

*Aircraft Bluebook*  
PRICE DIGEST



# MARKETLINE

Vol. 23 No. 3 **NEWSLETTER**

**Carl Janssens, ASA**  
*Aircraft Bluebook – Price Digest*



There should be some optimism in our industry.

Buyers and sellers are finally coming to terms with what the market will bear for a given aircraft. And with that, the pre-owned aircraft market is seeing more completed deals. The gridlock of available inventory is starting to show some movement.

Values on the other hand remain soft with little signs of recovery.

Some of the factors that could be making an indirect impact on values relate to finance. Major lenders are adapting to the 20-year rule. That is, the age of the aircraft and term of the loan cannot exceed 20 years. Prior to the economic meltdown, it was a 30-year rule. Of course, there are exceptions to every rule, but this 20-year rule will continue to have a softening effect on value in the pre-owned market.

Another factor that might have a driving effect is the increase in cash buyers. Cash is a hard snare to turn away from if you are selling an aircraft. In return, the cash buyer will demand exceptional equipment at a discounted price.

To a lesser extent, aircraft foreclosures might have an impact on the industry. Time and condition do account for values in the marketplace. If an aircraft is sold outside the box of reason, then civil litigation will probably ensue.

You, the market itself, the live dynamics of what makes this whole process happen, may

have your own opinion too. Let us know your thoughts.

## Jet

### Bluebook-at-a-glance

<i>Increased</i> .....	3
<i>Decreased</i> .....	595
<i>Stable</i> .....	281

Late-model, large-cabin aircraft are retaining value. The medium-range business jet, such as the Lear 45 series and the Hawker 800 series, continues to show signs of normal depreciation.

Citation X and the Sovereign were off from last quarter. Bombardier Global Express and the 5000 remained steady while the Challenger 604 declined. The Falcon 7X held steady, but the Falcon 50 was down. Values for late-model Gulfstreams held steady, yet values for earlier models were off.

## Turboprop

### Bluebook-at-a-glance

<i>Increased</i> .....	25
<i>Decreased</i> .....	135
<i>Stable</i> .....	434

The ag market still rules in this category because the very boutique and limited markets hold on to value.

One surprise this quarter is the DeHavilland Twin Otter DHC-6. Limited inventories, great demand and a new production line have brought a burst of life into the values of these aircraft. Check the values in the new fall 2010 release of Aircraft Bluebook.

Late-model King Airs were down slightly.

## Multi

### Bluebook-at-a-glance

<i>Increased</i> .....	12
<i>Decreased</i> .....	26
<i>Stable</i> .....	618

Time and condition will play the upper hand in this market, especially when dealing with aging aircraft. Anything more than 20 years old in this market is a senior citizen. For the most part, values for this segment remained unmoved when compared to the previous quarter.

## Single

### Bluebook-at-a-glance

<i>Increased</i> .....	217
<i>Decreased</i> .....	200
<i>Stable</i> .....	2078

As with their twin brethren, time and condition also have the upper hand in supporting value. Do not just look at the sale price. Also pay close attention to restorations, upgrades and modifications.

For the most part, the single category was stable.

## Helicopter

### Bluebook-at-a-glance

<i>Increased</i> .....	57
<i>Decreased</i> .....	221
<i>Stable</i> .....	761

Helicopters are continuing to show some signs of stabilization with the majority of this segment remaining unchanged in reported values when compared to the previous quarter.

### Visit us at the 2010 NBAA Annual Meeting & Convention

Aircraft Bluebook will be in booth No. 7626 at NBAA 2010 on Oct. 19-21.

### Aircraft Bluebook – Price Digest here for you

Please contact Aircraft Bluebook if you have any specific concern in a particular aircraft market. We will be happy to share with you the most up-to-date information available for your market segment. Call us toll-free at 877-531-1450 or direct at 913-967-1913.



©2010 Penton Business Media, Inc. All Rights Reserved. No part of this publication may be reproduced in any form or by any means without permission in writing from the publisher. Printed in the U.S.A.

