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## Textron Aviation Cessna Light & Mid-Size Jets Market Briefing

Fall 2018

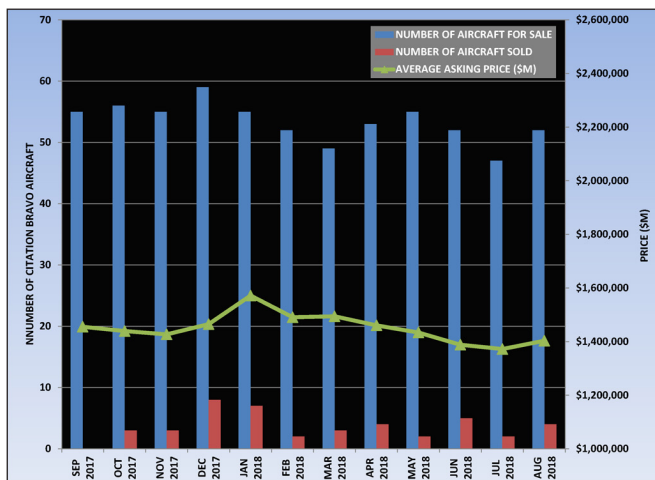


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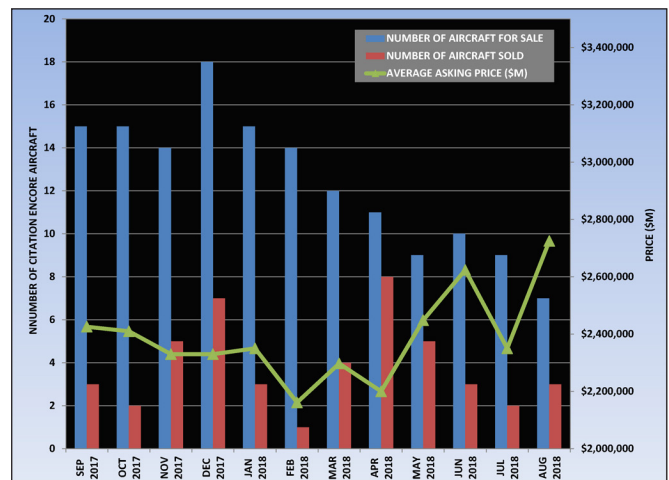
## Market Briefing Summaries (September 2017 – August 2018)

### Cessna Citation Bravo



- Aircraft For Sale: **52**
- Fleet Availability: **16.1%**
- -5% from 55 Aircraft
- Avg. Model Year: **2002**
- United States: **↓ 32 to 31**
- Avg. Total Time: **4,755 Hrs.**
- International: **↓ 23 to 21**
- Avg. Asking Price: **\$1,403,294**
- Fleet Size: **324**
- **↓ \$51,890 (-3.6%)**
- Inventory Absorption Rate: **14.5 Months** at current availability

### Cessna Citation Encore

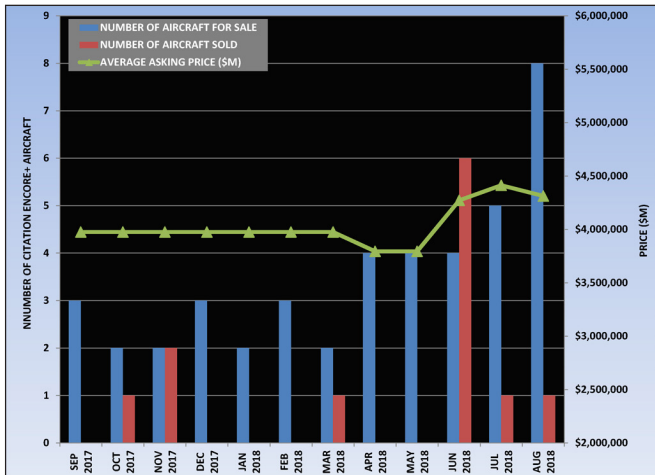


- Aircraft For Sale: **7**
- Fleet Availability: **4.3%**
- -53% from 15 Aircraft
- Avg. Model Year: **2004**
- United States: **↓ 12 to 7**
- Avg. Total Time: **6,081 Hrs.**
- International: **↓ 3 to 0**
- Avg. Asking Price: **\$2,725,000**
- Fleet Size: **162**
- **↑ \$299,286 (+12.3%)**
- Inventory Absorption Rate: **1.8 Months** at current availability

