



BOMBARDIER MARKET UPDATE Q3 • 2018


2018 continues to grow and show strong signs of stability. Q3 was exciting for new product certifications led by Gulfstream announcing the certification of the all new G500 and followed by Bombardier's certification of the Ultra-Long Range Global 7500. On top of new large aircraft product announcements at EBACE in May, confidence in future growth is apparent.

Overall, in the segments we track, Q3 reflected the normal seasonal variations (vacation time) and new deliveries and pre-owned transactions were down 20+% over Q2. Shops are full with pre-buys and NextGen upgrades in addition to their normal maintenance customers. The pre-owned inventory continues to fall, down another 8.1% this quarter. In many cases, popular late model aircraft are below 5% of the fleet being available for sale. Gross numbers of pre-owned transactions will continue to decline for the foreseeable future as the market is seriously supply constrained.

How does this affect the Bombardier pre-owned market? With a whirlwind of new options coming to market soon, factory new buyers should soon start the migration from the existing product line to the latest and greatest offerings. Bombardier is well positioned with three new models to discuss – all available for delivery in the next 1-2 years. Overall pre-owned transaction levels dropped significantly across the Bombardier tracked models, with a slight uptick in inventory for sale. New deliveries also edged downward, the largest drop across all three OEM's, though not uncommon traditionally for the third quarter.



Brant Dahlfors



Quarter 3 2018

Challenger 300	2
Challenger 350	3
Challenger 604	4
Challenger 605	5
Global 5000 Classic	6
Global 5000 Vision	7
Global Express	8
Global XRS	9
Global 6000	10





JET TRANSACTIONS

CL300 MARKET UPDATE Q3 • 2018

Market Summary

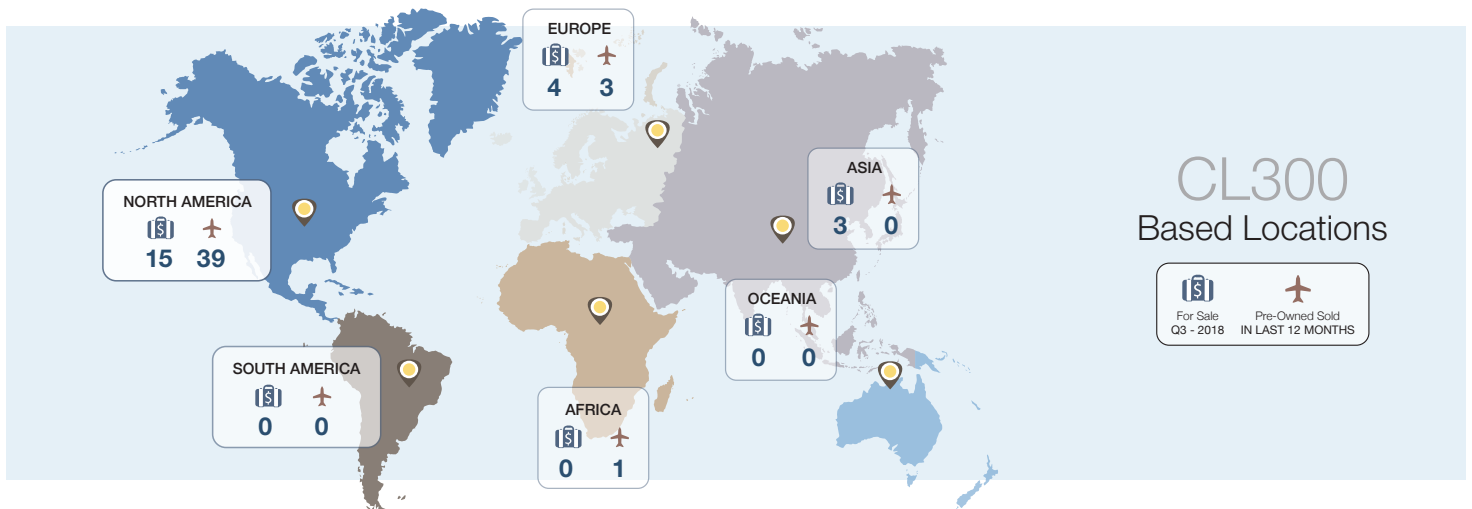
Activity in the pre-owned Challenger 300 market slowed down a bit this quarter, with only 6 units changing hands compared to 15 in the previous quarter. Inventory levels are up nearly 30% to 22 units for sale as sellers are presenting planes at higher prices than they have seen in years, as indicated by quarterly Average Ask Prices up above \$8M. Buyers are benefiting from increased selections in the mid to late vintage serial numbers coming available.

