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## Textron Aviation Cessna Very Light & Light Jets Market Briefing

Fall 2018

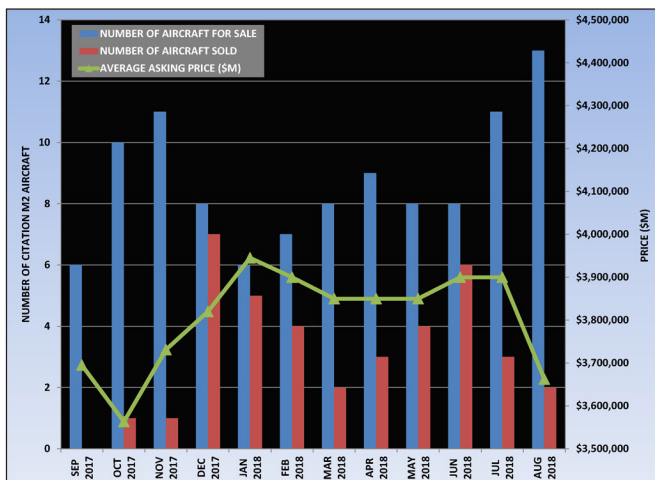


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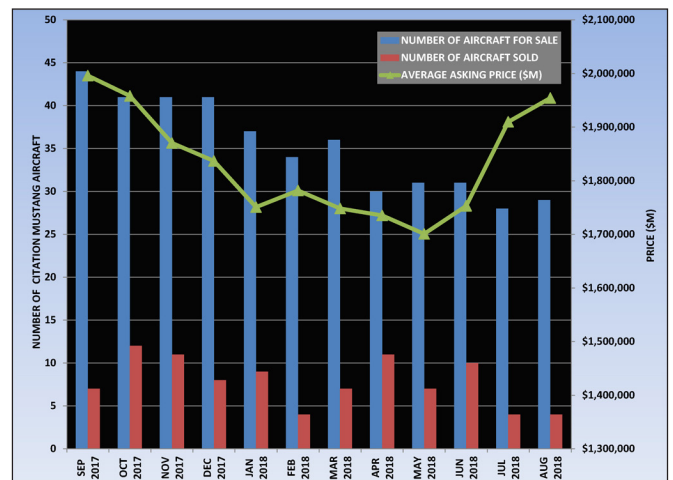
## Market Briefing Summaries (September 2017 – August 2018)

### Cessna Citation M2



- ✈ Aircraft For Sale: **13**
  - ↑ +117% from 6 Aircraft
  - ✈ United States: ↑ 5 to 11
  - ✈ International: ↑ 1 to 2
  - ✈ Fleet Size: **194**
  - ✈ Inventory Absorption Rate: **4.1 Months** at current availability
- ✈ Fleet Availability: **6.7%**
  - ✈ Avg. Model Year: **2015**
  - ✈ Avg. Total Time: **496 Hrs.**
  - ✈ Avg. Asking Price: **\$3,662,500**
  - ↓ \$32,500 (-0.9%)

### Cessna Citation Mustang

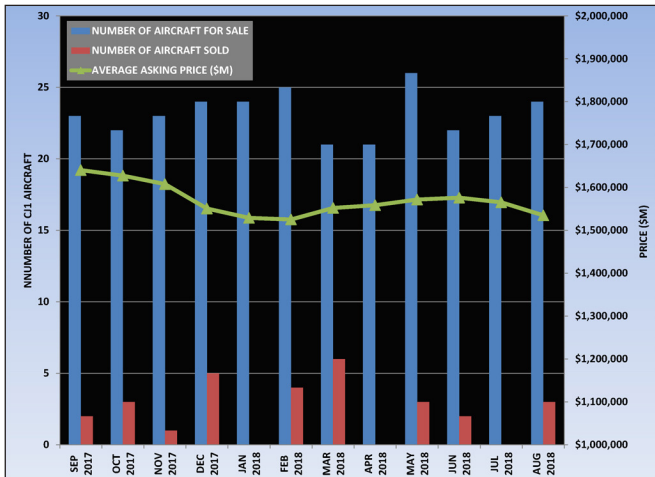


- ✈ Aircraft For Sale: **29**
  - ↓ -34% from 44 Aircraft
  - ✈ United States: ↓ 21 to 12
  - ✈ International: ↓ 23 to 17
  - ✈ Fleet Size: **478**
  - ✈ Inventory Absorption Rate: **3.7 Months** at current availability
- ✈ Fleet Availability: **6.1%**
  - ✈ Avg. Model Year: **2010**
  - ✈ Avg. Total Time: **1,465 Hrs.**
  - ✈ Avg. Asking Price: **\$1,954,333**
  - ↓ \$41,619 (-2.1%)

