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Textron Aviation Hawker Mid-Size Jets Market Briefing

Fall 2017



INSIDE THIS EDITION

- ✈ Marketplace Overview
- ✈ Market Summaries
 - ✈ Hawker 750
 - ✈ Hawker 800A
 - ✈ Hawker 800XP
 - ✈ Hawker 850XP
 - ✈ Hawker 900XP
 - ✈ Hawker 4000
- ✈ JetPak Aircraft Valuation
- ✈ About Holstein Aviation

Marketplace Overview

SUMMER 2017

The trend since 2015 of business jet transactions closing more quickly, for the most part, has continued, with six fewer days required than this past Spring. Turboprops recorded a slight increase in selling time of only three days over the same period.

Days On Market	2017	2016	2015
Jets	422	421	457
Turboprops	480	468	496

While the number of transactions declined from 2015 to this past Spring, there has been a noticeable uptick during the past half year. Jet sales increased by 120 and turboprops rose by 73.

Transactions	2017	2016	2015
New Jets	120	159	160
Used Jets	796	790	826
New Turboprops	70	92	92
Used Turboprops	360	417	380

The worldwide inventory of pre-owned aircraft is at the lowest level since 2008, with approximately 10.5 percent of the fleet for sale. There were five percent fewer aircraft on the market this past July versus that same month last year.

Number For Sale	2017	2016	2015
Jets	2,244	2,425	2,276
Turboprops	1,144	1,223	1,168

Percent For Sale

Quest KODIAK 100 experienced the largest increase in aircraft for sale at 122 percent. Gulfstream G280 logged the greatest drop in available aircraft with an 83 percent decrease.

Average Asking Price

Greatest growth in market value was logged by the Lear 40 at 39.7 percent. At the other end of the spectrum was the Legacy 650, which dropped 37.4 percent. Sixteen models recorded Average Asking Price rises, one had no change, and 69 declined.

Nine fewer models (33) exhibited generally-accepted economic supply and demand theory than this past Spring when 42 of the tracked aircraft reacted in accordance with historic behavior. Fifty models saw availability and market value move in the same direction while the remaining three had no change in one parameter, but experienced a variation in the other.

Scroll down for Market Briefing Summaries

Market Briefing Summaries (September 2016 – August 2017)

Synopsis

Hawker Mid-Size Jets Market Values Drop Despite Decreased Availability.

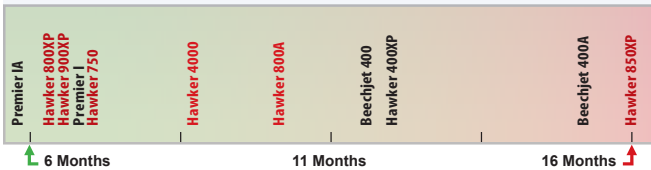
Even though there were 22 (-11.0%) fewer aircraft for sale, the Hawker mid-size jets Average Asking Price declined 19.1 percent. Largest drop in market value was by the 800A (-25.5%) while the 900XP (-12.6%) logged the smallest decline.

Availability ranged from one (+9.0%) additional aircraft for the 850XP to 13 (-22.0%) less 800XP models. The reporting period ended with 22 (-11.0%) fewer Hawker mid-size jets overall on the market.

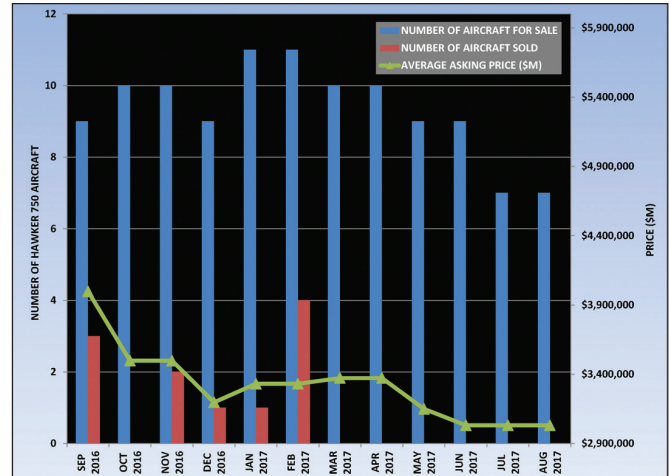
Hawker mid-size jets as a product line fared worse than the four other Textron Aviation groupings, as none of these models logged an increase in market value since the last edition of this publication.

Taken together as Textron Aviation, Cessna Citation, Beechcraft, Hawker-Beech, and Hawker ended up with the third best market value change (-8.0%) behind Dassault Aviation Falcon Jets (-5.4%) and Single Engine Turboprops (-2.3%).

