

# FLY BY



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## 3 Minutes in the Private Jet Market

Snapshots of the Pre-Owned Large, Medium & Small Cabin Markets • Competing Types in New Aircraft Sales • European Private Aviation Statistics • OEM New Delivery Figures



Number of jets registered in Germany, the most in the EU. Austria has 222 jets on its register, followed by the United Kingdom with 219.

**\$7,781,100,000**

2014 Total Billings for Gulfstream Aerospace. Bombardier's Total 2014 Billings was \$7,564,500,000.



Jets on the T7- register, San Marino's aircraft register which has been available since 2012.

**2**

Number of Citation XLS+ assembled in China. The production license was awarded in July 2014.



**16**  
AOC Operators in the Czech Republic & Slovak Republic.



Jets entered the Isle of Man register in 2014. 8 have gone on this register in 2015.





# PRICES DECLINING. HOPES RISING.

**The pre-owned aircraft market** can be summed up in four short words: increasing activity, decreasing prices. Depending upon where you look and how you judge the market, there is reason for both optimism and pessimism. It all comes down to your personal point of view. In general, the most notable price declines in recent months have occurred in the Ultra Long Range segment and particularly in the Global Express and Gulfstream V. Prices have sharply decreased, producing some pricing that even one year ago would have been unthinkable. But lower pricing has brought on an increase in activity. Overall, more pre-owned private jets are selling now than have ever sold before, meaning the market is active, transactions are occurring and some semblance of normal activity has returned.

The private aviation industry is incredibly global, much more so now than before the onset of the Financial Crisis of 2008. Buyers of pre-owned private jets, while still largely domiciled in the USA,

are truly everywhere with Africa, South East Asia and China accounting for ever growing numbers of pre-owned transactions. What this means for owners and operators of aircraft in non-USA countries is it is almost certain their transaction will involve an import and export process. The business of selling assets from one country into another has become increasingly complex as the Financial Crisis created more scrutiny on the trading of private jets, and all transactions must be approached with a keen eye on details.

There is reason to be comforted as the market continues to get busier, but the days of price increases in 2007 seem like an ever more distant memory.

Safe travels.

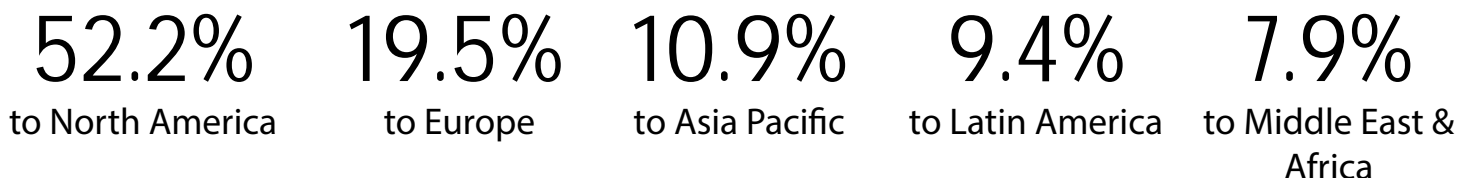
Oliver Stone  
Managing Director



# 2014 NEW DELIVERIES STATISTICS

# 722

Total New Business Jets Sold



## BATTLE AMONG THE CABINS

Light Jets	2013	2014
Cessna Citation Mustang	20	8
Cessna Citation M2	12	46
Embraer Phenom 100	30	19

*The M2 is taking market share from the Phenom 100 and Cessna's own Mustang.*

Medium Jets	2013	2014
Cessna Citation CJ4	33	28
Embraer Phenom 300	60	73

*The Phenom 300 is significantly out-selling its competitive model, the CJ4.*

Large Jets	2013	2014
Gulfstream 450/550/650	121	117
Bombardier Challenger 605	32	36
Bombardier Global 5000/6000	62	80
Dassault Falcon 7X	43	27
Dassault Falcon 900LX	11	8
Dassault Falcon 2000LXS	8	18

*Gulfstream is leading large cabin sales with Bombardier a close second. Dassault is a distant third.*



# HEAVY JETS

Pre-Owned Jet Sales

October 2014 - March 2015

## BEST SELLERS

Challenger 601	23
Challenger 604	17
Falcon 900B	14
Challenger 605	15
Gulfstream G550	13

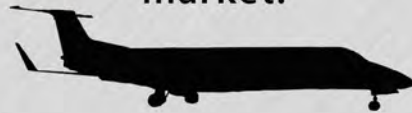
## Top Buyers' Countries



# 222

## Total Transactions

The same period the previous year had **220** sales indicating a stable heavy jet market.



