

# Navigating the Price Evolution of the Citation CJ4: *A Decade of Pre-Owned Market Insights*

Kyle Delphon, Sales Director

May 2024

[Link to Article](#)

---

## **Executive Summary:**

The Cessna Citation CJ4 has remained one of the most successful aircraft in the light jet segment since its introduction in 2010, with its pre-owned market values reflecting shifts in demand, economic conditions, and product evolution over time. From the introduction of the Citation CJ4 GEN2 to the post-pandemic recovery in aircraft pricing, the CJ4 has demonstrated strong long-term market resilience within the private jets for sale and light jets for sale market. For buyers and sellers researching a Citation Mustang for sale, Phenom 300 for sale, Challenger 350 for sale, Gulfstream G550 for sale, how to buy a private jet, or how to sell a private jet, understanding aircraft value trends remains essential when working with a private jet broker and private jet expert.

## **Key Takeaways:**

- The Citation CJ4 maintained strong value stability during much of its early market life.
- The introduction of the CJ4 GEN2 helped drive renewed pricing strength in the pre-owned market.
- Post-pandemic market conditions led to an unprecedented recovery in CJ4 values between 2022 and 2023.

## **FAQ:**

### ***Why has the Citation CJ4 remained popular in the light jet market?***

The CJ4 combines strong speed, range, cabin comfort, and operational performance, making it a consistently desirable aircraft in the light jets for sale market.

### ***How did the CJ4 GEN2 impact pre-owned aircraft pricing?***

The introduction of the CJ4 GEN2 increased demand for newer technology and performance enhancements, helping strengthen pricing across the Citation CJ4 market.

### ***Why did CJ4 values increase significantly after 2021?***

Post-pandemic demand, limited aircraft inventory, and broader business aviation market recovery contributed to the sharp increase in pre-owned CJ4 pricing.

### ***What should buyers consider when researching private jets for sale?***

Buyers should evaluate market trends, aircraft condition, operating costs, avionics upgrades, and long-term resale potential when exploring business jets for sale.

### ***Why is working with a private jet expert important when learning how to buy a private jet?***

An experienced private jet expert and private jet broker can provide market insight, valuation guidance, and transaction support to help buyers and sellers make informed decisions.

## **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.