**PUBLISHED FOUR TIMES YEARLY TO COINCIDE WITH SEASONAL PRICE FLUCTUATIONS.**  
**SPRING (end Feb.) SUMMER (end May) FALL (end Aug.) WINTER (end Nov.)**

**Bob MacArthur — Senior Vice President • Tom Duncan — Vice President**  
**Frank Craven — Group Publisher • Paul Wyatt — Editor-in-Chief • Carl Janssens, ASA — Editor**  
**Chris Reynolds — Analyst and Associate Editor • Jennifer Shafer-Doyle — Sales Representative**  
**Susan Kohlmeyer — Sales Agent • Jennifer Knight — Art Director**  
**Terri Cannon — Customer Service Manager • Dylan Goodwin — Group Production Manager**  
**Julie Jantzer-Ward — Production Manager • Justin Marciniak — Senior Production Editor**  
**Adriane Roberts — Production Editor • Brandy Ferguson — Production Design Editor**

P.O. BOX 12901, OVERLAND PARK, KS 66282-2901  
PHONE 800-654-6776 • 913-967-1719 FAX 800-633-6219 • 913-967-1901

*Looking to Purchase  
a Used Business Jet?*

# SpeedNews®

THE SOURCE FOR AVIATION NEWS & INFORMATION



## **BUSINESS AIRCRAFT AVAILABLE**

(online listings @ [www.speednews.com](http://www.speednews.com) • authenticated with serial numbers)

**>700 Aircraft Now Listed: Free to List • Free to Browse**

The listings range from airliner-derivatives such as an ACJ and BBJs to production slots for a G450, a Citation Mustang, a Learjet 40, and an Eclipse 500, to a wide variety of other airplanes including in-service business aircraft built by all of the top manufacturers, including Bombardier, Learjet, Gulfstream, Hawker, Beech, Cessna, Falcon, Dornier and IAI.