Current Market

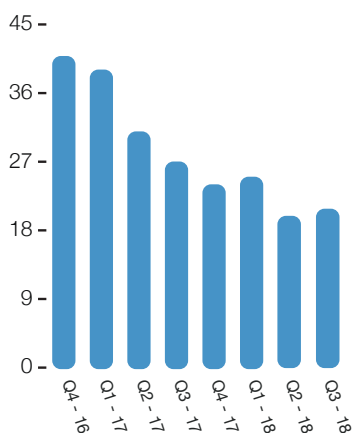
Currently for Sale	22	Inventory High	42
Ask Price Range	\$6.3M - \$11.9M	Inventory Low	17
% of Active Fleet	4.8%	Avg. Sales Price	\$8.9M
In Operation	454	Avg. Ask Price	\$9.4M
		Avg. Days on Market	249
		North American Sales	93%

Market History

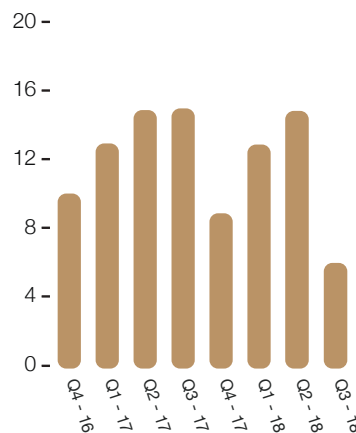
24 MONTH AVERAGE



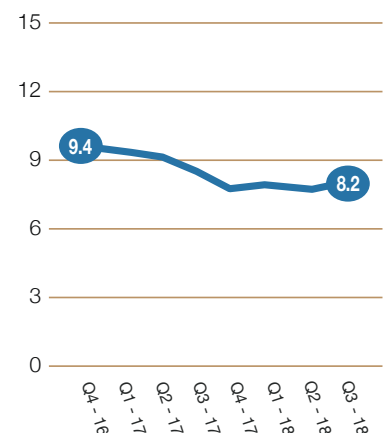
Avg Pre-Owned For Sale



Pre-Owned Sold



Avg Ask Price in Millions





JET TRANSACTIONS

CL350 MARKET UPDATE Q3 • 2018

Market Summary

Inventory levels remained unchanged for the Challenger 350 pre-owned market, with a second consecutive quarter of no recorded transactions and no new entrants to the market. The fleet continues to grow with another 6 units taking delivery this quarter and will undoubtedly pass 250 units in owner's hands in early Q4. A consistently strong brand internationally, Bombardier continues to show its marketability abroad with 25% of the pre-owned recorded sales and current available inventory occurring outside of North America.

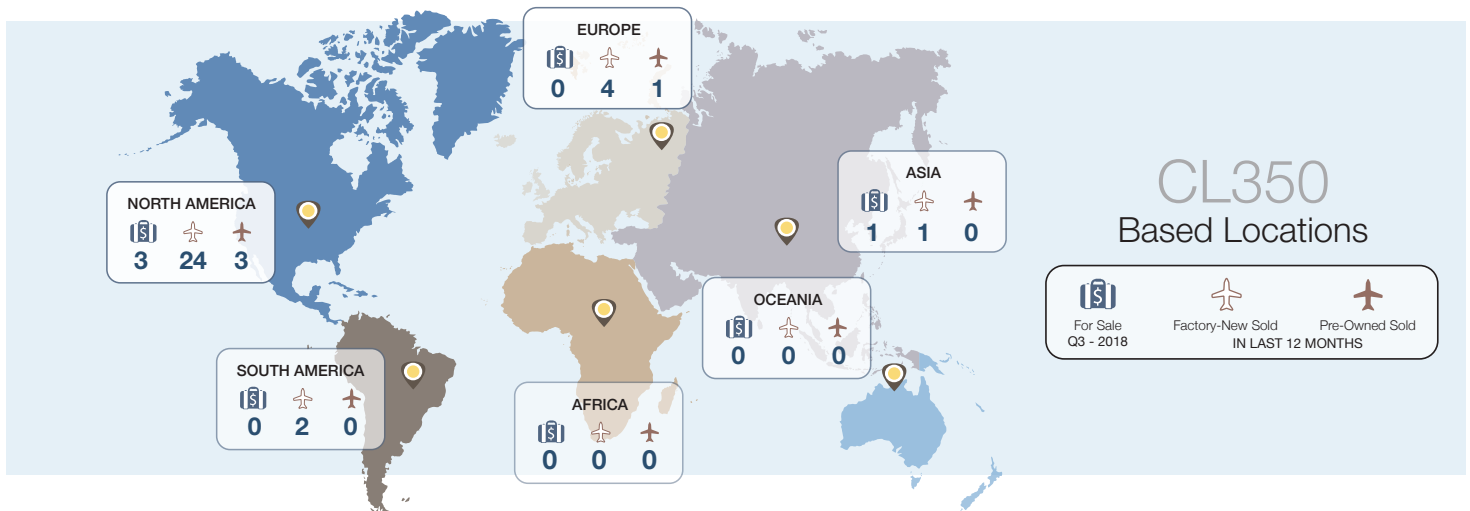
Current Market

Currently for Sale	4
Ask Price Range	\$17.2M - \$17.5M
% of Active Fleet	1.6%
In Operation	246

