

Impact of Charter & Fractional Industry Challenges on Pre-Owned Sales

July 2023

[Link to Article](#)

Executive Summary:

Rising aircraft inventory levels and financial uncertainty surrounding major fractional and charter operators could create significant pricing shifts across segments of the pre-owned business aviation market. The article explores how potential fleet liquidations involving companies like Jet It, Wheels Up, and VistaJet may impact private jets for sale, business jets for sale, and light jets for sale, including aircraft categories competing with a Challenger 350 for sale, Citation Mustang for sale, Phenom 300 for sale, and Gulfstream G550 for sale. For buyers and sellers evaluating how to buy a private jet or how to sell a private jet, understanding inventory dynamics and working with an experienced private jet broker and private jet expert remains critical as the market continues to evolve.

Key Takeaways:

- Increased aircraft inventory could place downward pressure on pricing across multiple aircraft segments.
- Financial uncertainty among major operators may create significant shifts in the pre-owned aircraft market.
- Buyers could see increased opportunities while sellers may face greater competition moving forward.

FAQ:

How can large fleet liquidations impact the private aviation market?

A sudden increase in aircraft inventory can place downward pressure on pricing and increase competition among sellers.

Why are inventory levels important in the business jets for sale market?

Inventory levels directly affect pricing, buyer leverage, market competition, and overall transaction activity.

How could the King Air and Citation Excel markets be affected?

A large influx of aircraft into these markets could significantly increase available inventory and reduce pricing across competing aircraft categories.

Why might buyers benefit from changing market conditions?

Higher inventory levels can provide buyers with more aircraft options and potentially more favorable pricing opportunities.

Why should sellers work with a private jet broker during changing market conditions?

An experienced private jet broker and private jet expert can help sellers position aircraft strategically, navigate pricing adjustments, and maximize market timing.

Notable Comments

“If their aircraft were to suddenly hit the market en masse, the impacts would be significant for clients who own these makes and models.”

“Downward pressure will force sellers to compete on price like this market has never seen before.”

“For owners who are looking to upgrade or move away from their Excel, the time to capitalize on its value is now.”

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.