### 2000 Bombardier Challenger 604

Serial Number 5475  
Engines on GE OnPoint  
APU enrolled on MSP

*Asking Price: \$6,495,000 USD*



### 1999 Gulfstream V

Serial Number 0572  
Engines on Rolls Royce Corporate Care  
Apu enrolled on JSSI

*Inquire about Pricing*

## TOP BUYERS' COUNTRIES



# MEDIUM JET'S

Pre-Owned Jet Sales October 2014 - March 2015

# 369

## Total Transactions

17 Aircraft were bought by EU buyers. 37 Aircraft were sold by EU sellers.

**More aircraft left the EU than entered it.**

## BEST SELLERS

Hawker 800XP	<b>27</b>
Citation Excel	<b>25</b>
Falcon 50	<b>23</b>
Citation XLS	<b>19</b>
Lear 45	<b>19</b>



### 2008 Cessna Citation XLS

Serial Number 560-5760

Engines on Power Advantage Plus  
Upgraded Entertainment System

*Asking Price: \$5,495,000 USD*



### 2003 Bombardier Challenger 300

Serial Number 20023

Engines & APU on MSP Gold  
Enrolled on Smart Parts

*Asking Price: \$8,250,000 USD*

# LIGHT JETS

Pre-Owned Jet Sales October 2014 - March 2015



## 456 Total Transactions



### Buyers' Countries

USA	332
Brazil	22
Mexico	14
Venezuela	11
Germany	8
Canada	7
Australia	4
Austria	4
Panama	4
Indonesia	3
Unknown	13
Others	≤2

### TOP SELLERS

Citation Mustang	36
Citation II	34
Beechjet 400A	33
Citation Jet	30
Citation V Ultra	22



### 2002 Cessna Citation CJ1

Serial Number 525-0504

Engines on TAP Blue engine program

Only One Owner Since New

*Asking Price: \$1,950,000 USD*



### 2001 Beechcraft Beechjet 400A

Serial Number RK-0313

Engines on ESP Gold Lite

2293 hours

*Asking Price: \$1,495,000 USD*

# MEDIUM & LIGHT JETS FOR SALE



More information at [www.colibriaircraft.com](http://www.colibriaircraft.com)



## 2002 Cessna Citation CJ1

Serial Number 525-0504

TAP Blue Engine Program

Only One Owner Since New

*Asking Price: \$1,950,000 USD*



## 2001 Beechcraft Beechjet 400A

Serial Number RK-0313

Enrolled on ESP Gold Lite

Very Low Time

*Asking Price: \$1,495,000 USD*



## 2011 Bombardier Challenger 300

Serial Number 20303

Only 646 Hours

Enrolled on MSP and Smart Parts Plus

*Asking Price: \$15,000,000 USD*



## 2007 Cessna Citation Sovereign

Serial Number 680-139

EU OPS Avionics

Upgraded Entertainment System

*Asking Price: \$6,995,000 USD*



# HEAVY JETS FOR SALE

More information at [www.colibriaircraft.com](http://www.colibriaircraft.com)



## 2000 Bombardier Challenger 604

Serial Number 5475

Enrolled on GE OnPoint

Precision Plus Avionics Upgrade

*Asking Price: \$6,495,000 USD*



## 2004 Embraer Legacy 600

Serial Number 14500851

Engines on JSSI Platinum

Forward and Aft Lavatory

*Asking Price: \$6,595,000 USD*



## 1999 Gulfstream V

Serial Number 572

Engines enrolled on Corporate Care

APU enrolled on JSSI

*Make Offer*



London · Bratislava · Isle of Man

+44 (0) 203 551 8007

[www.colibriaircraft.com](http://www.colibriaircraft.com)

[enquiries@colibriaircraft.com](mailto:enquiries@colibriaircraft.com)