

QUARTERLY MARKET REPORT LEARJET AIRCRAFT - Q4 2020

INVENTORY IN SHORT SUPPLY

Apple pie, baseball, and Learjet? OK, maybe that's a stretch, but the Learjet is truly an American staple. The Learjet brand has seen good days and some not so good days these past 12 months, but the path back to a normal Learjet market is underway. Aided by a big boost in Q4 activity, the Learjet has found itself on firm ground in 2021. Buyers have reappeared and sellers are continuing to engage. The fog of 2020 is beginning to clear and the road forward shows real promise.

Most people who are familiar with the pre-owned Learjet markets will tell you that for the better part of 2020 sales of the Learjet type were few and far in between. The dam broke and buyers returned in the last few months of 2020, leading to what felt like a black Friday type buying frenzy. This frenzy led to 38 Learjet sales in December alone for the Learjet 40, 40XR, 45, 45XR, 75, 60, and 60XR markets. Available Learjets for sale took a large fall of 35% to 109 aircraft currently for sale. What does this mean to the Learjet owner and buyer as we enter Q1 of 2021? Inventory numbers are much lower than a few months ago so buyers are seeing less aircraft to choose from, making their search more extensive. Sellers, on the other hand, might get relief from the stagnation of 2020. Whatever side of the spectrum you find yourself on, once the inventory numbers start to tick back up, the normalcy of the Learjet markets should return to equilibrium.

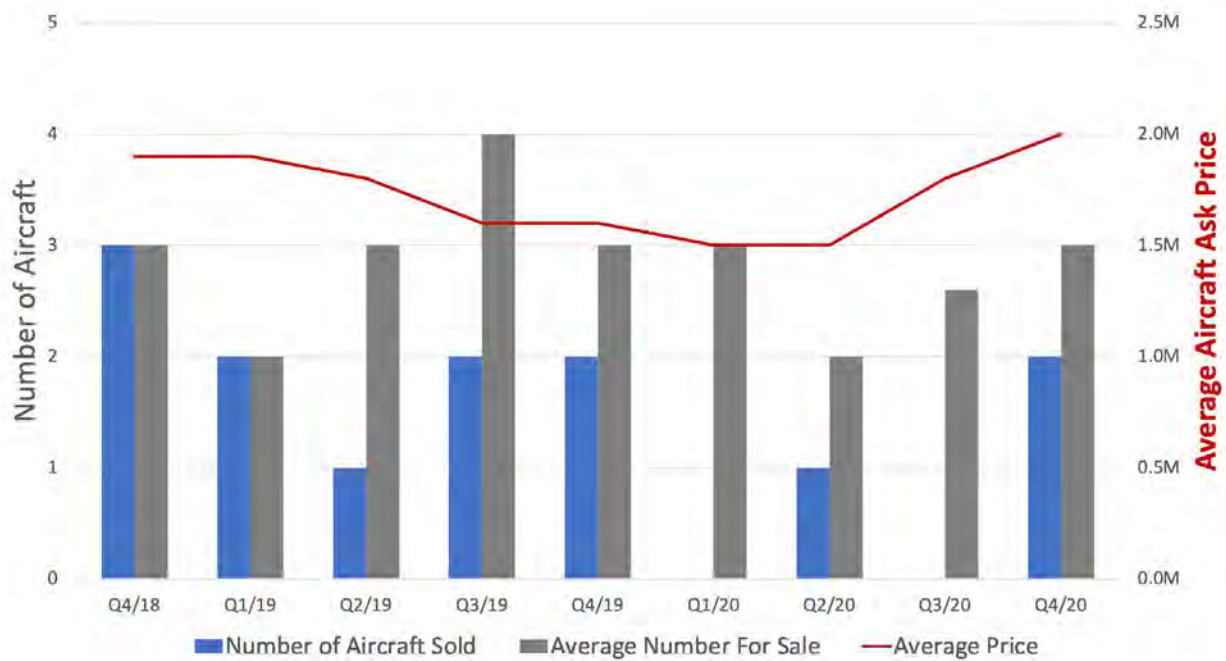
In order for the Learjet markets to continue their return to normal, it's going to take calmer waters than what we have experienced these past 12 months. The financial markets continue to stay fluid, which will assist in a strengthening Learjet market. Even though inventory numbers are down, there is still a decent selection of available aircraft. As we look forward, one of the key elements that continues to hang in limbo is the future tax benefits that could be in jeopardy in the months and years to come. With continued stability and barring any outrageous stance in the tax code, 2021 should provide a nice bridge to recovery for the Learjet markets. As a broker who represents both buyers and sellers for all Learjet types, there is a healthy amount of optimism on both sides that will help propel these markets back to stability.

