



Citation M2  
Citation CJ2+  
Citation CJ3  
Citation CJ4

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Quarterly Market Report - Winter 2020

# The Citation M2 Market

With over 230 aircraft produced, the Citation M2 market continues to mature into an active market. Q4 2019 averaged 20 units on the market, which is double what it was just two quarters prior. There were eight sales in Q4 2019, which is one more than in Q4 2018. Pricing has held steady for the last three quarters. This would be a good time to purchase an M2, as the increasing inventory will likely put pressure on the current pricing.



## Citation M2 Market Snapshot

# on Market: 20

Fleet Size: 235

% on Market: 8.4%

Avg. Asking Price: \$3,616,313

Low/High Asking Prices: \$2,995,000 - \$4,150,000

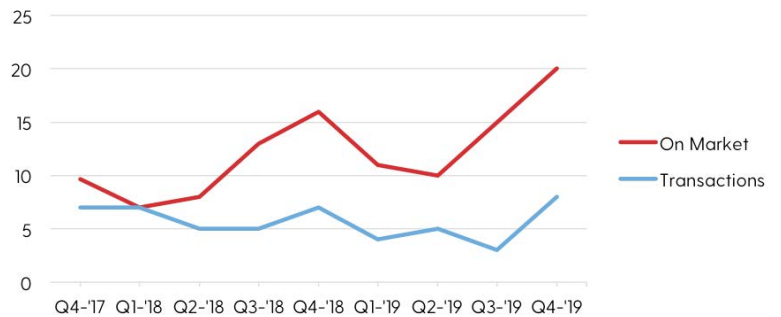
Avg. Days on Market (Sold): 84

Avg. TT of Aircraft Currently for Sale: 716

Transactions in Q4: 8

Data Courtesy of JETNET LLC

## Market Activity



“This would be a good time to purchase an M2, as the increasing inventory will likely put pressure on the current pricing.”

% of Transactions vs On Market - Citation M2



% of Value Retention - Citation M2

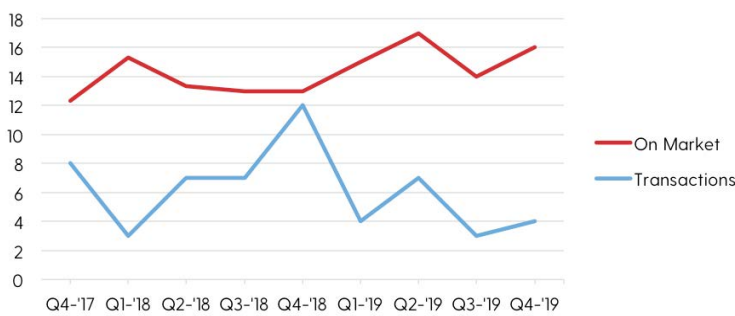




## The Citation CJ2+ Market

The number of Citation CJ2+ available for sale has increased when compared to the same time period a year ago. In Q4 2019, there were 16 aircraft available, which was three more than in Q4 of 2018. There were four sales in Q4 2019, which is only one-third of the volume in Q4 2018. Pricing has also remained steady for the past five quarters. This would be a good time to buy, as there is a decent supply with fewer buyers.

### Market Activity



“This would be a good time to buy, as there is a decent supply with fewer buyers.”

### Citation CJ2+ Market Snapshot

# on Market: 16

Fleet Size: 223

% on Market: 7%

Avg. Asking Price: \$3,253,810

Low/High Asking Prices: \$2,925,000 - \$3,700,000

Avg. Days on Market (Sold): 94

Avg. TT of Aircraft Currently for Sale: 2,712

Transactions in Q4: 4

Data Courtesy of JETNET LLC

### % of Transaction vs On Market - Citation CJ2+



### % of Value Retention - Citation CJ2+



# The Citation CJ3 Market

The Citation CJ3 market continues to remain active. There was an average of 37 units available for sale this past quarter, which is the most available that there ever has been. 17 units traded last quarter, which is one fewer than Q4 2018. Pricing dropped slightly last quarter after having remained steady for the six previous quarters. This is an excellent time to purchase a CJ3, as the inventory levels are rising and pricing has softened.