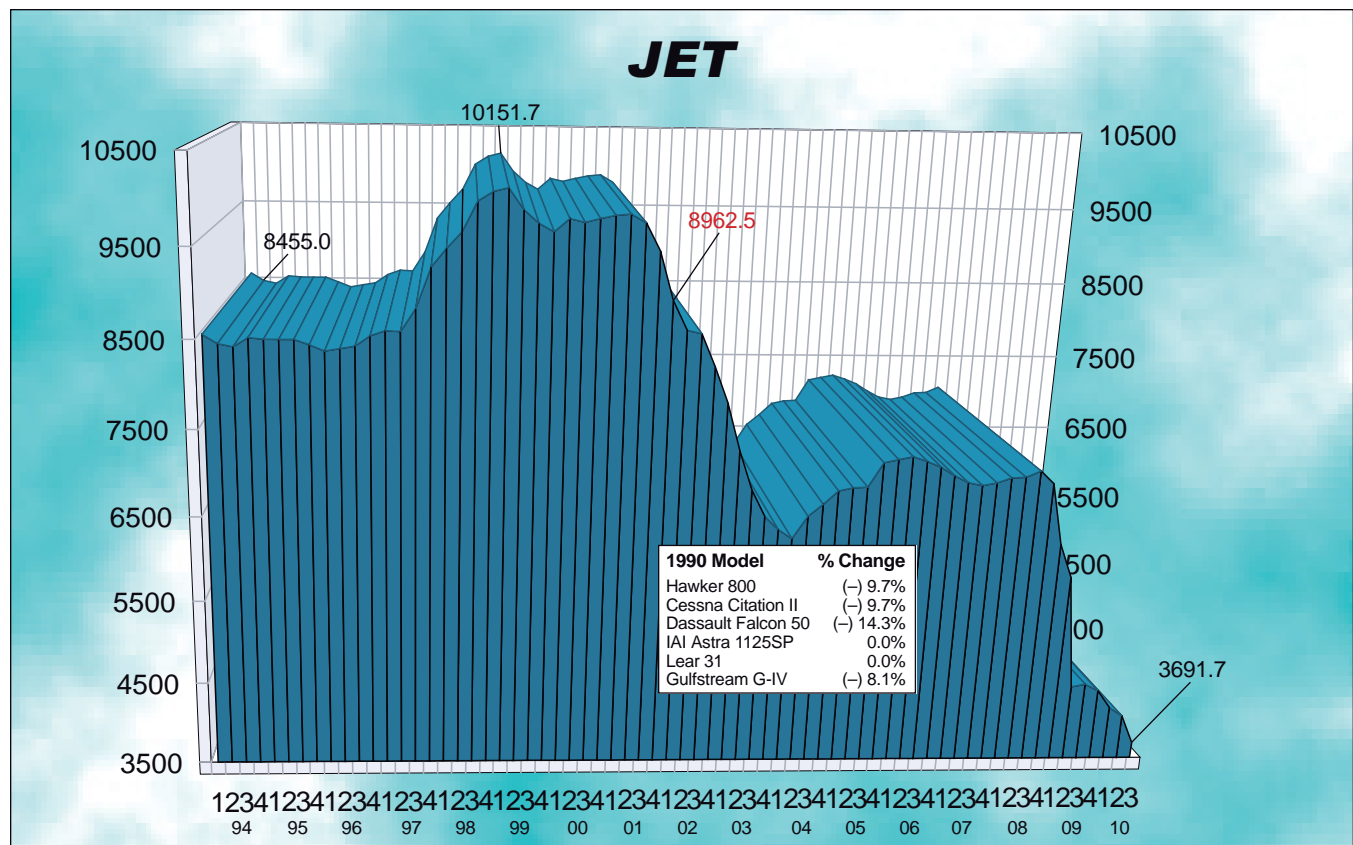
## *Aircraft Bluebook* PRICE DIGEST®

Subscribe to the Aircraft Bluebook  
Marketline newsletter at the new  
**[aircraftbluebookmarketline.com](http://aircraftbluebookmarketline.com).**

## USED AIRCRAFT MARKET VALUE

The chart displays the market value of used aircraft over a 16-year period. The left vertical axis represents the value in Percent, ranging from 70 to 120. The right vertical axis also ranges from 70 to 120. The horizontal axis shows years from 1994 to 2010. The data is represented by a blue 3D area chart. The value starts at approximately 100% in 1994, rises to a peak of 111.84% in 2001, then drops sharply to 109.53% in 2002, and continues to decline to 71.00% by 2010. There is a notable recovery in the value between 2003 and 2007, peaking around 105% in 2006, before a final sharp drop in 2009.

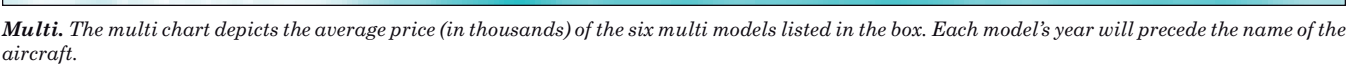
Year	Value (%)
1994	100.00
1995	99.69
1996	101.00
1997	102.00
1998	105.00
1999	108.00
2000	110.00
2001	111.84
2002	109.53
2003	95.00
2004	90.00
2005	92.00
2006	105.00
2007	100.00
2008	95.00
2009	80.00
2010	71.00