Scroll down for more Market Briefing Summaries

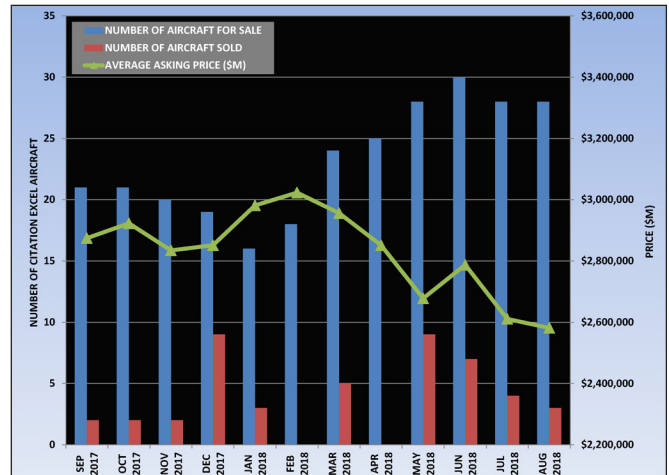
# Market Briefing Summaries (September 2017 – August 2018)

## Cessna Citation Encore+



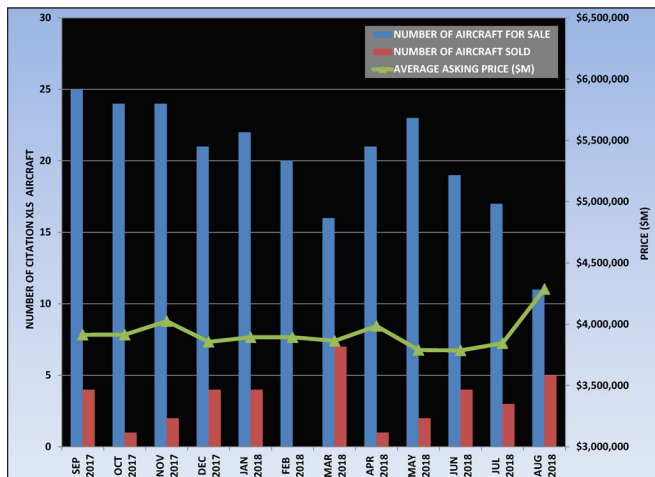
- ➔ Aircraft For Sale: **8**
- ➔ Fleet Availability: **12.3%**
- ➔ Avg. Model Year: **2008**
- ➔ Avg. Total Time: **3,449 Hrs.**
- ➔ Avg. Asking Price: **\$4,313,333**
- ➔ Fleet Size: **65**
- ➔ Inventory Absorption Rate: **8.0 Months** at current availability

## Cessna Citation Excel



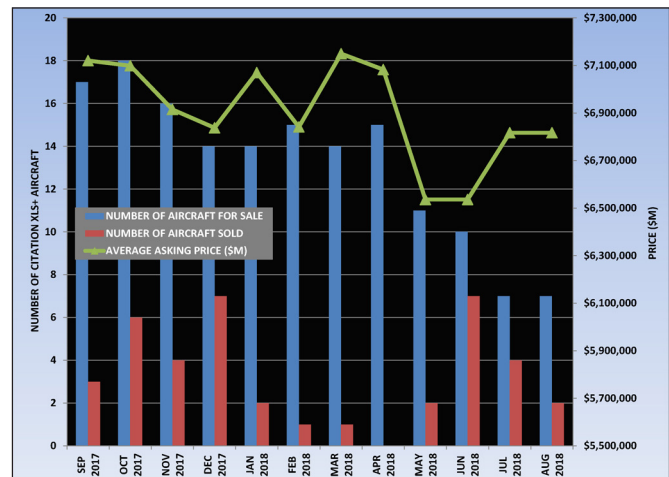
- ➔ Aircraft For Sale: **28**
- ➔ Fleet Availability: **7.7%**
- ➔ Avg. Model Year: **2001**
- ➔ Avg. Total Time: **7,092 Hrs.**
- ➔ Avg. Asking Price: **\$2,581,500**
- ➔ Fleet Size: **366**
- ➔ Inventory Absorption Rate: **7.3 Months** at current availability

