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Single Engine Turboprops

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

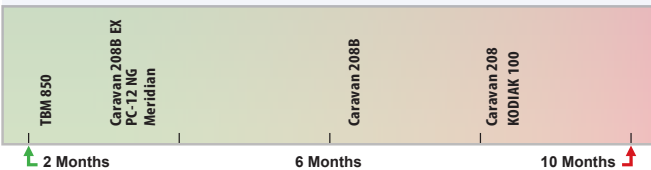
Market Value Increases On Lower Availabilities.

The Average Asking Price for this product segment performed better than all of the OEM fleets as this grouping experienced a two percent increase in Market Value.

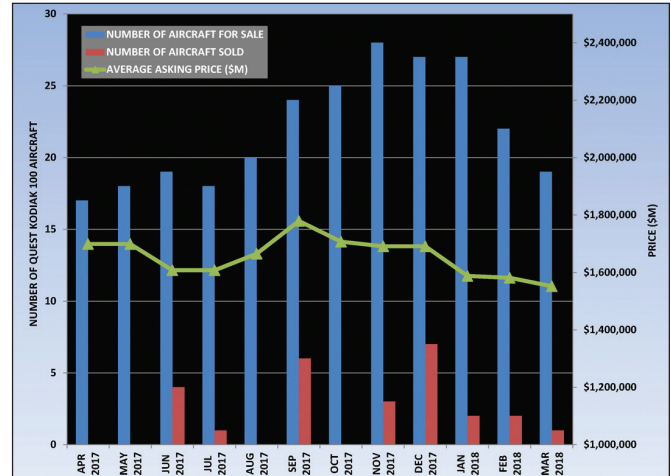
Leading the Average Asking Price rise was the Piper Meridian (+20.7%), followed by the PC-12 NG (+8.1%), and the Cessna Caravan 208B EX (+0.4%). Decreases were logged by the KODIAK 100 (-8.7%), the Cessna Caravan 208 (-6.0%), and the TBM 850 (-0.7%). There was no change for the Cessna Grand Caravan 208B.

Only Embraer (-43.0%) and Dassault Aviation (-21.0%) had greater declines in availability than did the Single Engine Turboprop segment (-16.0%). The Cessna Caravan 208B EX recorded the largest drop in aircraft for sale (-36.0%), while the KODIAK 100 (+12.0%) had the largest increase in aircraft that could be purchased.

SINGLE ENGINE TURBOPROPS INVENTORY ABSORPTION RATE (In Months)

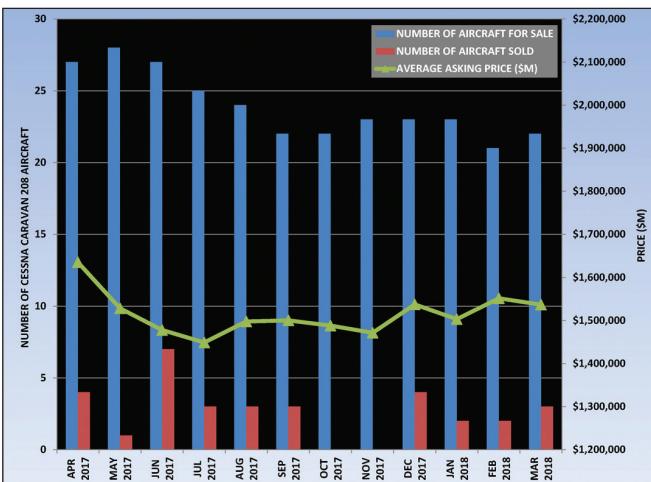


Quest KODIAK 100



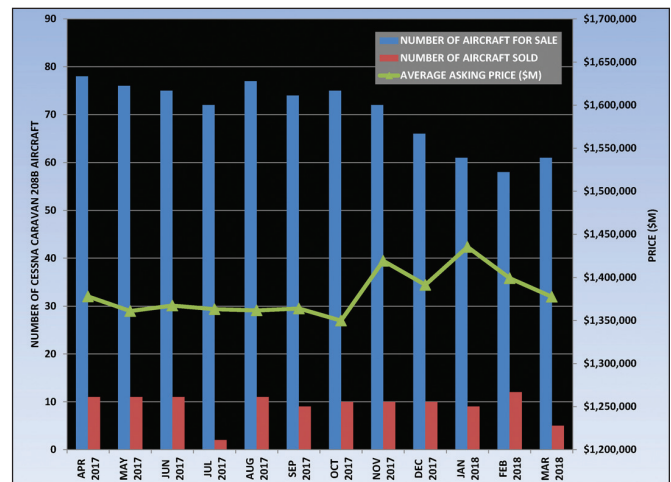
- ✈ Aircraft For Sale: **19**
 - ⬆ +12% from 17 Aircraft
- ✈ United States: ⬆ 12 to 14
- ✈ International: ↔ 5 to 5
- ✈ Fleet Size: **193**
- ✈ Inventory Absorption Rate: **8.8 Months** at current availability
- ✈ Fleet Availability: **9.8%**
- ✈ Avg. Model Year: **2013**
- ✈ Avg. Total Time: **800 Hrs.**
- ✈ Avg. Asking Price: **\$1,551,817**
- ⬇ \$147,183 (-8.7%)

