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# Bombardier Challenger Series

## 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

### Decreased Availability Fails To Halt Challenger Market Value Decline.

The Challenger product line incurred a slight drop (-0.3%) in Average Asking Price despite 27 (-11.0%) fewer aircraft being available. The 604 logged 12 less aircraft for sale while the 601-3A only had three more that could be purchased.

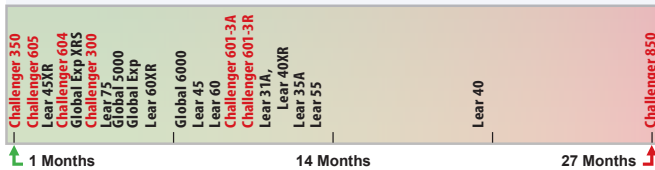
Of the three Bombardier product groupings, Challengers had the smallest decline in Market Value, followed by Learjet (-6.9%) and Global (-19.2%).

Challengers logged a drop of 27 (-11.0%) aircraft for sale, followed by Global with nine (-8.0%) and Learjet at 31 (-3.0%).

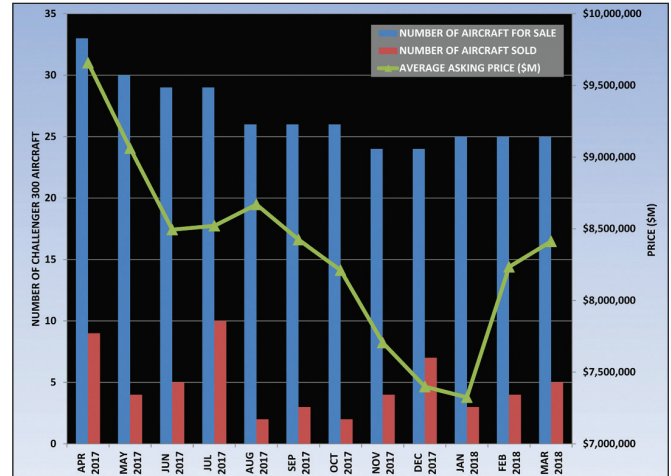
Embraer logged the largest percentage decrease in available aircraft, followed, in order, by Dassault Aviation, Single Engine Turboprops, Textron Aviation, Gulfstream, and Bombardier.

The Single Engine Turboprop segment posted a gain while all OEMs saw their overall Market Values drop.

BOMBARDIER INVENTORY ABSORPTION RATE (In Months)

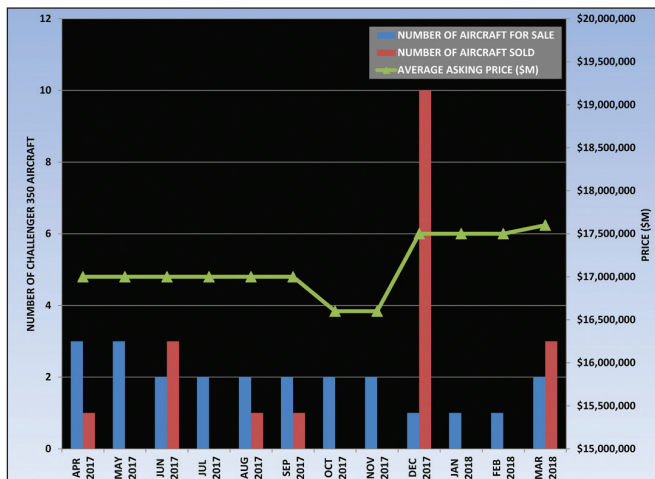


## Bombardier Challenger 300



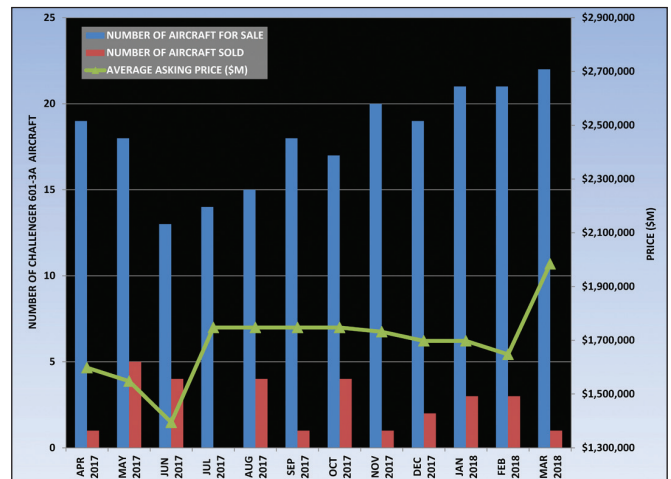
- ➔ Aircraft For Sale: **25**
- ➔ Fleet Availability: **5.5%**
- ➔ -24% from 33 Aircraft
- ➔ Avg. Model Year: **2008**
- ➔ United States: **↑ 12 to 16**
- ➔ Avg. Total Time: **3,721 Hrs.**
- ➔ International: **↓ 21 to 9**
- ➔ Avg. Asking Price: **\$8,412,143**
- ➔ Fleet Size: **454**
- ➔ **↓ \$1,245,130 (-12.9%)**
- ➔ Inventory Absorption Rate: **5.2 Months** at current availability