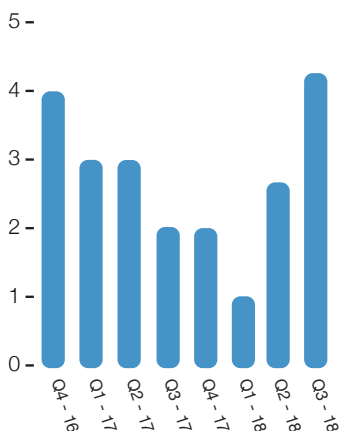
Market History

24 MONTH AVERAGE

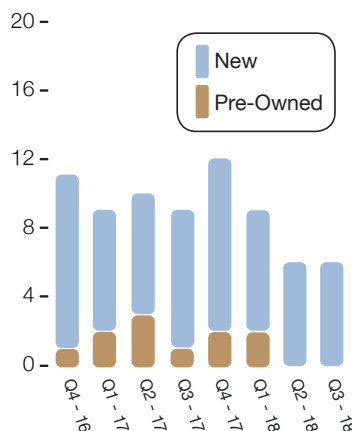
Inventory High	5
Inventory Low	1
Avg. Sales Price	\$16.2M
Avg. Ask Price	\$16.6M
Avg. Days on Market	227
North American Sales	82%



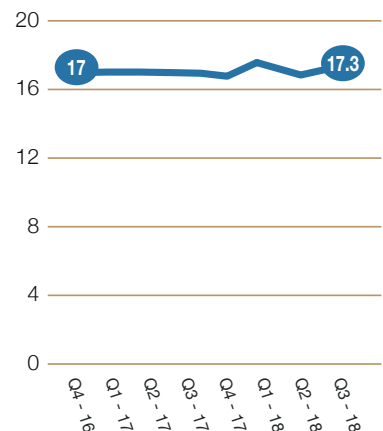
Avg Pre-Owned For Sale



Pre-Owned & New Sold



Avg Ask Price in Millions





JET TRANSACTIONS

CL604 MARKET UPDATE Q3 • 2018

Market Summary

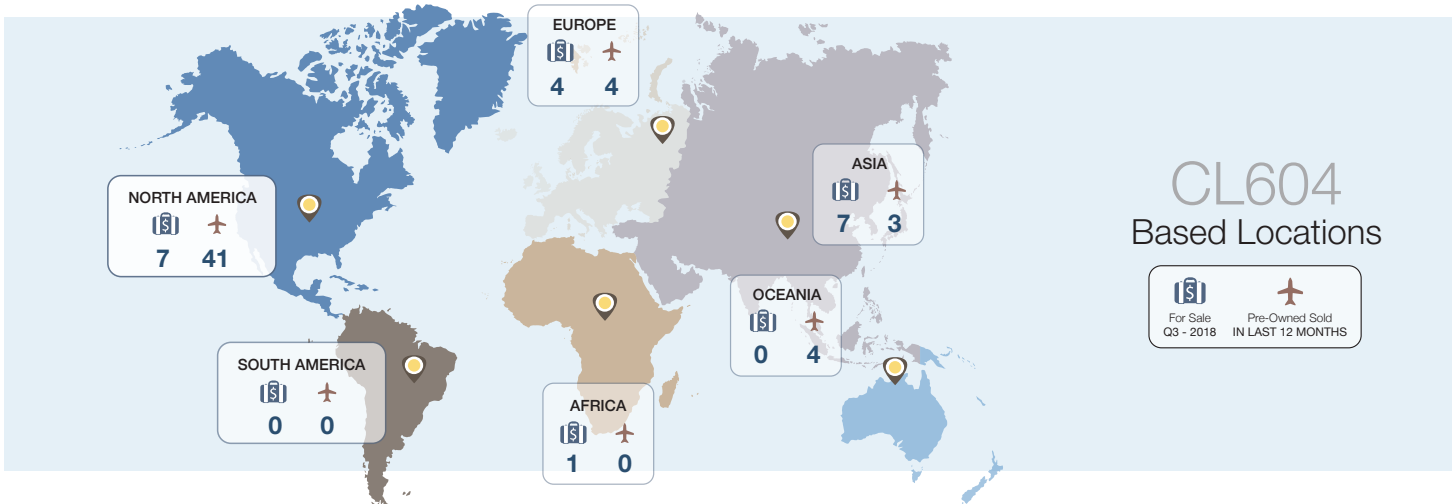
Making an encore performance to a strong 2017, this year is proving to be a fantastic one for the Challenger 604. YTD transactions are already just one unit away from matching the number of units sold in all of last year, and this quarter makes the 604 one of the only tracked models to see two consecutive quarters of Average Ask Price increases. With 360 units in operation and more inventory available abroad than in North America, Buyers around the world should have no trouble finding a prime aircraft close to their own backyard.