Market Summary - Learjet Aircraft

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LEARJET 40 MARKET SUMMARY

CURRENT		TRENDS		PRICE TRENDS	
38	ACTIVE FLEET	4	FOR SALE 24 MO HIGH	0	NUMBER OF PRICE REDUCTIONS
3	FOR SALE	2	FOR SALE 24 MO LOW	N/A	AVG. PRICE REDUCTION
7.9	% OF FLEET FOR SALE	2	2020 Q4 TRANSACTIONS	\$2.3M	AVG ASK PRICE
241	AVERAGE DAYS ON MARKET	2	2019 Q4 TRANSACTIONS	\$2.3M	ASK PRICE RANGE *based off one posted ask price
		5	2019 TOTAL TRANSACTIONS		



Source: JETNET



LEARJET 40XR MARKET SUMMARY

CURRENT		TRENDS		PRICE TRENDS	
92	ACTIVE FLEET	14	FOR SALE 24 MO HIGH	0	NUMBER OF PRICE REDUCTIONS
9	FOR SALE	7	FOR SALE 24 MO LOW	N/A	AVG. PRICE REDUCTION
9.8	% OF FLEET FOR SALE	5	2020 Q4 TRANSACTIONS	\$1.772M	AVG ASK PRICE
321	AVERAGE DAYS ON MARKET	3	2019 Q4 TRANSACTIONS	\$1.42M - \$2.15M	ASK PRICE RANGE
		13	2019 TOTAL TRANSACTIONS		