## Bombardier Challenger 350



- ➔ Aircraft For Sale: **2**
- ➔ Fleet Availability: **0.9%**
- ➔ -33% from 3 Aircraft
- ➔ Avg. Model Year: **2015**
- ➔ United States: **↔ 2 to 2**
- ➔ Avg. Total Time: **1,151 Hrs.**
- ➔ International: **↓ 1 to 0**
- ➔ Avg. Asking Price: **\$17,600,000**
- ➔ Fleet Size: **225**
- ➔ **↑ \$600,000 (+3.5%)**
- ➔ Inventory Absorption Rate: **1.3 Months** at current availability

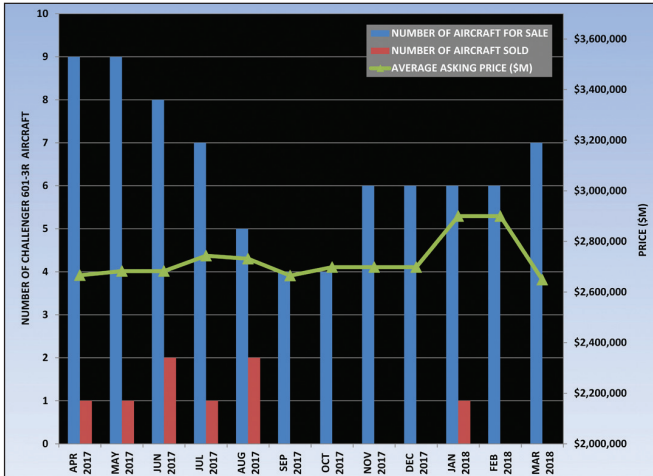
## Bombardier Challenger 601-3A



- ➔ Aircraft For Sale: **22**
- ➔ Fleet Availability: **17.1%**
- ➔ +16% from 19 Aircraft
- ➔ Avg. Model Year: **1990**
- ➔ United States: **↑ 11 to 14**
- ➔ Avg. Total Time: **7,925 Hrs.**
- ➔ International: **↔ 8 to 8**
- ➔ Avg. Asking Price: **\$1,984,286**
- ➔ Fleet Size: **129**
- ➔ **↑ \$386,161 (+24.2%)**
- ➔ Inventory Absorption Rate: **9.1 Months** at current availability

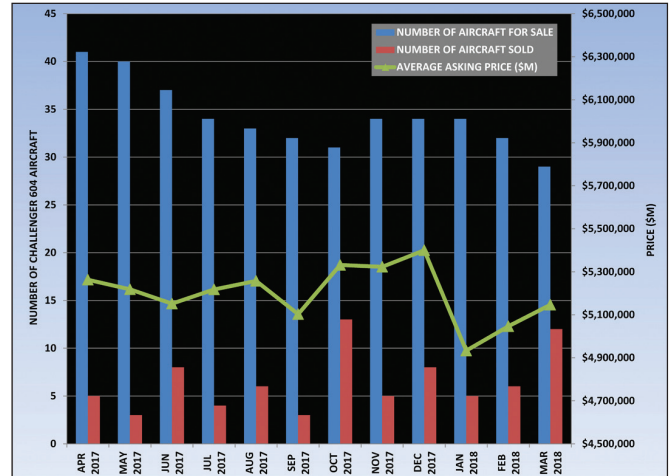
# Market Briefing Summaries (April 2017 – March 2018)

