### 3 Minutes in the Private Jet Market

The Year's Best Sellers • Advice for Buyers & Sellers in 2017 • Update on European Fleet Growth • 2016 Year-End Statistics

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Total Pre-Owned Jet Transactions sold to buyers in Luxembourg in 2016 - up from 7 in 2015.

2 hr 53 min

Length of the first flight of Gulfstream's new G600.



Increase in G450 Pre-owned Sales over 2015.

Market share of Pre-owned Jet Transactions to European Buyers in 2016.



19.12.2016

The date the first Cirrus SF50 was delivered. It is the first certified single engine private jet. Decrease in Pre-owned Jet Sales over 2015.





# MAKING 2017 A SUCCESS

With 2016 come and gone, it's wise to take the lessons learned throughout the last year to help make the new one a bit simpler. 2016 was a year of rapidly moving markets, both in terms of high activity level and declining values. There are different lessons to take depending on if you are a buyer or a seller, but a few mantras will hold true in the new year.

For sellers, our strongest advice in the upcoming year is to remember that in markets with ample supply and declining prices, buyers will be keenly focused on price points and on buying an aircraft that represents the best value. It endlessly amazes us how well informed buyers are of market values, and we believe they will only be more so in the near future. As a result, taking an objective view to your aircraft and trying to judge it and its value as a buyer would is the best advice we can give. It can be hard, but this mind set can help you remain competitive in a very dynamic market place.

For buyers, we urge you to remember that even though market values are declining, there are a lot of buyers out there. Good deals disappear quickly. We find that buyers who hold firm to their pre-conceived notions of getting the "best deal" rarely end up buying a plane and instead become perpetual shoppers. When the right aircraft comes along, bargain hard, but in the end be prepared to pay for the aircraft you want. We find that many buyers who focus too much on getting their own price end up disappointed as they lose aircraft to other buyers. When you decide the time is right for you, do not be afraid to pay for quality.

The markets have moved quickly in the last year and will continue to do so. As a result, never before has the role of qualified and accurate advice been more important. This is true from first adjusting to market levels to learning the complexities of multi-jurisdictional transactions. Having the right broker, lawyer and operator is vital to your success.

From all of us at Colibri, our best wishes to you for a prosperous 2017.

Safe Travels.

Oliver Stone, Managing Director



# **Europe in 2016**

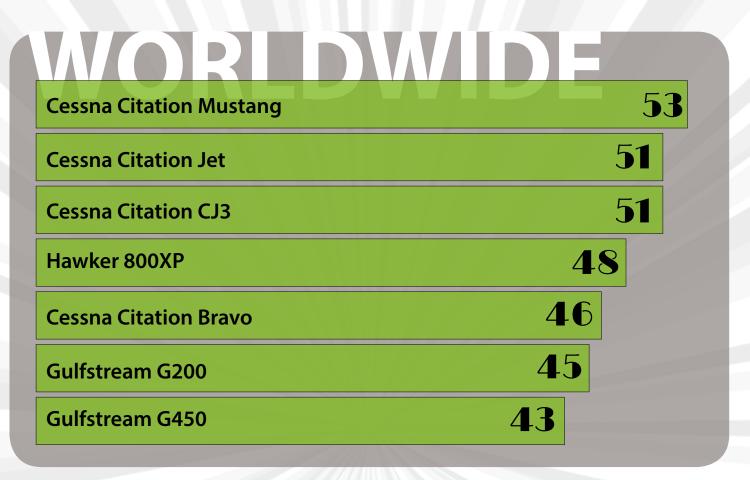
Pre-Owned Jets *Bought* by European BuyersUp from 171 in 2015

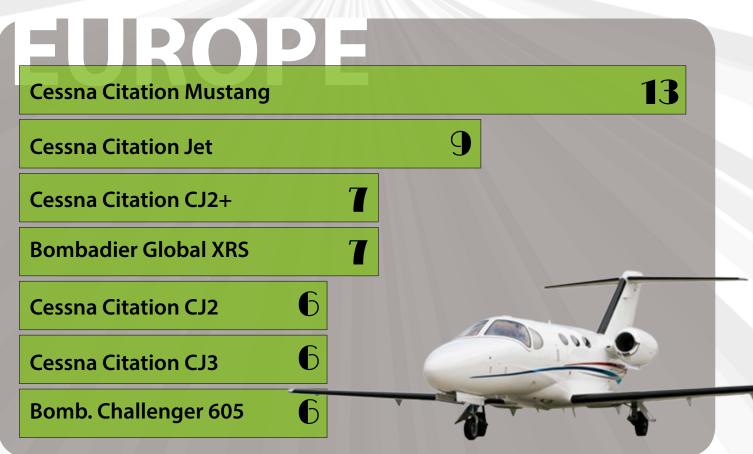
## 171 Pre-Owned Jets Sold by European Buyers ↓ Down from 209 in 2015

## Largest Jet Fleets in Europe

Country	<b>Dec 2015</b>	<b>Dec 2016</b>
Germany	380	<b>†</b> 408
Isle of Man	365	↓ 335
<b>United Kingdom</b>	220	<b>†</b> 232
Austria	213	↓ 206
France	144	<b>†</b> 189
Malta	116	<b>†</b> 146
Switzerland	106	↓ 101
Italy	88	<b>†</b> 93
Spain	82	<b>†</b> 88

# PRE-OWNED JET MARKET BEST SELLERS OF 2016















#### 2004 Bombardier Challenger 300

Serial Number 20015 Engines & APU enrolled on MSP 48 Month Inspection Completed in August 2016

Reduced Asking Price: \$7,150,000 USD

#### 1994 Cessna Citation VI

Serial Number 650-0240 Engines on MSP Gold Seating for 7 Passengers

Reduced Asking Price: \$1,250,000 USD

#### 2008 Gulfstream G450

Serial Number 4137 Engines on Corporate Care WIFI and NextGen Avionics Installed

Asking Price: \$12,995,000 USD

#### 2014 Embraer Legacy 500

Serial Number 55000010 Engines & APU on MSP WIFI, ADS-B Out, CPDLC and Synthetic Vision

Contact us for Pricing Details

More information at www.colibriaircraft.com





#### 2008 Cessna Citation Mustang

Serial Number 510-0072 Engines on Power Advantage Plus Airframe on ProParts & ProTech

Asking Price: \$1,595,000 USD

#### 2015 Embraer Phenom 300

Serial Number 50500307 Airframe on Embraer Executive Care Standard Jeppessen Chartview & Synthetic Vision

Contact us for Pricing Details

#### 1993 Hawker 800A

Serial Number 258246 Engines on MSP Gold Seating for 8 plus belted lavatory

Asking Price: \$1,095,000 USD

#### 2007 Embraer Legacy 600

Serial Number 14501008 Engines on 100% JSSI 96 Month Inspection completed January 2016

Asking Price: \$5,450,000 USD







#### 2016 Cessna Citation XLS+

Serial Number 560-6202 Only 151 hours Engines on Power Advantage Plus

Asking Price: \$8,995,000 USD



WANT

#### Embraer Legacy 650

Cessna Citation CJ2+



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