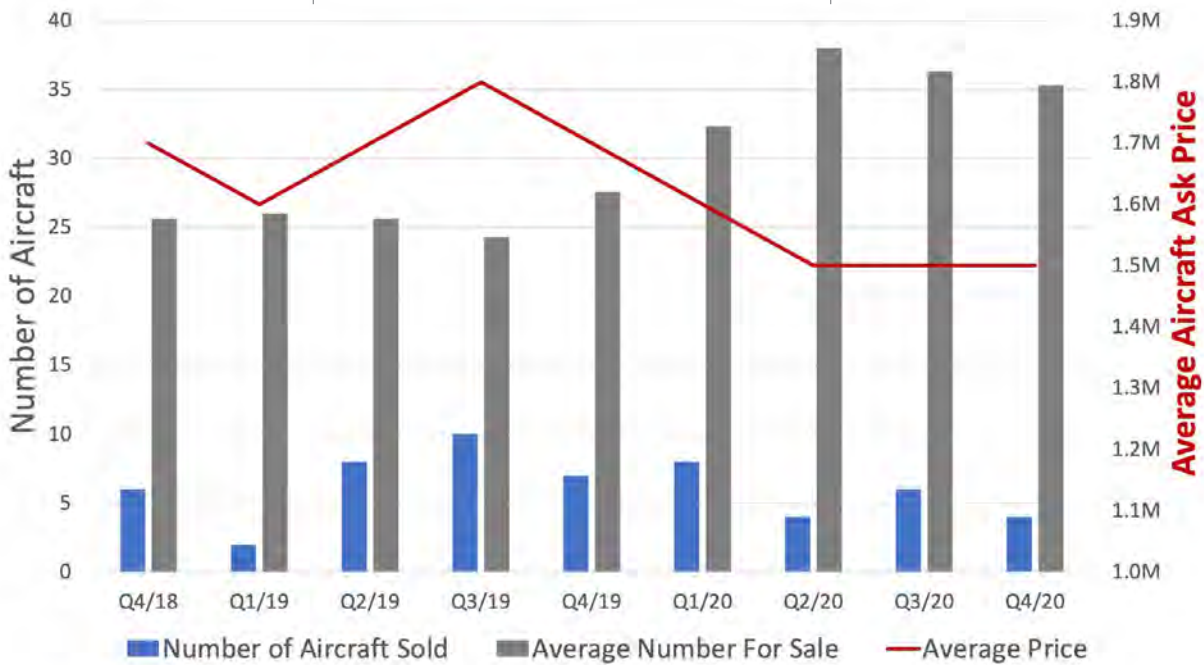


Source: JETNET



LEARJET 45 MARKET SUMMARY

CURRENT		TRENDS		PRICE TRENDS	
237	ACTIVE FLEET	38	FOR SALE 24 MO HIGH	4	NUMBER OF PRICE REDUCTIONS
32	FOR SALE	23	FOR SALE 24 MO LOW	\$87.5K	AVG. PRICE REDUCTION
13.5	% OF FLEET FOR SALE	4	2020 Q4 TRANSACTIONS	\$1.465M	AVG ASK PRICE
436	AVERAGE DAYS ON MARKET	7	2019 Q4 TRANSACTIONS	\$950K - \$2.195M	ASK PRICE RANGE
		22	2019 TOTAL TRANSACTIONS		

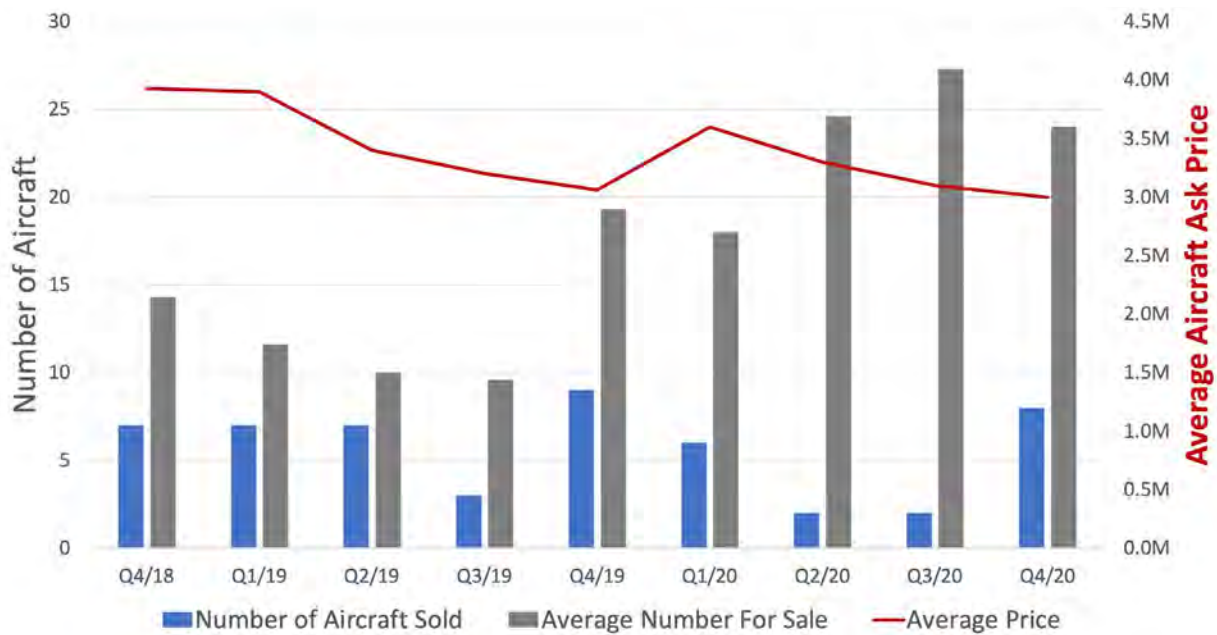


Source: JETNET



LEARJET 45XR MARKET SUMMARY

CURRENT		TRENDS		PRICE TRENDS	
205	ACTIVE FLEET	30	FOR SALE 24 MO HIGH	4	NUMBER OF PRICE REDUCTIONS
18	FOR SALE	9	FOR SALE 24 MO LOW	\$162.5K	AVG. PRICE REDUCTION
8.8	% OF FLEET FOR SALE	8	2020 Q4 TRANSACTIONS	\$2.953M	AVG ASK PRICE
326	AVERAGE DAYS ON MARKET	9	2019 Q4 TRANSACTIONS	\$2.395M - \$3.8M	ASK PRICE RANGE
		17	2019 TOTAL TRANSACTIONS		



