The Super-Midsize Market Right Now: *What the Data Isn't Showing You*

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Executive Summary:

The super-midsize aircraft market is moving faster than publicly available data suggests, with many of the best aircraft trading off-market before listings ever appear. While each platform is behaving differently, buyers and sellers who rely solely on published inventory risk missing the true market, making experienced guidance from a private jet broker and private jet expert more valuable than ever when evaluating business jets for sale or deciding how to buy a private jet or how to sell a private jet.

Key Takeaways:

- The Challenger 3500 market has virtually no public inventory, with most transactions occurring off-market before buyers ever see a listing.
- The Gulfstream G280 remains in strong demand, with most publicly listed aircraft already under contract despite appearing available.
- The Praetor 600 market is recalibrating rather than weakening, with quality U.S.-based aircraft remain scarce despite a temporary increase in listings.
- The Falcon 2000LXS currently offers buyers the strongest negotiating position within the super-midsize segment, while sellers must remain realistic on pricing.
- Success in today's market depends on real-time market intelligence rather than relying solely on published aircraft inventory and historical sales data.

FAQ:

Why doesn't public aircraft inventory accurately reflect the super-midsize market?

Many desirable aircraft are identified, negotiated, and sold privately before they ever appear on public listing platforms, creating a gap between published data and actual market activity.

Which super-midsize aircraft market is currently the strongest for sellers?

The Challenger 3500 and Gulfstream G280 markets remain exceptionally competitive due to extremely limited inventory and strong buyer demand.

Is the Embraer Praetor 600 market weakening?

No. The article describes the Praetor 600 market as recalibrating, with pricing adjusting while high-quality U.S.-based aircraft remain in limited supply.

Where do buyers currently have the greatest negotiating leverage?

The Dassault Falcon 2000LXS market offers the most negotiating room among the featured super-midsize aircraft due to slower recent transaction activity and pricing pressure.

What should buyers and sellers do in today's super-midsize market?

Buyers should establish relationships with an experienced private jet broker and be prepared to act quickly, while sellers with well-maintained aircraft should take advantage of favorable market conditions before inventory shifts.

Notable Comments:

"The numbers you're reading online are wrong."

"If you're making a buying or selling decision based on what's publicly listed today, you're not looking at the market. You're looking at its shadow."

"We are in the favorable window. Not at peak. But trending there."

"The window doesn't announce itself when it closes."

"Waiting is not a strategy. It's a concession."

"This is what being inside the market, not just observing it, actually looks like."

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.