## Cessna Citation XLS



- ➔ Aircraft For Sale: **11**
- ➔ Fleet Availability: **3.4%**
- ➔ Avg. Model Year: **2007**
- ➔ Avg. Total Time: **3,413 Hrs.**
- ➔ Avg. Asking Price: **\$4,287,500**
- ➔ Fleet Size: **328**
- ➔ Inventory Absorption Rate: **3.6 Months** at current availability

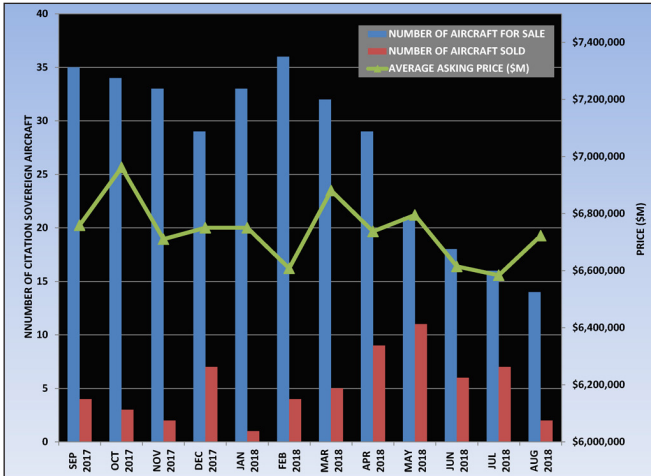
## Cessna Citation XLS+



- ➔ Aircraft For Sale: **7**
- ➔ Fleet Availability: **2.9%**
- ➔ Avg. Model Year: **2010**
- ➔ Avg. Total Time: **1,317 Hrs.**
- ➔ Avg. Asking Price: **\$6,816,667**
- ➔ Fleet Size: **245**
- ➔ Inventory Absorption Rate: **2.2 Months** at current availability

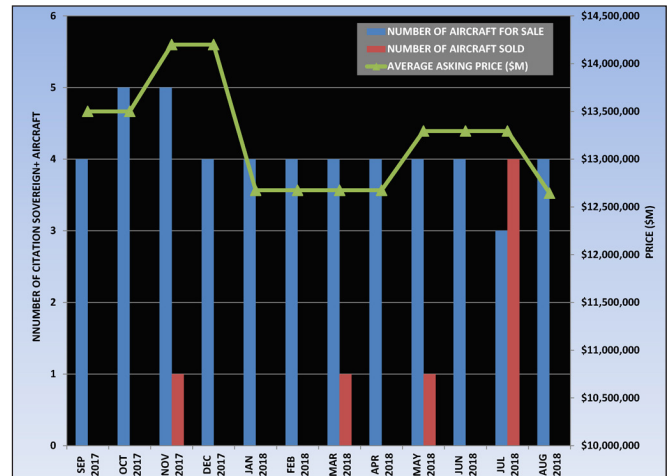
# Market Briefing Summaries (September 2017 – August 2018)

