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Embraer Mid-Size & Large Jets

Market Briefing

Spring 2018



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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

Legacy Market Values Decline Despite Large Availability Decrease.

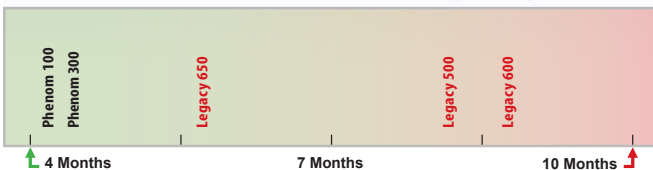
Average Asking Prices dropped on all three of the Embraer mid-size and large jet models. The 500 (-1.7%) was followed by the 600 (-5.3%) and then the 650 (-8.5%).

Aircraft for sale lowered on two of the three models in this product grouping. The 500 had no change (0.0%), while the 600 logged 13 less (-50.0%) and the 650 recorded a decline of 11 (-73.0%).

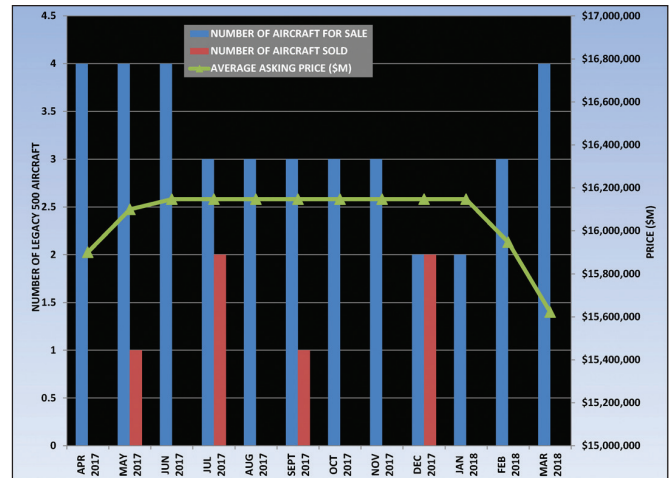
Each model in the entire Embraer fleet, except the Legacy 500, which had no change, saw availability decline. Logging 43.0 percent fewer aircraft for sale, Embraer led all OEMs and product segments. Single Engine Turboprops, Textron Aviation, Gulfstream, and Bombardier finished in that order.

The Embraer fleet dropped 3.3 percent in Market Value, second to the Single Engine Turboprop segment, which had an increase of 2.0 percent. Following, in order, were Textron Aviation, Bombardier, Dassault Aviation, and Gulfstream.

EMBRAER INVENTORY ABSORPTION RATE (In Months)

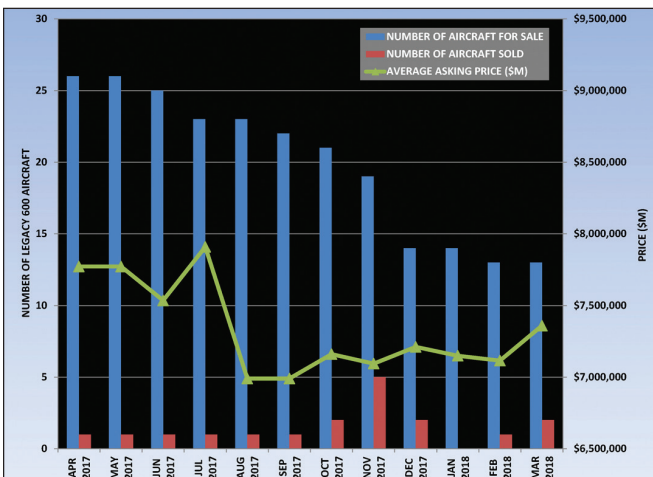


Embraer Legacy 500



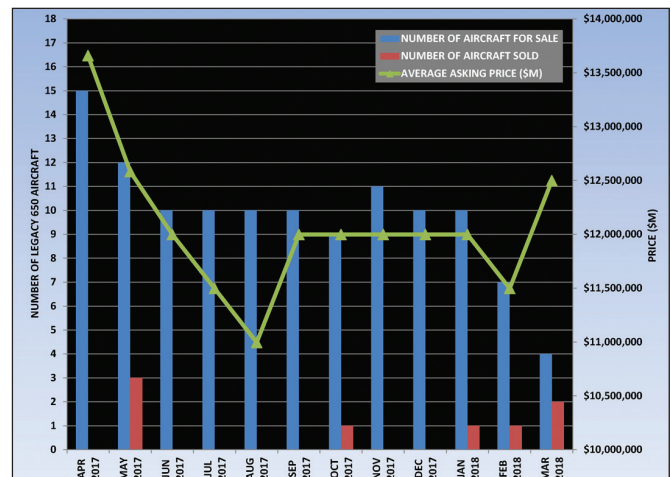
- ➔ Aircraft For Sale: **4**
↔ 0% from 4 Aircraft
- ➔ United States: **3** to 2
- ➔ International: **1** to 2
- ➔ Fleet Size: **64**
- ➔ Inventory Absorption Rate: **8.0 Months** at current availability
- ➔ Fleet Availability: **6.3%**
- ➔ Avg. Model Year: **2015**
- ➔ Avg. Total Time: **855 Hrs.**
- ➔ Avg. Asking Price: **\$15,622,500**
↓ \$277,500 (-1.7%)

Embraer Legacy 600



- ➔ Aircraft For Sale: **13**
↓ -50% from 26 Aircraft
- ➔ United States: **4** to 4
- ➔ International: **22** to 9
- ➔ Fleet Size: **174**
- ➔ Inventory Absorption Rate: **8.7 Months** at current availability
- ➔ Fleet Availability: **7.5%**
- ➔ Avg. Model Year: **2007**
- ➔ Avg. Total Time: **3,462 Hrs.**
- ➔ Avg. Asking Price: **\$7,359,000**
↓ \$413,333 (-5.3%)

Embraer Legacy 650



- ➔ Aircraft For Sale: **4**
↓ -73% from 15 Aircraft
- ➔ United States: **1** to 2
- ➔ International: **14** to 2
- ➔ Fleet Size: **96**
- ➔ Inventory Absorption Rate: **6.0 Months** at current availability
- ➔ Fleet Availability: **4.2%**
- ➔ Avg. Model Year: **2012**
- ➔ Avg. Total Time: **1,965 Hrs.**
- ➔ Avg. Asking Price: **\$12,497,500**
↓ \$1,161,500 (-8.5%)



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!



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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.