Current Market

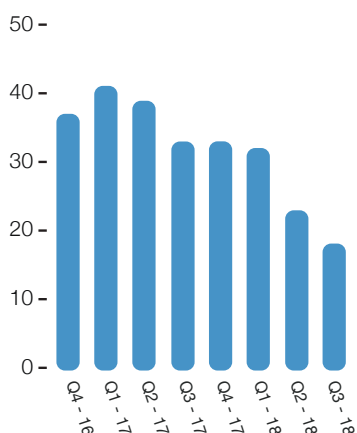
Currently for Sale	19	Inventory High	42
Ask Price Range	\$3.5M - \$6.0M	Inventory Low	16
% of Active Fleet	5.3%	Avg. Sales Price	\$4.6M
In Operation	360	Avg. Ask Price	\$5.1M
		Avg. Days on Market	253
		North American Sales	77%

Market History

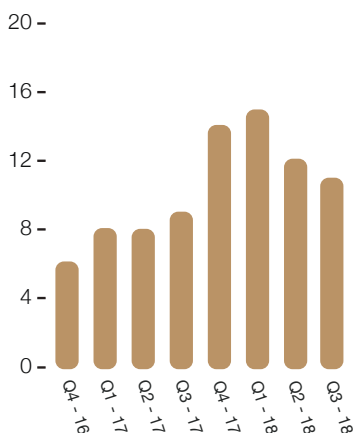
24 MONTH AVERAGE



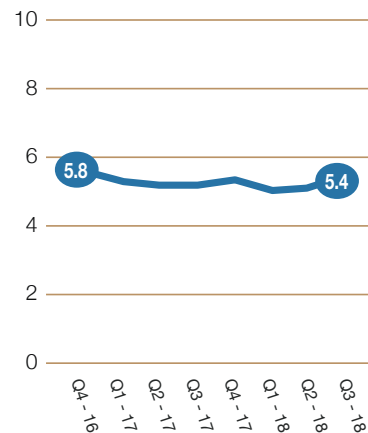
Avg Pre-Owned For Sale



Pre-Owned Sold



Avg Ask Price in Millions





JET TRANSACTIONS

CL605 MARKET UPDATE Q3 • 2018

Market Summary

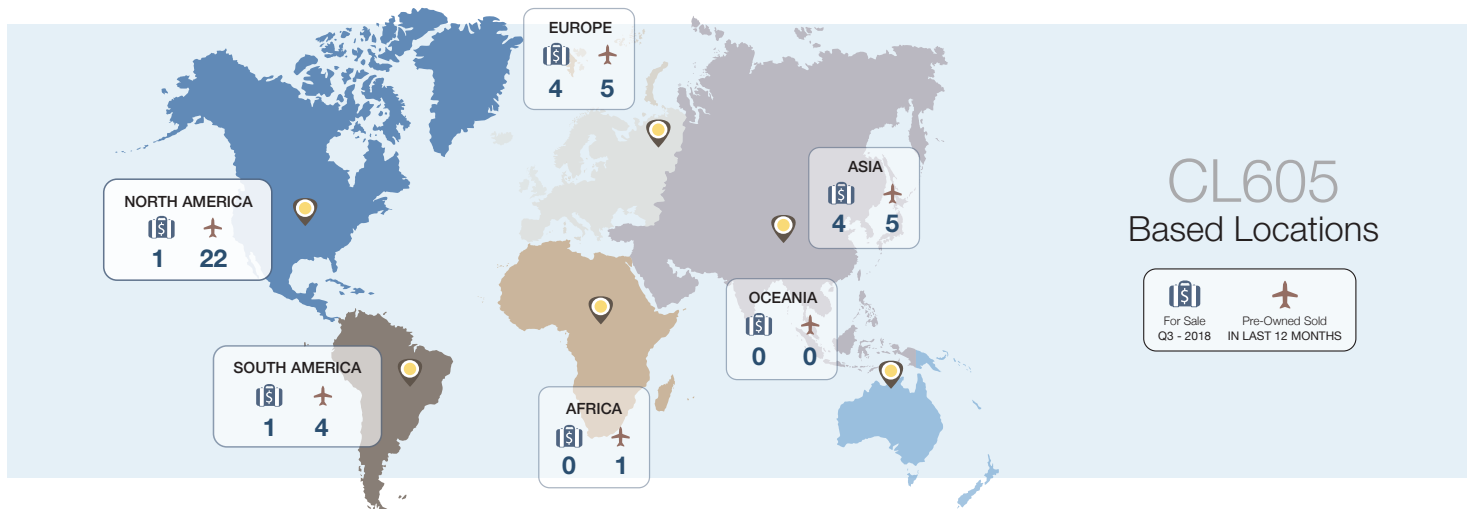
After a consistent performance Q/Q for the last year, the Challenger 605 is at a two year low for available inventory, with Average Ask Prices staying above \$13M having been below \$11M just one year ago. Inventory levels peaked at more than triple the current offerings just two years ago and have been steadily declining ever since. Domestic buyers may have to seriously consider expanding their search globally as just one unit currently available is based in the United States.