TEXTRON AVIATION BEECH / HAWKER INVENTORY ABSORPTION RATE (In Months)

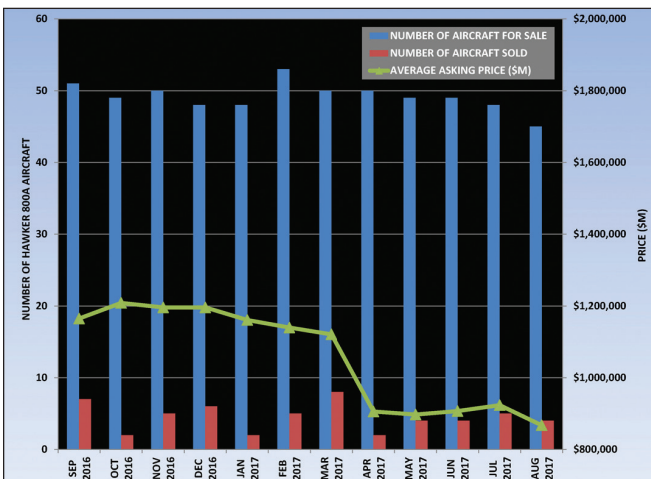


Hawker 750



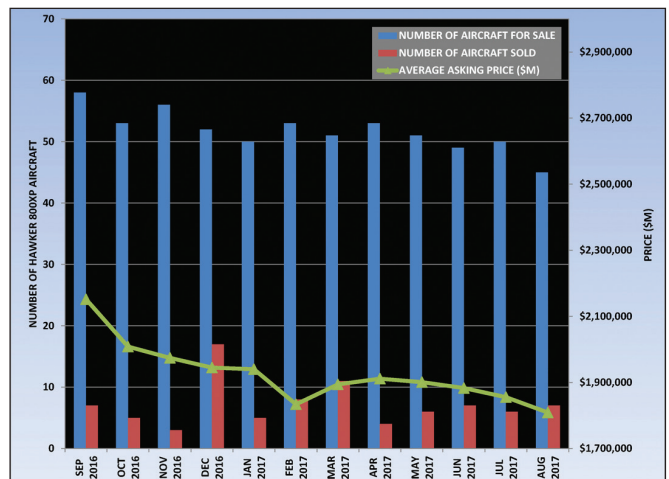
- ✈ Aircraft For Sale: 7
- ↓ -22% from 9 Aircraft
- ✈ United States: ↑ 1 to 2
- ✈ International: ↓ 8 to 5
- ✈ Fleet Size: 48
- ✈ Inventory Absorption Rate: 7.6 Months at current availability
- ✈ Fleet Availability: 14.6%
- ✈ Avg. Model Year: 2008
- ✈ Avg. Total Time: 3,095 Hrs.
- ✈ Avg. Asking Price: \$3,031,667
- ↓ \$965,833 (-24.2%)

Hawker 800A



- ✈ Aircraft For Sale: 45
- ↓ -12% from 51 Aircraft
- ✈ United States: ↓ 39 to 35
- ✈ International: ↓ 12 to 10
- ✈ Fleet Size: 216
- ✈ Inventory Absorption Rate: 10.0 Months at current availability
- ✈ Fleet Availability: 20.8%
- ✈ Avg. Model Year: 1989
- ✈ Avg. Total Time: 8,827 Hrs.
- ✈ Avg. Asking Price: \$867,500
- ↓ \$297,565 (-25.5%)

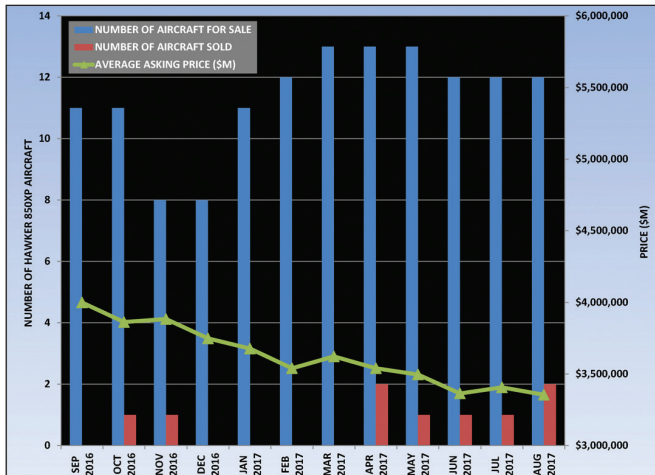
Hawker 800XP



- ✈ Aircraft For Sale: 45
- ↓ -22% from 58 Aircraft
- ✈ United States: ↓ 37 to 27
- ✈ International: ↓ 21 to 18
- ✈ Fleet Size: 419
- ✈ Inventory Absorption Rate: 6.3 Months at current availability
- ✈ Fleet Availability: 10.7%
- ✈ Avg. Model Year: 2000
- ✈ Avg. Total Time: 7,211 Hrs.
- ✈ Avg. Asking Price: \$1,808,871
- ↓ \$342,696 (-15.9%)

