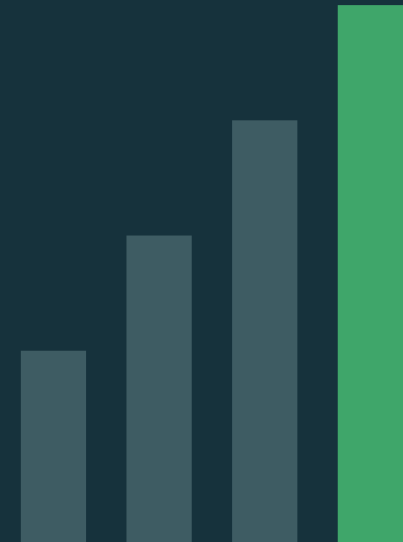


ASSET VALUATION SUMMIT 2026

The Green Light at 30,000 Feet

Aircraft Values, Market Nuance & What You Need to Know



1 Background

Jeff Dunn is an ASA-accredited aircraft appraiser with over 25 years of experience in business aviation and the founder of Hawthorne Aero Valuation Services. His career began with service in the U.S. Air Force, followed by FAA A&P mechanic certification and more than a decade in corporate aircraft finance with institutions including PNC Aviation Finance, CIT Aerospace, Truist, Citizens, and JA Mitsui Leasing. His practice centers on business aircraft valuation for lenders and the finance community, with an emphasis on collateral and residual-value work.

U.S. Air Force

FAA A&P Mechanic

Corporate Aircraft Finance

ASA-Accredited Appraiser

USPAP-Compliant

2 What This Session Covers

- Where business jet values sit today, stated plainly.
- What is actually driving the number, on both the demand and supply sides.
- The market nuance a headline average hides, and why it matters to a lender.
- Where values look to be heading over the next 12 to 24 months, and the signals to watch.

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Where Values Sit Today

+1.6%

YoY change in average value, core segments

225 days

up from 201 days a year ago

Avg days on market vs. prior year

6.54%

down from 7.46% a year ago

Share of active fleet for sale

- Flat on average, but supply is tight. Strong demand is pulling desirable aircraft off the market fast, while the slower-selling tails are simply what's left.
- The average hides a wide spread: individual types ran from up double digits to down high single digits, sorted by demand rather than segment or age.



4 The Nuance Behind the Average

One market rarely moves as one. This is where the real read lives.

A Demand by type

Values sort by demand for the specific type, not by age or segment. Same-year, same-cabin aircraft can move opposite ways, and today's favorites won't always be tomorrow's.

B Condition & pedigree

Engine program coverage, damage history, and records drive a wide spread within the same model. Engine programs seem to matter most: the majority of lenders now require programs, so non-covered aircraft are harder to finance, harder to sell, and priced accordingly.

C Spec & configuration

Interior, avionics, and mods shift marketability beyond the headline comps. Current avionics and a mainstream cabin layout broaden the buyer pool; a dated or unusual configuration shrinks it and puts pressure on value.



5 What's Driving Value: Demand

A Reasons for demand

Demand has held up despite higher interest rates, supported by structural factors: a private-flying base that widened during the pandemic and hasn't retreated, easier access via fractional and charter, and still-tight new-aircraft supply.

B End-user activity

Flight activity is up mid-single digits year over year, with the growth concentrated in fractional and charter rather than owner-flown.

C Short on quality

Fewer quality young aircraft are reaching the market than buyers want, and many trade quietly before they ever get listed. That scarcity drives competition, faster deals, and firmer pricing on the most desirable examples, even in a flat overall market.

6 What's Driving Value: Supply

A Inventory levels

Inventory has climbed off its early-2022 low of 3.2%, but is still tight by past standards and below pre-pandemic levels.

B Seller behavior

The trigger for most sellers is a replacement. Owners list when they have a new aircraft coming; without one, they tend to hold, though strong pricing will draw some out regardless.

C OEM discipline

Manufacturers have chosen not to over-produce, holding output below what demand alone might support. The result is no white tails, no speculative supply overhang, and firmer pricing across new and used.

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The Finance Lens

- Rates remain elevated, though lending appetite for these assets seems to be holding steady.
- Underwriting has stayed disciplined. The lessons of the financial crisis stuck, and lenders continue to structure these deals conservatively.
- Fewer lenders are willing to lease. The leasing pool has contracted meaningfully since the years leading up to the financial crisis.
- Non-bank capital is filling the gap. These financiers flex more on structure, typically at a higher rate, and are often the ones willing to lease.



8 The 12 to 24 Month Read

A Base case: more of the same

Transaction volume stays heavy and values hold firm, with year-end activity especially strong as buyers chase bonus depreciation. The market has kept its momentum through geopolitical and tariff headwinds, and there is little sign of that changing.

B The risk to watch: a liquidity crisis

The one thing that could turn it is a systemic liquidity event. Even though most buyers pay cash, their wealth and confidence are tied to the same markets a credit crisis would hit, so the exposure runs through the buyer, not just the financing.

What to Take Back to Your Desk

- The market looks flat on average, but that average hides a wide, type-driven spread.
- Values are sorting by demand for the specific aircraft, and which types lead can rotate.
- Demand is holding up, and good young aircraft are genuinely hard to find.
- Supply is tight for structural reasons: sellers hold without a replacement, and OEMs have stayed disciplined.
- Momentum is strong, and it's holding.

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