

Market Update July 2022

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Executive Summary:

After two years of unprecedented demand and historically low inventory levels, the business aviation market is beginning to normalize as inventory increases, aircraft remain on the market longer, and buyers regain negotiating leverage. The article highlights a noticeable shift in market dynamics, with more aircraft entering the market, pricing stabilization emerging in several segments, and sellers facing a more competitive environment than they have experienced in recent years. While some aircraft categories remain highly desirable, others have moved beyond peak pricing, creating opportunities for acquisition-minded buyers. For those evaluating private jets for sale, business jets for sale, how to buy a private jet, or how to sell a private jet, the current market presents a unique window of opportunity before seasonal demand and year-end purchasing activity potentially tighten conditions once again.

Key Takeaways:

- Business aviation inventory levels have been steadily increasing since early 2022, providing buyers with more options and improved negotiating leverage.
- Aircraft are remaining on the market longer, and price reductions are becoming more common as the market transitions away from peak seller-driven conditions.
- Certain aircraft categories, including models such as the Phenom 100, have moved beyond peak pricing levels and may present attractive acquisition opportunities.
- Buyers researching private jets for sale should consider acting during the current market slowdown, while sellers should focus on realistic pricing strategies to remain competitive.

Why are inventory levels increasing in the private jet market?

After years of exceptionally strong demand and limited availability, more aircraft owners are bringing inventory to market, creating a healthier balance between buyers and sellers.

About JETAVIVA

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.