Cessna Caravan 208



- ✈ Aircraft For Sale: **22**
 - ⬇ -19% from 27 Aircraft
- ✈ United States: ⬇ 14 to 9
- ✈ International: ↔ 13 to 13
- ✈ Fleet Size: **467**
- ✈ Inventory Absorption Rate: **8.3 Months** at current availability
- ✈ Fleet Availability: **4.7%**
- ✈ Avg. Model Year: **2002**
- ✈ Avg. Total Time: **3,761 Hrs.**
- ✈ Avg. Asking Price: **\$1,536,786**
- ⬇ \$98,214 (-6.0%)

Cessna Caravan 208B

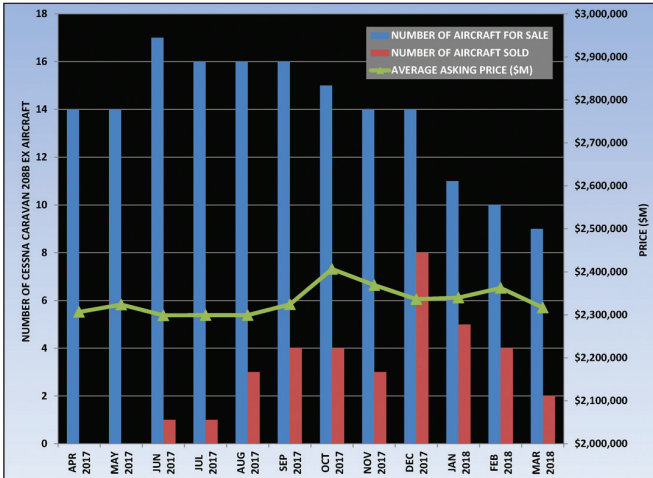


- ✈ Aircraft For Sale: **61**
 - ⬇ -22% from 78 Aircraft
- ✈ United States: ⬇ 32 to 15
- ✈ International: ↔ 46 to 46
- ✈ Fleet Size: **1,584**
- ✈ Inventory Absorption Rate: **6.6 Months** at current availability
- ✈ Fleet Availability: **3.9%**
- ✈ Avg. Model Year: **2003**
- ✈ Avg. Total Time: **7,583 Hrs.**
- ✈ Avg. Asking Price: **\$1,377,518**
- ⬇ \$403 (0.0%)

Market Briefing Summaries

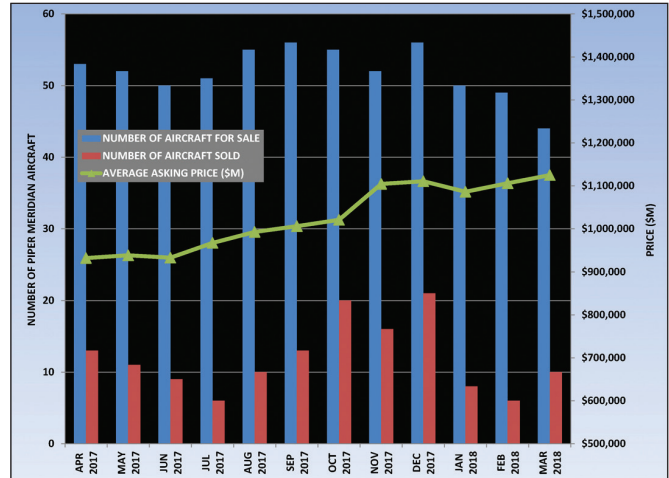
(April 2017 – March 2018)