Scroll down for more Market Briefing Summaries

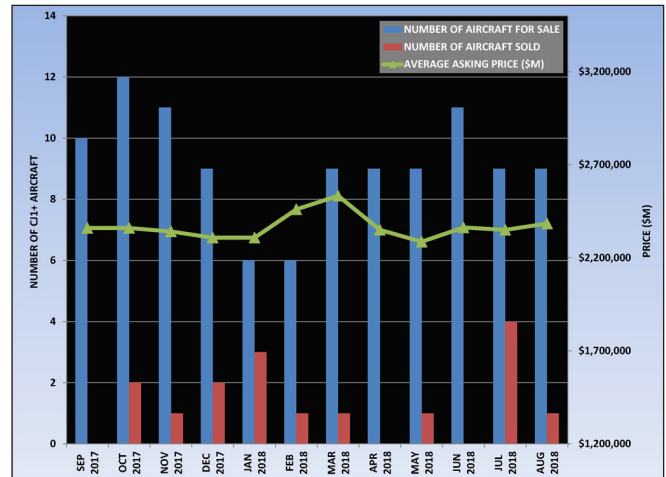
# Market Briefing Summaries (September 2017 – August 2018)

## Cessna Citation CJ1



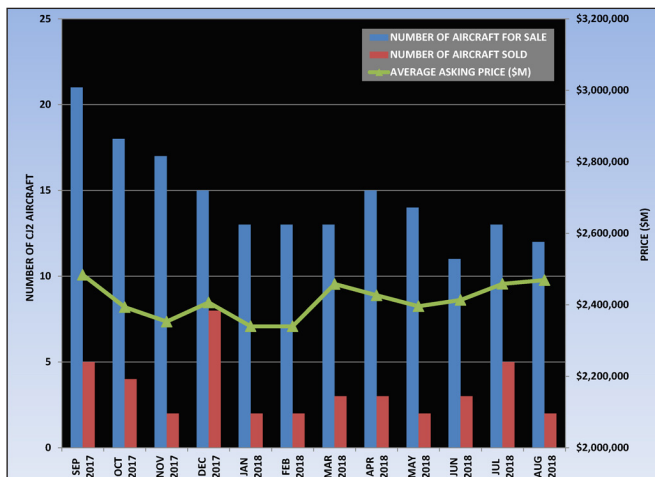
- ➔ Aircraft For Sale: **24**  
  - ➡ +4% from 23 Aircraft
- ➔ United States: **↓ 16 to 13**
- ➔ International: **↑ 7 to 11**
- ➔ Fleet Size: **195**
- ➔ Inventory Absorption Rate: **9.9 Months** at current availability
- ➔ Fleet Availability: **12.3%**
- ➔ Avg. Model Year: **2001**
- ➔ Avg. Total Time: **3,652 Hrs.**
- ➔ Avg. Asking Price: **\$1,534,909**  
  - ➡ **↓ \$105,391 (-6.4%)**

## Cessna Citation CJ1+



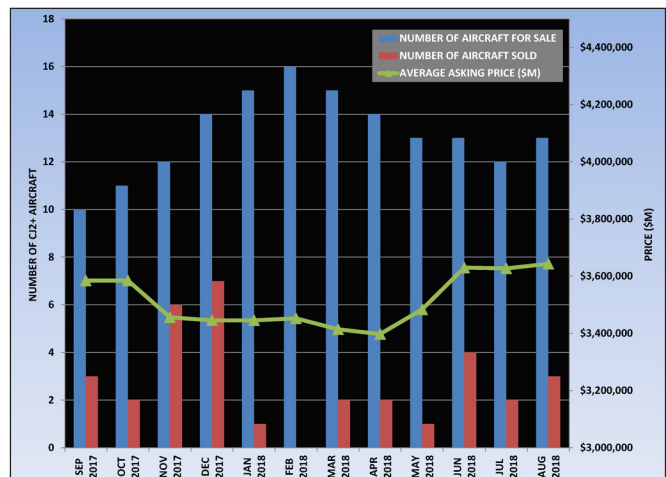
- ➔ Aircraft For Sale: **9**  
  - ➡ -10% from 10 Aircraft
- ➔ United States: **↓ 8 to 3**
- ➔ International: **↑ 2 to 6**
- ➔ Fleet Size: **102**
- ➔ Inventory Absorption Rate: **6.8 Months** at current availability
- ➔ Fleet Availability: **8.8%**
- ➔ Avg. Model Year: **2007**
- ➔ Avg. Total Time: **1,676 Hrs.**
- ➔ Avg. Asking Price: **\$2,384,000**  
  - ➡ **↑ \$24,125 (+1.0%)**