## Citation CJ3 Market Snapshot

# on Market: 37

Fleet Size: 412

% on Market: 9.1%

Avg. Asking Price: \$3,679,783

Low/High Asking Prices: \$1,950,000 - \$5,095,000

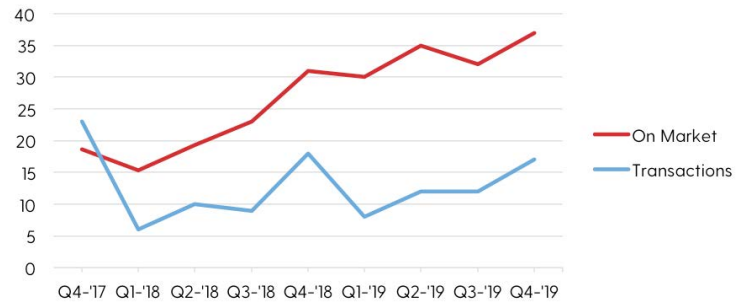
Avg. Days on Market (Sold): 189

Avg. TT of Aircraft Currently for Sale: 3,620

Transactions in Q4: 17

Data Courtesy of JETNET LLC

## Market Activity



“This is an excellent time to purchase a CJ3, as the inventory levels are rising and pricing has softened.”

### % of Transactions vs On Market - Citation CJ3



### % of Value Retention - Citation CJ3

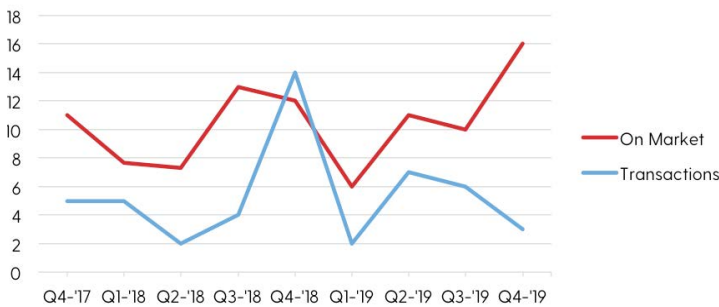




## The Citation CJ4 Market

The Citation CJ4 market has slowed considerably when compared to Q4 2018. In addition, the number available has nearly tripled since Q1 2019. Only three sold in Q4, which is off significantly when compared to the 14 sales of Q4 2018. Pricing has also fallen for the past two quarters. This would be a good time to purchase a CJ4, as there is a good supply with declining pricing.

### Market Activity



“This would be a good time to purchase a CJ4, as there is a good supply with declining pricing.”

### Citation CJ4 Market Snapshot

# on Market: 16

Fleet Size: 312

% on Market: 5.1%

Avg. Asking Price: \$5,956,522

Low/High Asking Prices: \$4,790,000 - \$6,900,000

Avg. Days on Market (Sold): 69

Avg. TT of Aircraft Currently for Sale: 1,623

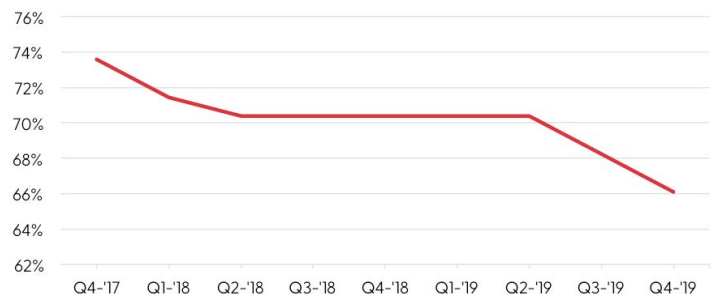
Transactions in Q4: 3

Data Courtesy of JETNET LLC

### % of Transactions vs On Market - Citation CJ4



### % of Value Retention - Citation CJ4



# CALL TO REQUEST A FREE CUSTOM AIRCRAFT VALUATION

- Current Market Data and Trends
- Average Asking Prices of Aircraft on the Market
- Market Trade-In Options
- Acquisition Opportunities



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- Uncompromising Integrity.
- Unbeatable Customer Service.

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