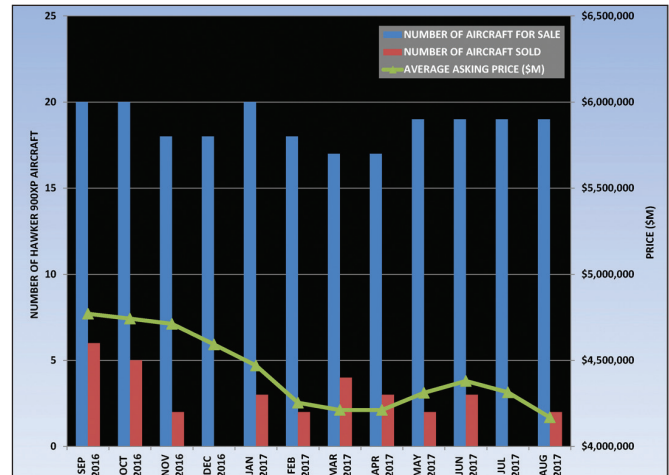
Market Briefing Summaries (September 2016 – August 2017)

Hawker 850XP



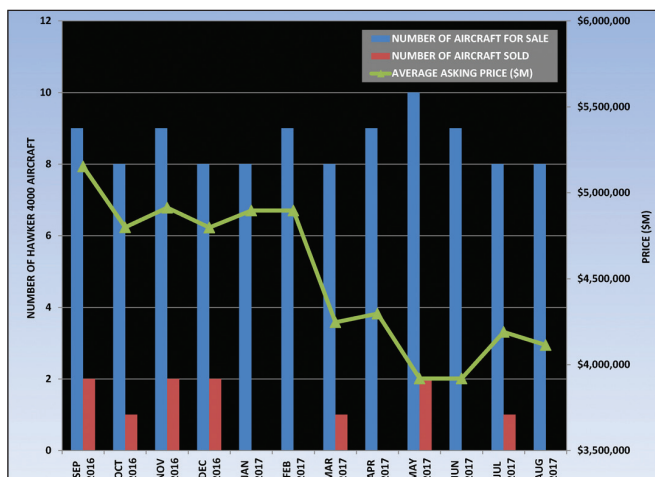
- ✈ Aircraft For Sale: **12**
- ↑ +9% from 11 Aircraft
- ✈ United States: ↑ 6 to 7
- ✈ International: ↔ 5 to 5
- ✈ Fleet Size: **99**
- ✈ Inventory Absorption Rate: **16.0 Months** at current availability
- ✈ Fleet Availability: **12.1%**
- ✈ Avg. Model Year: **2007**
- ✈ Avg. Total Time: **3,002 Hrs.**
- ✈ Avg. Asking Price: **\$3,355,000**
- ↓ \$643,333 (-16.1%)

Hawker 900XP



- ✈ Aircraft For Sale: **19**
- ↓ -5% from 20 Aircraft
- ✈ United States: ↑ 10 to 12
- ✈ International: ↓ 10 to 7
- ✈ Fleet Size: **182**
- ✈ Inventory Absorption Rate: **7.1 Months** at current availability
- ✈ Fleet Availability: **10.4%**
- ✈ Avg. Model Year: **2009**
- ✈ Avg. Total Time: **2,112 Hrs.**
- ✈ Avg. Asking Price: **\$4,168,571**
- ↓ \$602,000 (-12.6%)

Hawker 4000



- ✈ Aircraft For Sale: **8**
- ↓ -11% from 9 Aircraft
- ✈ United States: ↑ 5 to 7
- ✈ International: ↓ 4 to 1
- ✈ Fleet Size: **69**
- ✈ Inventory Absorption Rate: **8.7 Months** at current availability
- ✈ Fleet Availability: **11.6%**
- ✈ Avg. Model Year: **2010**
- ✈ Avg. Total Time: **2,318 Hrs.**
- ✈ Avg. Asking Price: **\$4,114,167**
- ↓ \$1,038,690 (-20.2%)



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.

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JetPak Features

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



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