## Cessna Citation CJ2



- ➔ Aircraft For Sale: **12**  
  - ➡ -43% from 21 Aircraft
- ➔ United States: **↓ 10 to 6**
- ➔ International: **↓ 11 to 6**
- ➔ Fleet Size: **236**
- ➔ Inventory Absorption Rate: **3.5 Months** at current availability
- ➔ Fleet Availability: **5.1%**
- ➔ Avg. Model Year: **2003**
- ➔ Avg. Total Time: **4,244 Hrs.**
- ➔ Avg. Asking Price: **\$2,469,167**  
  - ➡ **↓ \$15,000 (-0.6%)**

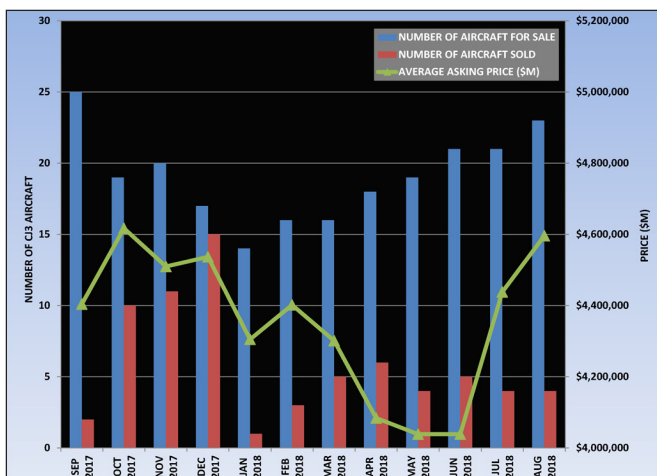
## Cessna Citation CJ2+



- ➔ Aircraft For Sale: **13**  
  - ➡ +30% from 10 Aircraft
- ➔ United States: **↑ 4 to 5**
- ➔ International: **↑ 6 to 8**
- ➔ Fleet Size: **225**
- ➔ Inventory Absorption Rate: **4.7 Months** at current availability
- ➔ Fleet Availability: **5.8%**
- ➔ Avg. Model Year: **2009**
- ➔ Avg. Total Time: **1,999 Hrs.**
- ➔ Avg. Asking Price: **\$3,643,333**  
  - ➡ **↑ \$58,333 (+1.6%)**

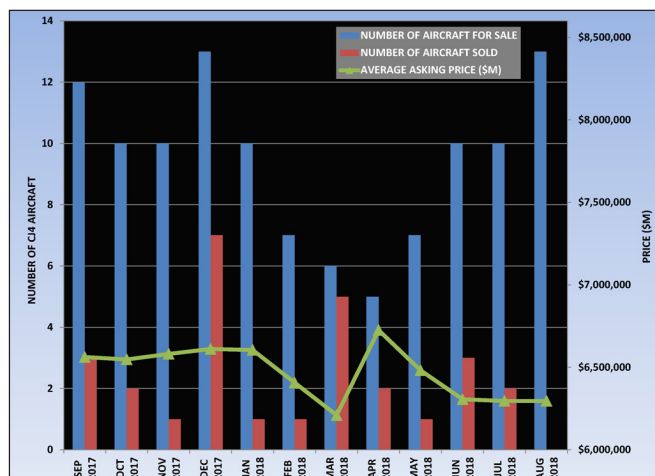
# Market Briefing Summaries (September 2017 – August 2018)

## Cessna Citation CJ3



- ➔ Aircraft For Sale: **23**
  - ➔ Fleet Availability: **5.6%**
  - ➔ Avg. Model Year: **2007**
  - ➔ Avg. Total Time: **2,737 Hrs.**
  - ➔ Avg. Asking Price: **\$4,596,250**
  - ➔ Inventory Absorption Rate: **3.9 Months** at current availability
- ➔ United States: **↑ 13 to 15**
  - ➔ International: **↓ 12 to 8**
  - ➔ Fleet Size: **412**
  - ➔ Avg. Asking Price: **↑ \$192,083 (+4.4%)**

## Cessna Citation CJ4



- ➔ Aircraft For Sale: **13**
  - ➔ Fleet Availability: **4.8%**
  - ➔ Avg. Model Year: **2012**
  - ➔ Avg. Total Time: **1,200 Hrs.**
  - ➔ Avg. Asking Price: **\$6,296,000**
  - ➔ Inventory Absorption Rate: **5.6 Months** at current availability
- ➔ United States: **↔ 11 to 11**
  - ➔ International: **↑ 1 to 2**
  - ➔ Fleet Size: **269**
  - ➔ Avg. Asking Price: **↓ \$266,143 (-4.1%)**





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- ▶ Market Activity



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