

New year, New Tariffs

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Executive Summary:

jetAVIVA's latest market analysis highlights how tariffs have become one of the most critical factors influencing cross-border business aviation transactions heading into 2026. The article emphasizes that aircraft import exposure, evolving trade policy, and geopolitical uncertainty are now central considerations for buyers and sellers navigating markets for private jets for sale, including aircraft such as the Gulfstream G550 for sale, Challenger 350 for sale, and Phenom 300 for sale. The company outlines how tariff risk can significantly impact transaction economics, maintenance costs, and deal timelines, reinforcing the growing importance of working with a knowledgeable private jet broker and experienced customs professionals. As aircraft transactions become more complex, jetAVIVA continues positioning itself as a trusted private jet expert helping clients understand how to buy a private jet and how to sell a private jet while minimizing operational and financial risk.

Key Takeaways:

- Tariff exposure is now a major transaction risk in cross-border aircraft deals, especially for certain Bombardier, Embraer, Israeli-manufactured Gulfstream, and Bell aircraft.
- Premium business jets for sale may face significantly different import outcomes depending on manufacturing origin, export history, and customs documentation.
- Tariff-related costs are extending beyond aircraft purchases and increasingly impacting maintenance, engine overhauls, and broader aviation supply chains.

Quotes:

"In today's environment, expert guidance early in the process isn't optional; it's a key part of protecting your timeline and your economics."

"The most important takeaway heading into 2026 is that tariff planning is no longer a small, specialized part of a transaction, it is now a central part of risk management."

Disclaimer: The information provided in this article is current as of the date of publication and is subject to change without notice. This article is intended for general informational purposes only and should not be relied upon as legal, tax, or customs advice. We recommend consulting qualified experts for guidance on any import, export, or tariff-related matters.

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.