

The winds of change or just a passing breeze?

April 2022

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Executive Summary:

As the pre-owned aircraft market entered the second quarter of 2022, inventory levels began showing signs of recovery after an unprecedented period of scarcity and rapidly escalating aircraft values. While demand for private jets for sale, business jets for sale, and light jets for sale remained exceptionally strong, the article notes that increasing inventory and a moderation in pricing momentum could create new opportunities for both buyers and sellers, including those evaluating a Challenger 350 for sale, Gulfstream G550 for sale, Citation Mustang for sale, and Phenom 300 for sale. For owners learning how to buy a private jet or how to sell a private jet, working with a private jet broker and private jet expert remained essential as the market continued to evolve.

Key Takeaways:

- Aircraft inventory levels began increasing across many market segments in early 2022.
- Demand continued to exceed available supply despite signs of market normalization.
- The approaching phase-out of 100% bonus depreciation was expected to support strong transaction activity through year-end.

Notable Comments:

"The Challenger 300 remained the unattainable unicorn of aircraft."

"There remains an imbalance of demand vs. inventory."

"Your golden egg may only be a silver nugget now."

"Sellers would be wise to start allowing pre-buy inspections and be open to negotiate."

About

Founded in 2006, jetAVIVA is a globally recognized private jet broker and private jet expert, celebrating 20 years as a leader in turbine aircraft sales and acquisitions. Having supported thousands of clients in over 40 countries, jetAVIVA consistently ranks among the top firms for private jets for sale and business jets for sale by total transactions. The company specializes in representing buyers and sellers across the full spectrum of aircraft, including light jets for sale, super-midsize platforms like the Challenger 350 for sale, and large-cabin aircraft such as the Gulfstream G550 for sale. jetAVIVA provides comprehensive, expert guidance on how to buy a private jet, how to sell a private jet, and how to maximize value throughout the entire ownership lifecycle.

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