Current Market

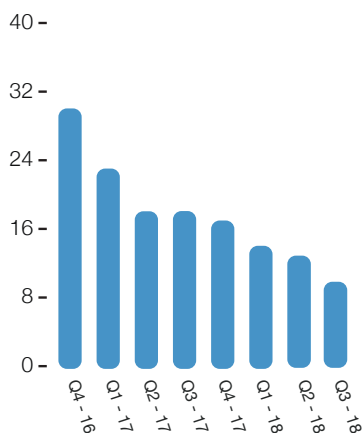
Currently for Sale	10	Inventory High	33
Ask Price Range	\$11.0M - \$16.0M	Inventory Low	10
% of Active Fleet	3.5%	Avg. Sales Price	\$10.4M
In Operation	286	Avg. Ask Price	\$11.3M
		Avg. Days on Market	222
		North American Sales	66%

Market History

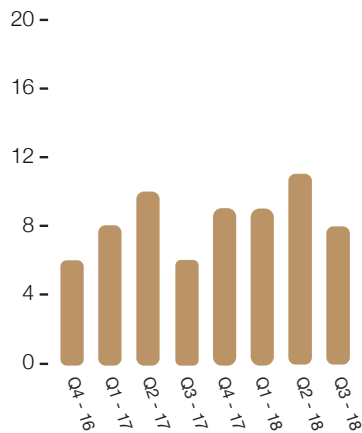
24 MONTH AVERAGE



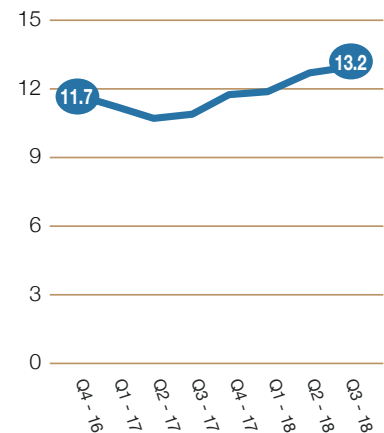
Avg Pre-Owned For Sale



Pre-Owned Sold



Avg Ask Price in Millions





JET TRANSACTIONS

GL5000 CLASSIC MARKET UPDATE Q3 • 2018

Market Summary

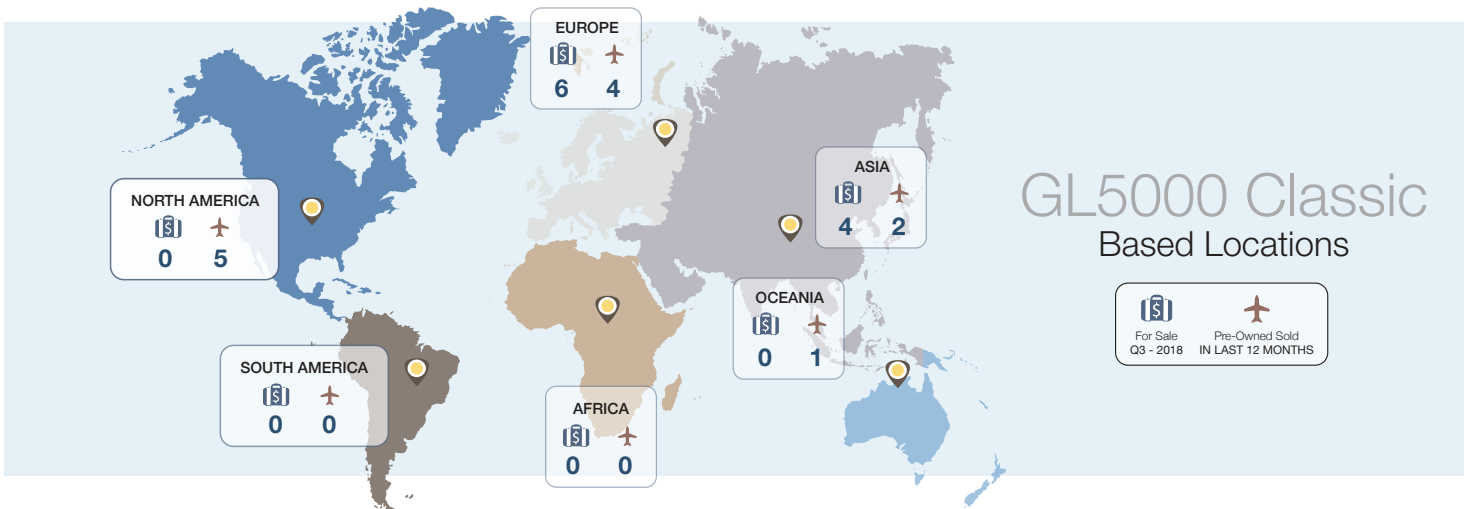
The Global 5000 Classic started the year off bullish, with 6 units changing hands in the first quarter, more so than any time in the previous two years. However pre-owned transaction levels have fallen to a more predictable 2 units for Q3, about on average for the previous 24 months. Interestingly enough, no available units can be found based in North America, with all inventory concentrated in Europe and Asia.