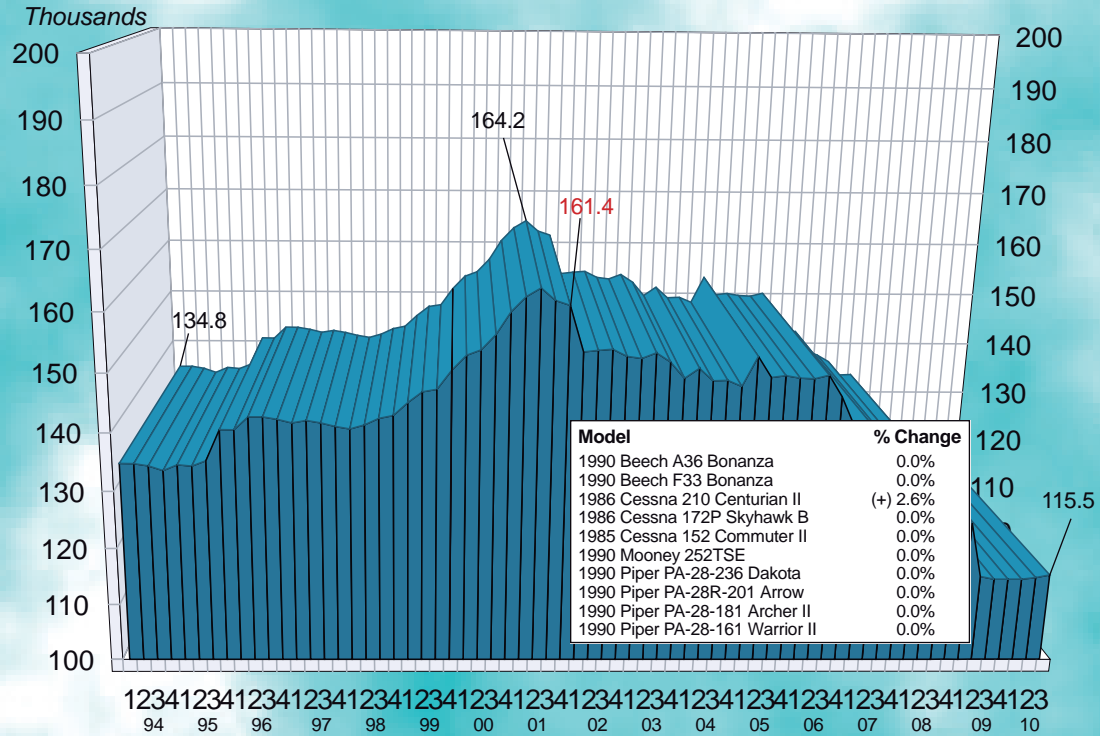
# TURBOPROP

The chart displays sales volume in thousands over time. The left y-axis ranges from 1000 to 1600 in increments of 50. The right y-axis ranges from 000 to 1600 in increments of 50. The x-axis shows years from 1994 to 2010. The sales volume starts at 1498.3 in 1994, fluctuates, reaches a peak of 1466.7 in 2001, drops to 1333.3 in 2002, rises again to a peak around 2006-2007, and ends at 1016.7 in 2010.

Model	% Change
1990 Beech B200 King Air	(-) 3.6%
1990 Beech C90A	(-) 10.0%
1986 Cessna 441 Conquest	0.0%
1985 Mitsubishi MU-2 Marquis	0.0%
1990 Piper Cheyenne III	0.0%
1990 Cessna 208 Caravan	0.0%