## Bombardier Challenger 601-3R



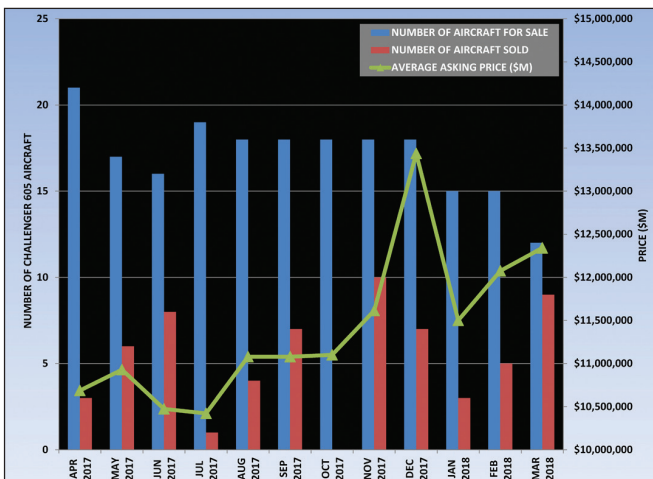
- ✈ Aircraft For Sale: **7**
- ↓ -22% from 9 Aircraft
- ✈ United States: ↓ 7 to 4
- ✈ International: ↑ 2 to 3
- ✈ Fleet Size: **58**
- ✈ Inventory Absorption Rate: **10.5 Months** at current availability
- ✈ Fleet Availability: **12.1%**
- ✈ Avg. Model Year: **1994**
- ✈ Avg. Total Time: **8,271 Hrs.**
- ✈ Avg. Asking Price: **\$2,648,750**
- ↓ \$17,500 (-0.7%)

## Bombardier Challenger 604



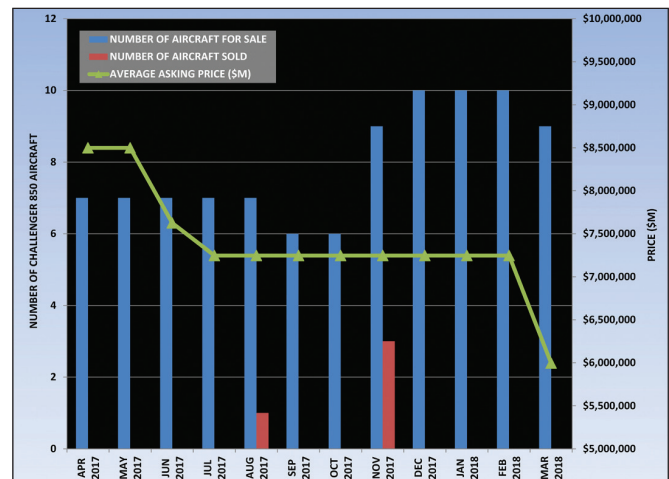
- ✈ Aircraft For Sale: **29**
- ↓ -29% from 41 Aircraft
- ✈ United States: ↓ 21 to 14
- ✈ International: ↓ 20 to 15
- ✈ Fleet Size: **360**
- ✈ Inventory Absorption Rate: **4.5 Months** at current availability
- ✈ Fleet Availability: **8.1%**
- ✈ Avg. Model Year: **2001**
- ✈ Avg. Total Time: **5,928 Hrs.**
- ✈ Avg. Asking Price: **\$5,146,714**
- ↓ \$116,286 (-2.2%)

## Bombardier Challenger 605



- ✈ Aircraft For Sale: **12**
- ↓ -43% from 21 Aircraft
- ✈ United States: ↓ 8 to 3
- ✈ International: ↓ 13 to 9
- ✈ Fleet Size: **286**
- ✈ Inventory Absorption Rate: **2.3 Months** at current availability
- ✈ Fleet Availability: **4.2%**
- ✈ Avg. Model Year: **2010**
- ✈ Avg. Total Time: **2,688 Hrs.**
- ✈ Avg. Asking Price: **\$12,341,667**
- ↑ \$1,654,792 (+15.5%)

## Bombardier Challenger 850



- ✈ Aircraft For Sale: **9**
- ↑ +29% from 7 Aircraft
- ✈ United States: ↑ 1 to 3
- ✈ International: ↔ 6 to 6
- ✈ Fleet Size: **71**
- ✈ Inventory Absorption Rate: **27.0 Months** at current availability
- ✈ Fleet Availability: **12.7%**
- ✈ Avg. Model Year: **2005**
- ✈ Avg. Total Time: **3,438 Hrs.**
- ✈ Avg. Asking Price: **\$5,995,000**
- ↓ \$2,505,000 (-29.5%)



## 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  
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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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