Current Market

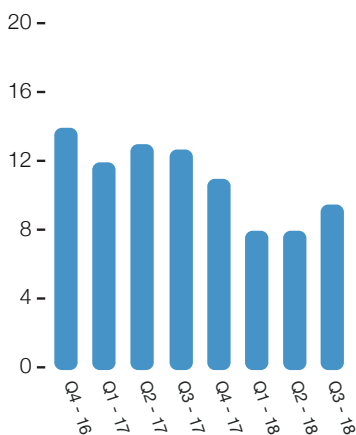
Currently for Sale	10	Inventory High	15
Ask Price Range	\$11.3M - \$16.5M	Inventory Low	7
% of Active Fleet	8.1%	Avg. Sales Price	\$12.4M
In Operation	124	Avg. Ask Price	\$14.5M
		Avg. Days on Market	427
		North American Sales	59%

Market History

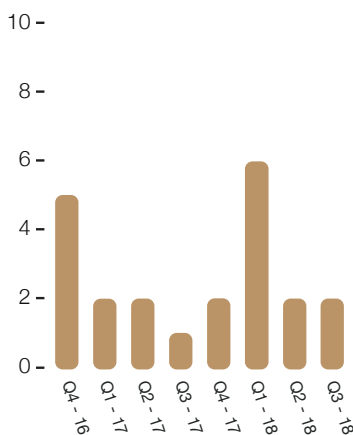
24 MONTH AVERAGE



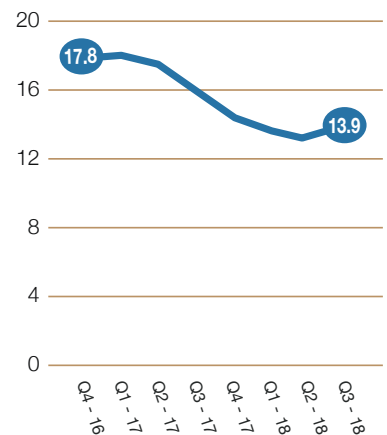
Avg Pre-Owned For Sale



Pre-Owned Sold



Avg Ask Price in Millions





JET TRANSACTIONS

GL5000 VISION MARKET UPDATE Q3 • 2018

Market Summary

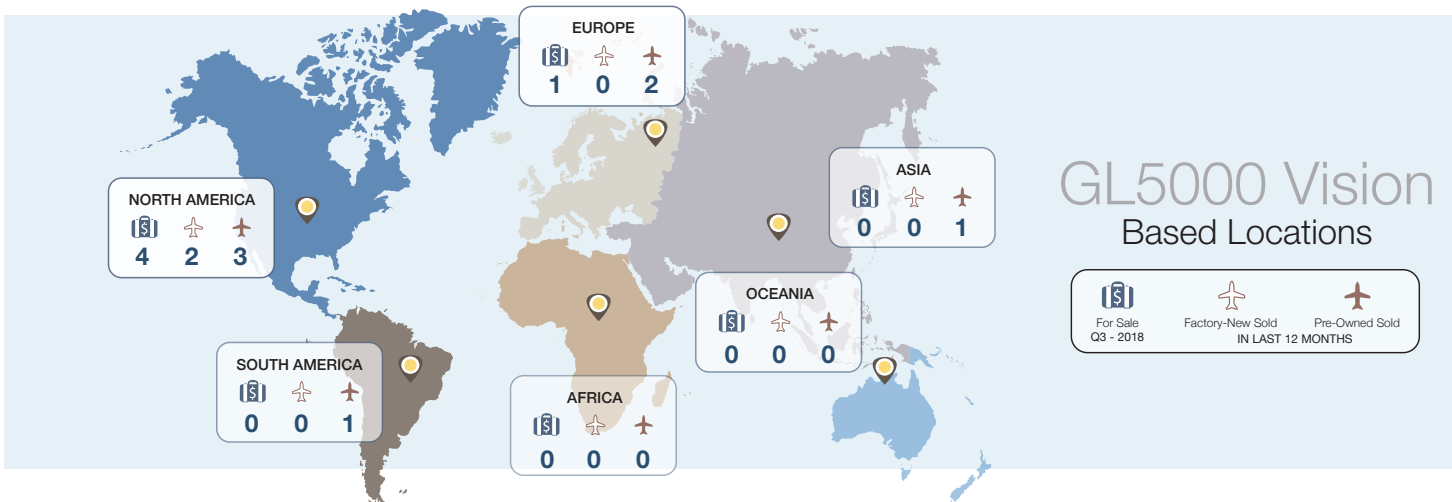
The in-operation fleet numbers for the Global 5000 Vision increased yet again, with 99 aircraft now in service with owners. Inventory levels remain at a two year low of 5 units, and counter to the Global 5000 classic, most inventory is based in North America. Quarterly Average Ask Prices dipped below \$28M for the first time, and the 24 month Average Sold Price is now below \$27M.