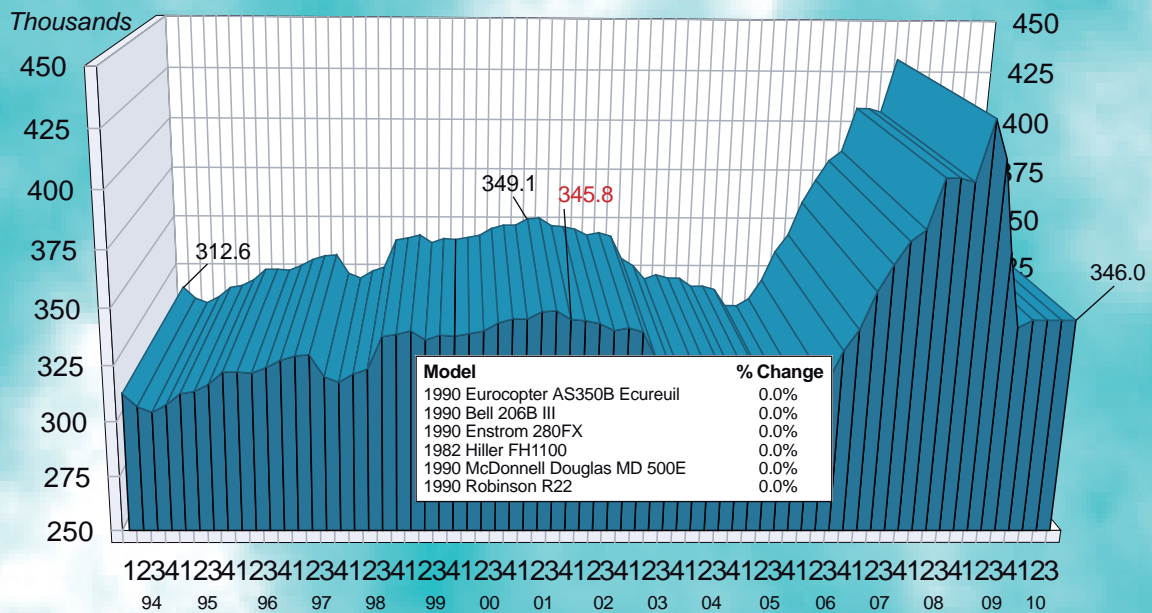


# PISTON



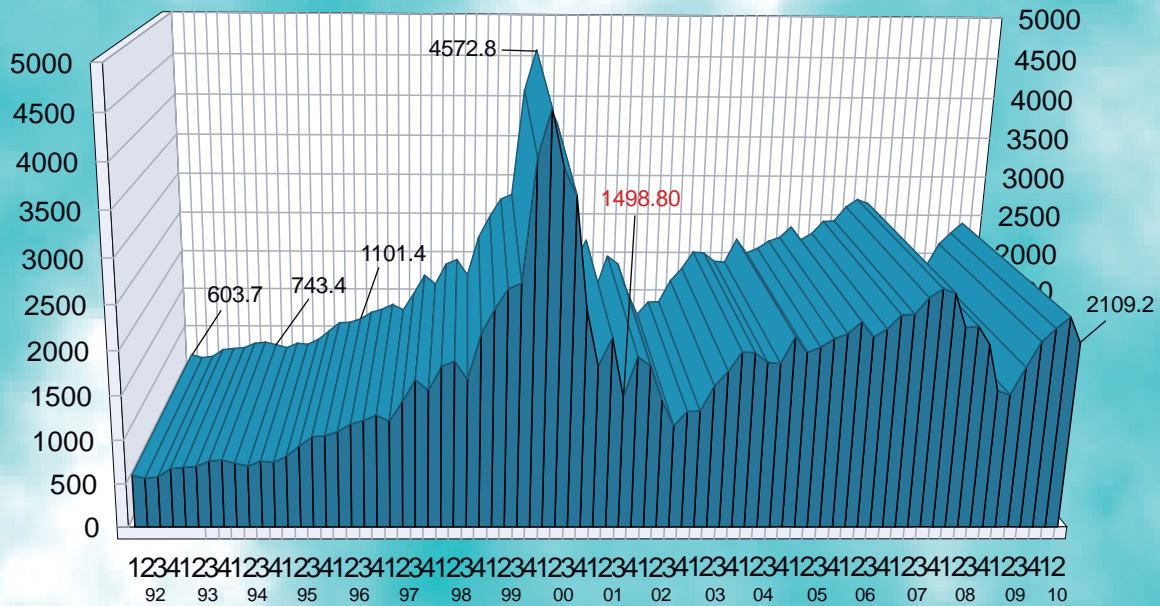
**Piston.** The piston chart depicts the average price (in thousands) of the 10 pistons listed in the box. Each model's year will precede the name of the aircraft.

# HELICOPTER



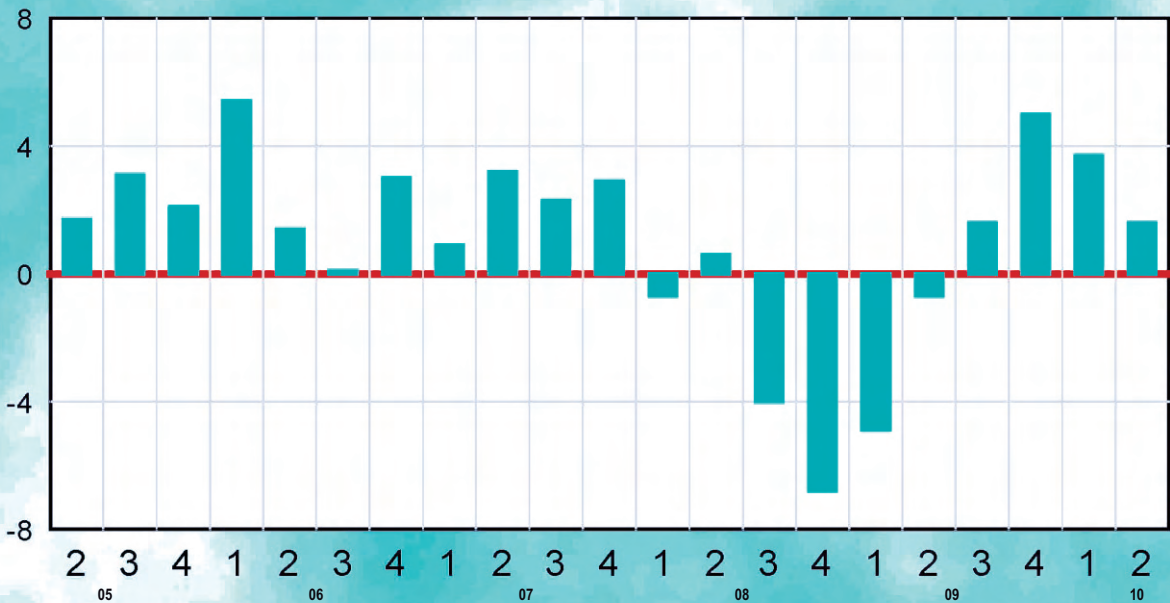
**Helicopter.** The helicopter chart depicts the average price (in thousands) of the six helicopters listed in the box. Each model's year will precede the name of the aircraft.