Source: JETNET



LEARJET 75 MARKET SUMMARY

CURRENT		TRENDS		PRICE TRENDS	
139	ACTIVE FLEET	10	FOR SALE 24 MO HIGH	0	NUMBER OF PRICE REDUCTIONS
7	FOR SALE	3	FOR SALE 24 MO LOW	N/A	AVG. PRICE REDUCTION
5	% OF FLEET FOR SALE	3	2020 Q4 TRANSACTIONS	\$5.75M	AVG ASK PRICE
218	AVERAGE DAYS ON MARKET	5	2019 Q4 TRANSACTIONS	\$5.75M	ASK PRICE RANGE *based off one posted ask price
		9	2019 TOTAL TRANSACTIONS		



Source: JETNET



LEARJET 60 MARKET SUMMARY

CURRENT

286 ACTIVE FLEET

29 FOR SALE

10.1 % OF FLEET FOR SALE

400 AVERAGE DAYS ON MARKET

TRENDS

44 FOR SALE 24 MO HIGH

32 FOR SALE 24 MO LOW

14 2020 Q4 TRANSACTIONS

15 2019 Q4 TRANSACTIONS

38 2019 TOTAL TRANSACTIONS

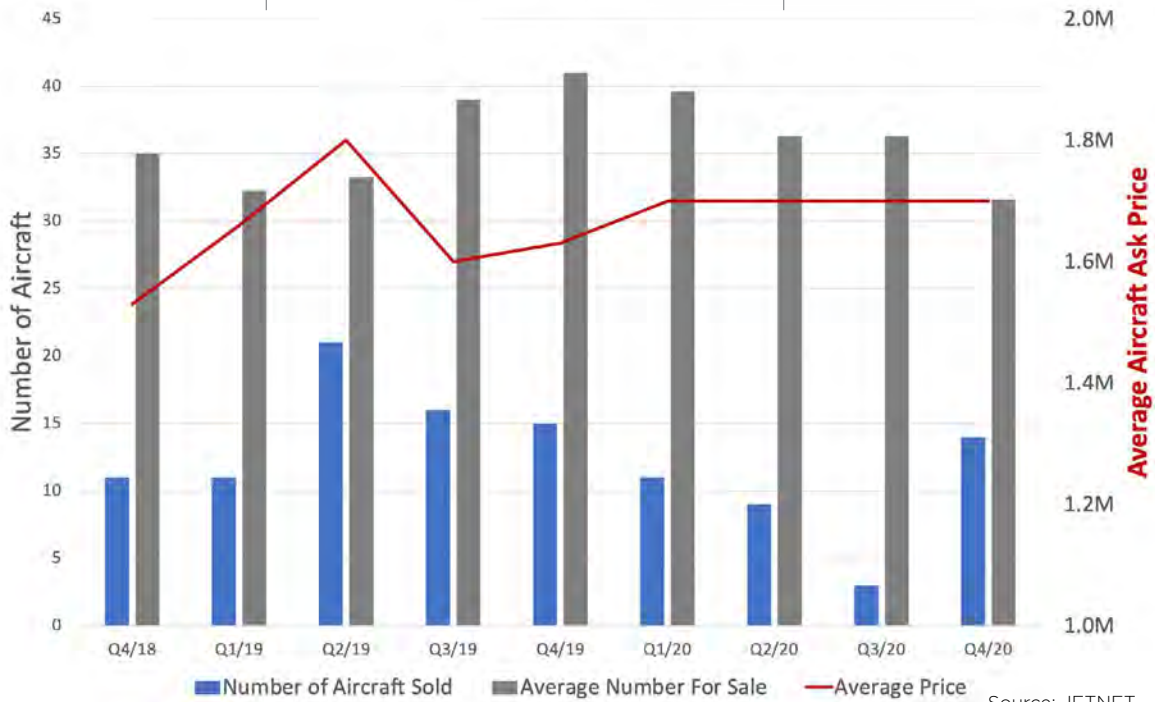
PRICE TRENDS

2 NUMBER OF PRICE REDUCTIONS

\$65K AVG. PRICE REDUCTION

\$1.668M AVG ASK PRICE

\$595K - \$2.817M ASK PRICE RANGE



LEARJET 60XR MARKET SUMMARY