## Cessna Citation Sovereign



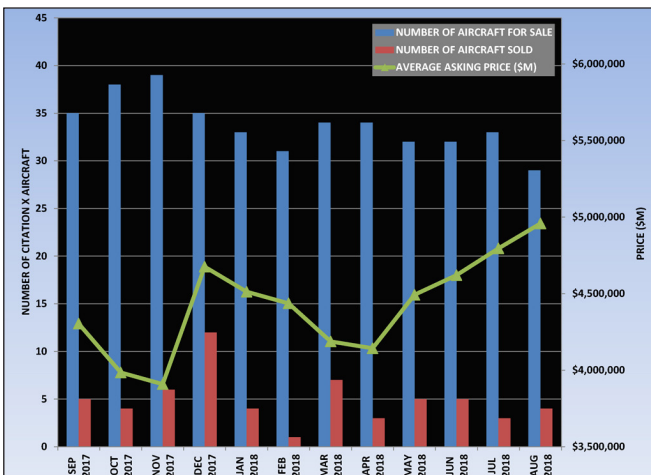
- ➔ Aircraft For Sale: **14**
  - ➔ Fleet Availability: **4.0%**
  - ➔ Avg. Model Year: **2008**
  - ➔ Avg. Total Time: **3,431 Hrs.**
  - ➔ Avg. Asking Price: **\$6,722,500**
  - ➔ Inventory Absorption Rate: **2.8 Months** at current availability
- ➔ United States: **↓ 19 to 7**
  - ➔ International: **↓ 16 to 7**
  - ➔ Fleet Size: **348**
  - ➔ Avg. Asking Price: **↓ \$36,563 (-0.5%)**

## Cessna Citation Sovereign+



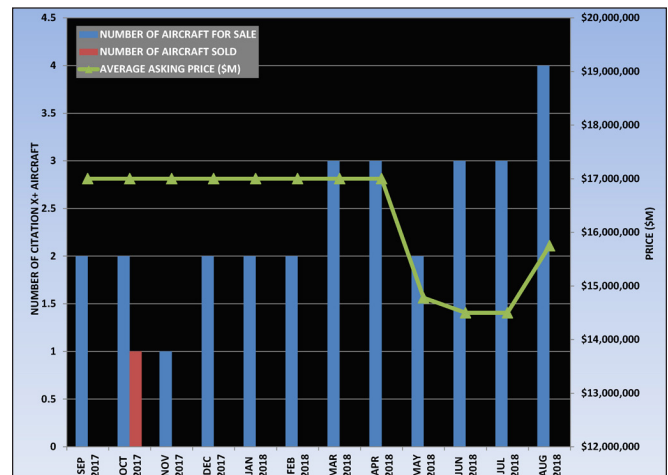
- ➔ Aircraft For Sale: **4**
  - ➔ Fleet Availability: **4.9%**
  - ➔ Avg. Model Year: **2015**
  - ➔ Avg. Total Time: **715 Hrs.**
  - ➔ Avg. Asking Price: **\$12,645,000**
  - ➔ Inventory Absorption Rate: **6.9 Months** at current availability
- ➔ United States: **↔ 3 to 3**
  - ➔ International: **↔ 1 to 1**
  - ➔ Fleet Size: **81**
  - ➔ Avg. Asking Price: **↓ \$855,000 (-6.3%)**

## Cessna Citation X



- ➔ Aircraft For Sale: **29**
  - ➔ Fleet Availability: **9.5%**
  - ➔ Avg. Model Year: **2001**
  - ➔ Avg. Total Time: **6,284 Hrs.**
  - ➔ Avg. Asking Price: **\$4,957,778**
  - ➔ Inventory Absorption Rate: **5.9 Months** at current availability
- ➔ United States: **↓ 24 to 19**
  - ➔ International: **↓ 11 to 10**
  - ➔ Fleet Size: **307**
  - ➔ Avg. Asking Price: **↑ \$654,111 (+15.2%)**

## Cessna Citation X+



- ➔ Aircraft For Sale: **4**
  - ➔ Fleet Availability: **14.8%**
  - ➔ Avg. Model Year: **2015**
  - ➔ Avg. Total Time: **620 Hrs.**
  - ➔ Avg. Asking Price: **\$15,750,000**
  - ➔ Inventory Absorption Rate: **48.0 Months** at current availability
- ➔ United States: **↑ 2 to 3**
  - ➔ International: **↑ 0 to 1**
  - ➔ Fleet Size: **27**
  - ➔ Avg. Asking Price: **↓ \$1,250,000 (-7.4%)**

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## 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.

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### JetPak Features

- ▶ Price range
- ▶ Number available
- ▶ Average days on market
- ▶ Sales and pricing trends
- ▶ Market Activity



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