## NASDAQ



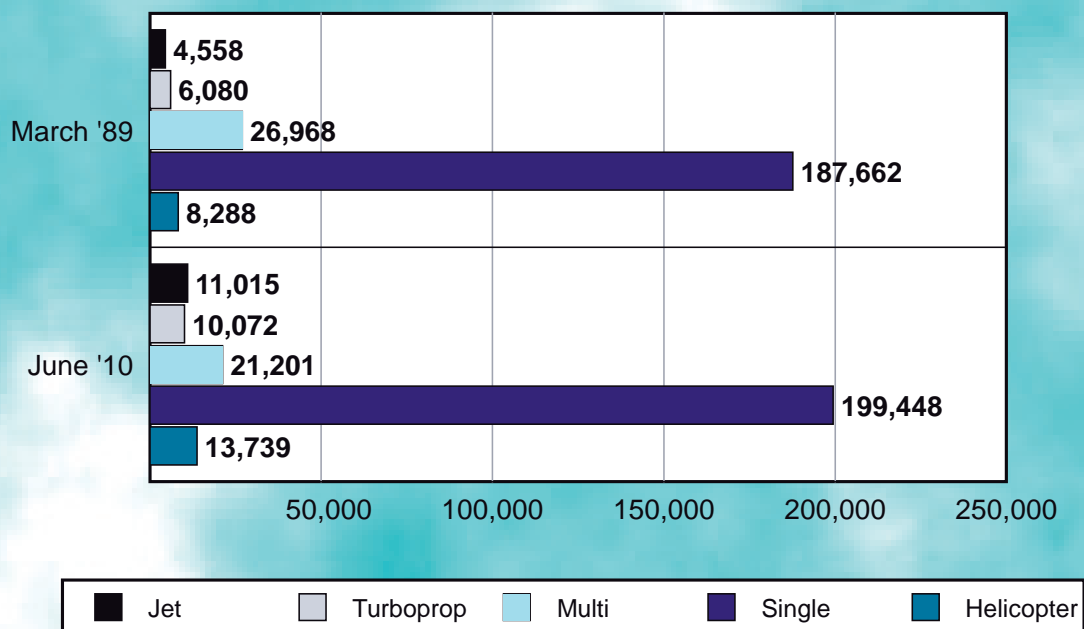
**NASDAQ:** This ratio scale chart depicts the change for the NASDAQ daily average from quarter to quarter beginning at the end of the first quarter of 1992. Each data point represents the closing daily average on the last trading day of each quarter. This study originates in the first quarter of 1971.

## U.S. REAL GROSS DOMESTIC PRODUCT



**U.S. Real Gross Domestic Product:** This graph represents real gross domestic product measured by the U.S. Bureau of Economic Analysis. Each data point represents the BEA's final figure or latest estimate of the quarter-to-quarter seasonally adjusted annual rates of change in real GDP "based on chained 2005 dollars." The study begins with the second quarter in 2005.