CURRENT

111 ACTIVE FLEET

11 FOR SALE

9.9 % OF FLEET FOR SALE

501 AVERAGE DAYS ON MARKET

TRENDS

20 FOR SALE 24 MO HIGH

12 FOR SALE 24 MO LOW

4 2020 Q4 TRANSACTIONS

10 2019 Q4 TRANSACTIONS

17 2019 TOTAL TRANSACTIONS

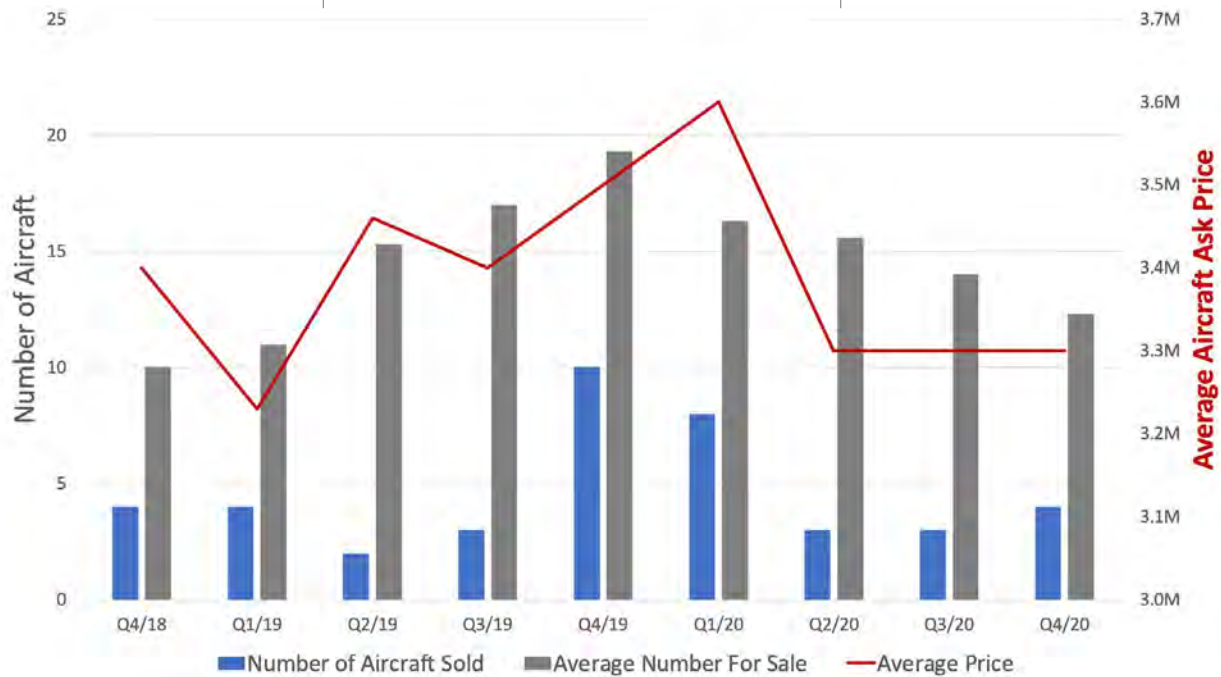
PRICE TRENDS

2 NUMBER OF PRICE REDUCTIONS

\$300K AVG. PRICE REDUCTION

\$3.25M AVG ASK PRICE

\$2M - \$4.55M ASK PRICE RANGE



Source: JETNET



THE LEARJET EXPERTS

A TEAM DEDICATED TO YOUR MISSION.

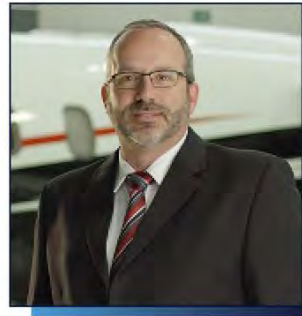
Whether you are looking to buy or sell, you have the right team. Omni Aircraft Sales is the industry's leading expert in Learjets. We believe there is a right aircraft for everyone and we know the right questions to ask to ensure we get you matched up with your perfect aircraft solution.



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