# Why Aircraft Inventory Doesn't Tell the Whole Story

Justin Darche, Sales Operations Specialist

October 2026

*Link to Article*

---

**Executive Summary:**

Aircraft inventory numbers do not always reflect the number of realistic buying opportunities in the pre-owned business aircraft market. While listings indicate which private jets are for sale, factors such as pricing, maintenance history, aircraft condition, configuration, location, and seller circumstances determine whether an aircraft is truly viable for a buyer. Understanding these factors is essential when evaluating business jets for sale, particularly as year-end approaches and acquisition timelines become increasingly important.

**Key Takeaways:**

- Advertised inventory can overstate the number of aircraft realistically available for purchase.
- Seller expectations and asking prices do not always align with current market values.
- Maintenance history, aircraft condition, and upcoming inspections can significantly impact an aircraft's value.
- Location, configuration, and import requirements can limit suitable acquisition opportunities.
- Seller motivation, contract status, and delivery timelines can affect actual aircraft availability.

**Quotes:**

> *"Two aircraft of the same year and model can have very different values depending on how they have been operated, maintained, and cared for."*

> *"Ultimately, it's the difference between knowing how many aircraft are listed and understanding how many are actually viable options."*

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.