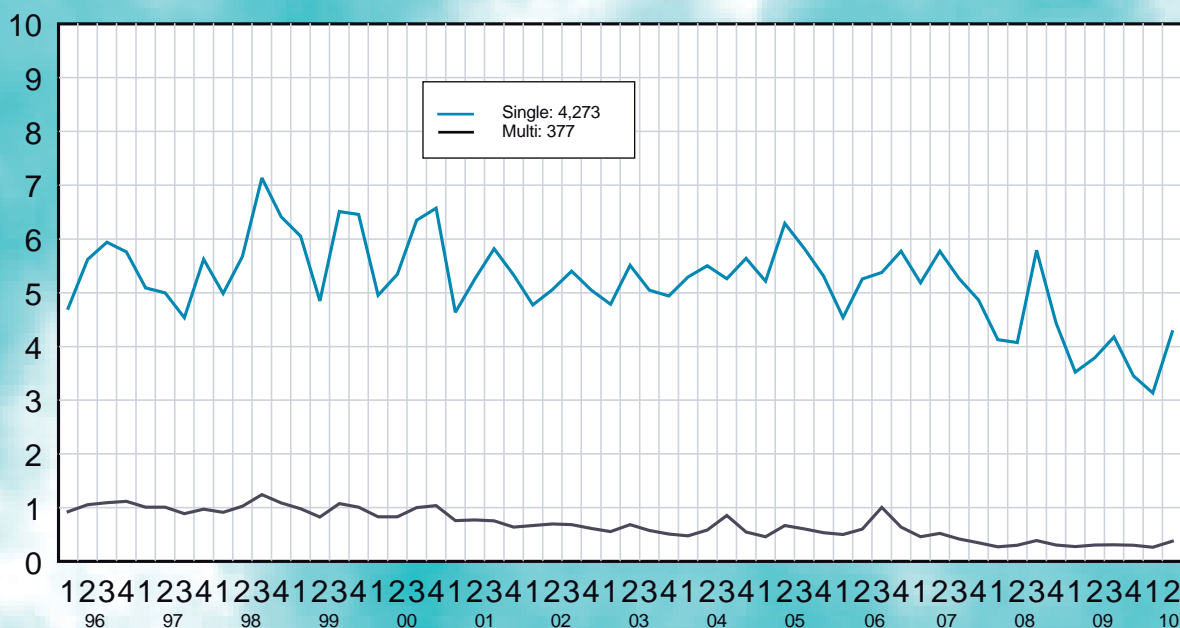
## AIRCRAFT ON REGISTRY



**Aircraft on Registry.** The Aircraft on Registry chart depicts the number of aircraft reported in Aircraft Bluebook which are listed on FAA records and considered to be in the U.S. inventory.