Current Market

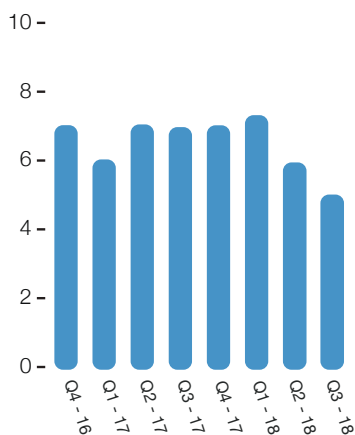
Currently for Sale	5	Inventory High	9
Ask Price Range	\$23.9M - \$31.9M	Inventory Low	5
% of Active Fleet	5.1%	Avg. Sales Price	\$26.5M
In Operation	99	Avg. Ask Price	\$29.4M
		Avg. Days on Market	259
		North American Sales	69%

Market History

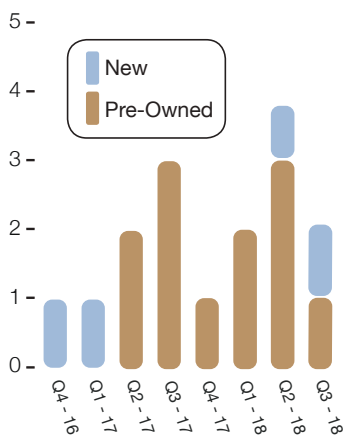
24 MONTH AVERAGE



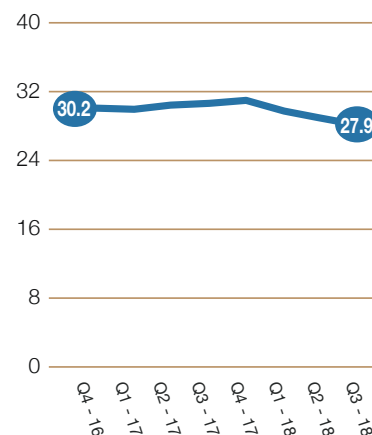
Avg Pre-Owned For Sale



Pre-Owned & New Sold



Avg Ask Price in Millions





JET TRANSACTIONS

GL EXP MARKET UPDATE Q3 • 2018

Market Summary

Inventory levels for the Global Express moved closer to the 10% threshold, with 14 units or 9.5% of the fleet for sale. This quarter recorded just two transactions, the lowest number in two years. Average quarterly ask prices matched the decline in sales, with prices returning to around \$7.5M, the same as how the year started out. Still, some good news for prospective entrants to the market; two year Average Days on Market fell to 313, and two year Average Sold Prices firmed up to \$9.5M.

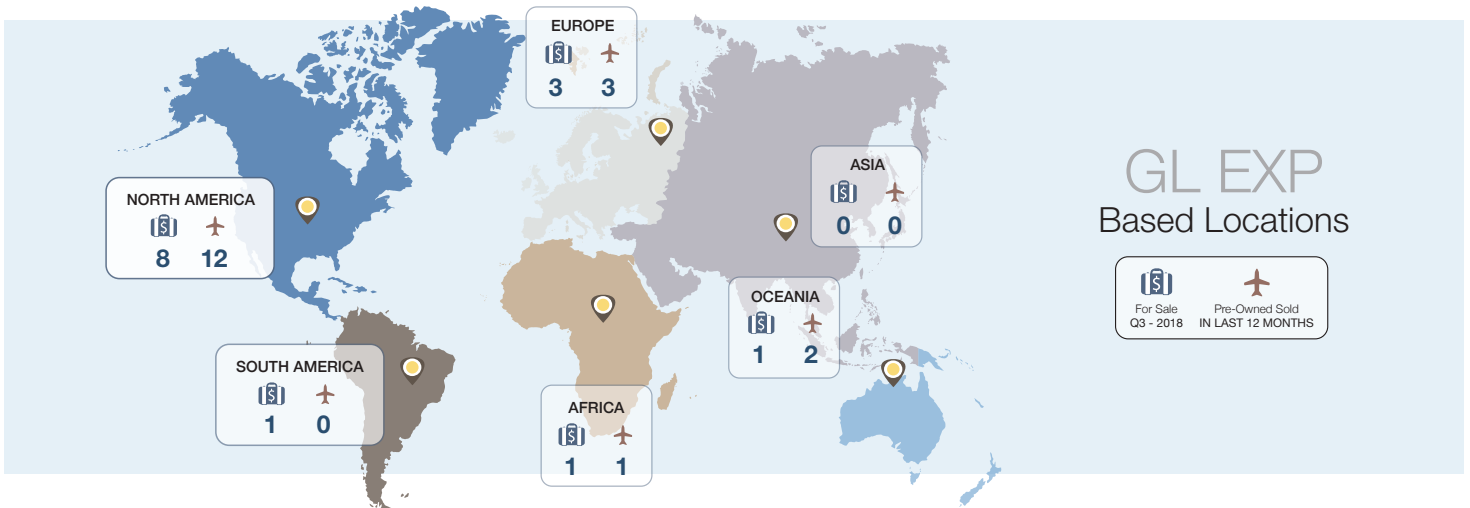
Current Market

Currently for Sale	14
Ask Price Range	\$6.5M - \$7.9M
% of Active Fleet	9.5%
In Operation	148

