- ✈ Avg. Asking Price: **\$2,000,000**
 ↓ \$178,846 (-8.2%)

Embraer Phenom 300



- ✈ Aircraft For Sale: **12**
 ↓ -8% from 13 Aircraft
- ✈ United States: ↑ 3 to 8
- ✈ International: ↓ 10 to 4
- ✈ Fleet Size: **446**
- ✈ Inventory Absorption Rate: **3.8 Months** at current availability
- ✈ Fleet Availability: **2.7%**
- ✈ Avg. Model Year: **2014**
- ✈ Avg. Total Time: **1,001 Hrs.**
- ✈ Avg. Asking Price: **\$6,890,000**
 ↓ \$241,250 (-3.4%)



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
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**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!



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