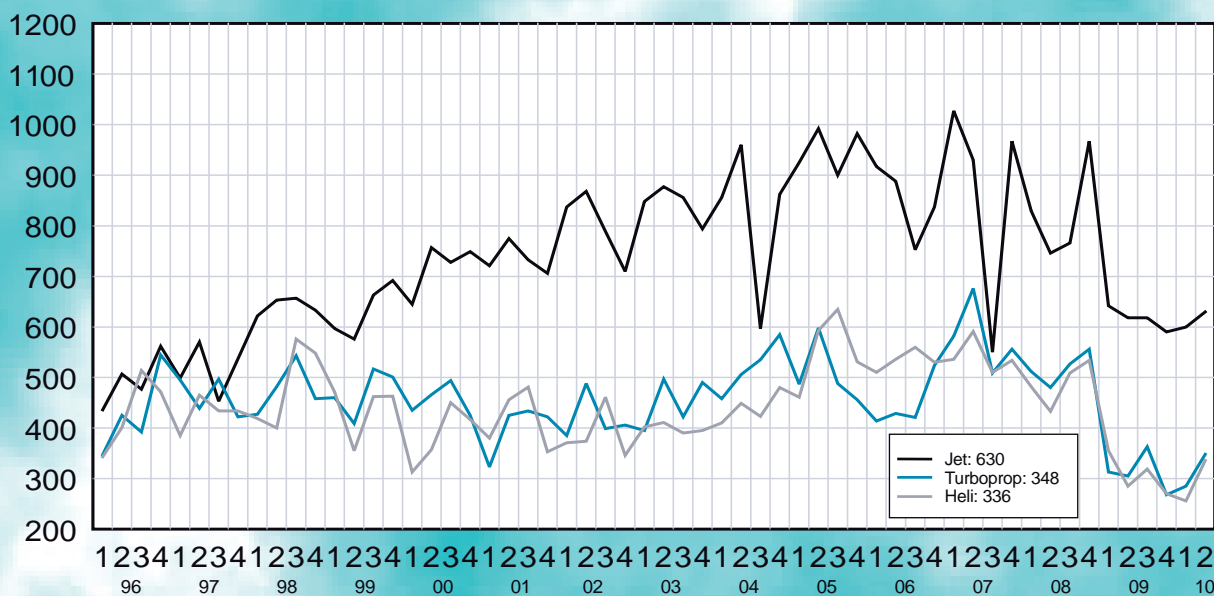
## CHANGE OF STATUS SINGLE • MULTI

Thousands



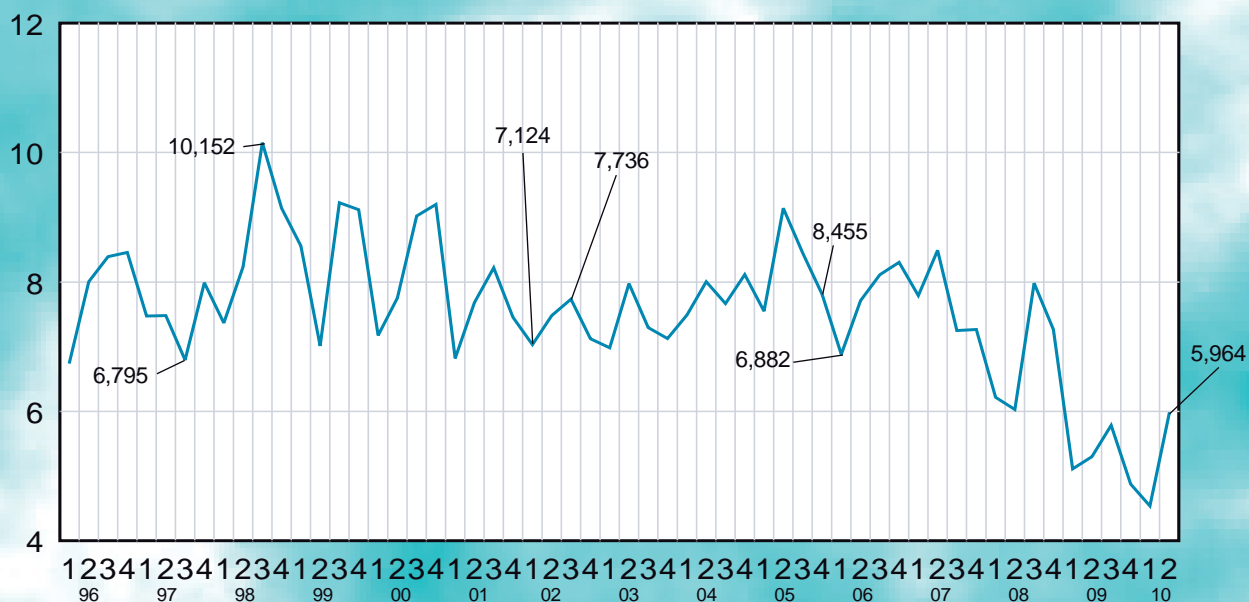
**Single/Multi.** The blue line in the Single • Multi chart depicts change-of-ownership data for singles. The black line represents multis.

## CHANGE OF STATUS JET • TURBOPROP • HELI



**Jet/Turboprop/Heli.** The black line in the Jet • Turboprop • Heli chart represents change-of-ownership information for jets. The blue line depicts turboprops, while the gray line represents helicopters.

## CHANGE OF STATUS TOTAL MARKET



**Total Market.** Depicts change-of-ownership data for all aircraft included in the Aircraft Bluebook. The numbers are from the FAA Registry. Gliders, homebuilts, airliners and other aircraft not found in the Bluebook are not included in this study.