Cessna Caravan 208B EX



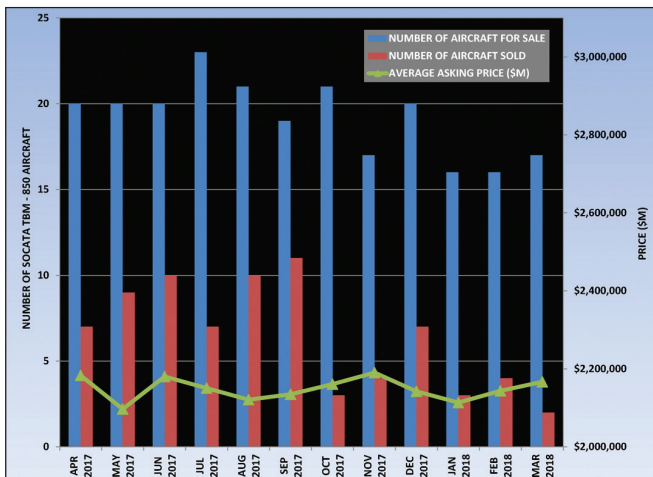
- ➔ Aircraft For Sale: **9**
 - ➔ Fleet Availability: **2.6%**
 - ➔ Avg. Model Year: **2014**
 - ➔ Avg. Total Time: **1,057 Hrs.**
 - ➔ Avg. Asking Price: **\$2,316,667**
 - ➔ Inventory Absorption Rate: **3.1 Months** at current availability
- ↓ -36% from 14 Aircraft
 ➔ United States: ↓ 9 to 4
 ➔ International: ↔ 5 to 5
 ➔ Fleet Size: **353**
 ➔ Inventory Absorption Rate: **3.1 Months** at current availability

Piper Meridian



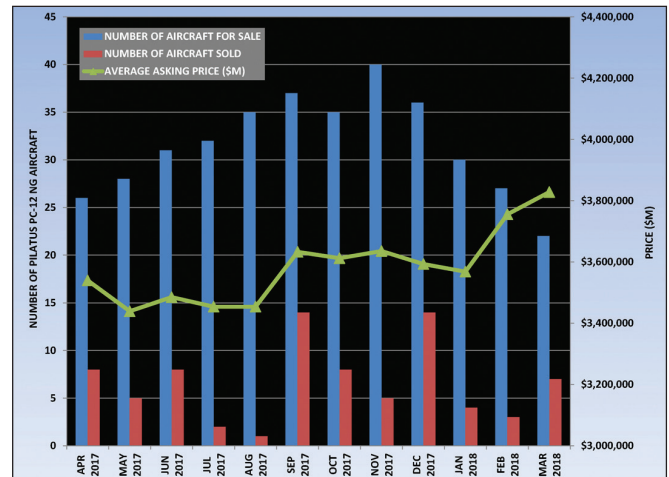
- ➔ Aircraft For Sale: **44**
 - ➔ Fleet Availability: **8.1%**
 - ➔ Avg. Model Year: **2008**
 - ➔ Avg. Total Time: **1,308 Hrs.**
 - ➔ Avg. Asking Price: **\$1,125,060**
 - ➔ Inventory Absorption Rate: **3.7 Months** at current availability
- ↓ -17% from 53 Aircraft
 ➔ United States: ↓ 35 to 31
 ➔ International: ↓ 18 to 13
 ➔ Fleet Size: **546**
 ➔ Inventory Absorption Rate: **3.7 Months** at current availability

Socata TBM 850



- ➔ Aircraft For Sale: **17**
 - ➔ Fleet Availability: **5.2%**
 - ➔ Avg. Model Year: **2010**
 - ➔ Avg. Total Time: **1,128 Hrs.**
 - ➔ Avg. Asking Price: **\$2,166,636**
 - ➔ Inventory Absorption Rate: **2.6 Months** at current availability
- ↓ -15% from 20 Aircraft
 ➔ United States: ↓ 13 to 11
 ➔ International: ↓ 7 to 6
 ➔ Fleet Size: **329**
 ➔ Inventory Absorption Rate: **2.6 Months** at current availability

Pilatus PC-12 NG



- ➔ Aircraft For Sale: **22**
 - ➔ Fleet Availability: **2.9%**
 - ➔ Avg. Model Year: **2012**
 - ➔ Avg. Total Time: **1,555 Hrs.**
 - ➔ Avg. Asking Price: **\$3,828,273**
 - ➔ Inventory Absorption Rate: **3.3 Months** at current availability
- ↓ -15% from 26 Aircraft
 ➔ United States: ↑ 14 to 17
 ➔ International: ↓ 12 to 5
 ➔ Fleet Size: **751**
 ➔ Inventory Absorption Rate: **3.3 Months** at current availability

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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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:

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- ▶ 66,000 combined flight hours
- ▶ 4,700 transactions
- ▶ \$10 billion in revenue

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- ✓ Obtain Supplemental Lift
- ✓ Recruit / Outplace
- ✓ Consult / Analyze / Plan

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