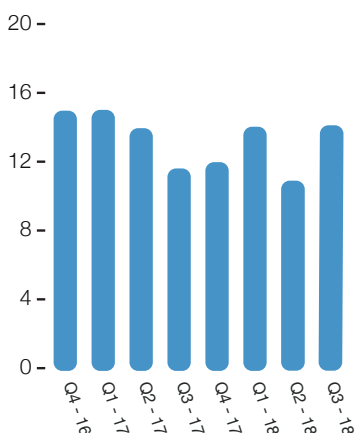
Market History

24 MONTH AVERAGE

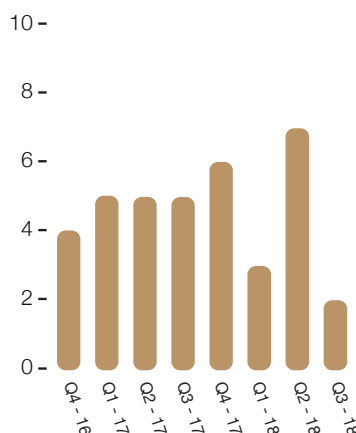
Inventory High	16
Inventory Low	10
Avg. Sales Price	\$9.5M
Avg. Ask Price	\$10.4M
Avg. Days on Market	313
North American Sales	65%



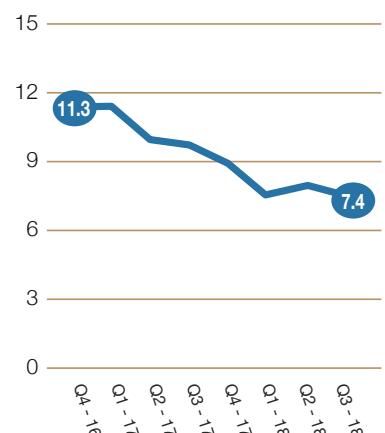
Avg Pre-Owned For Sale



Pre-Owned Sold



Avg Ask Price in Millions





GL XRS MARKET UPDATE Q3 • 2018

Market Summary

Pre-owned transaction activity YTD remained on par Y/Y with 2017, and we expect the Global XRS to finish the year on a strong note. Inventory levels are down to 10 units or 6.3% of the fleet, getting closer to the two year low of 9 units. Both Buyers and Sellers may need to look to the international market, as 75% of the current inventory and 44% of the past year's sales have occurred outside North America.

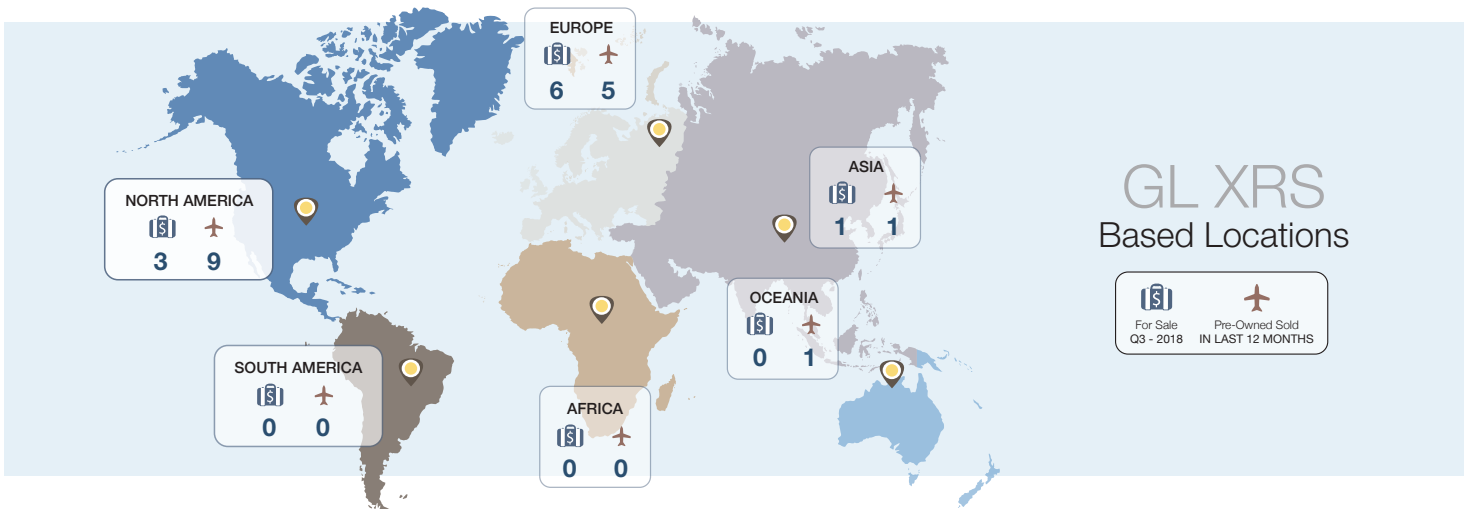
Current Market

Currently for Sale	10
Ask Price Range	\$18.1M - \$19.5M
% of Active Fleet	6.3%
In Operation	159

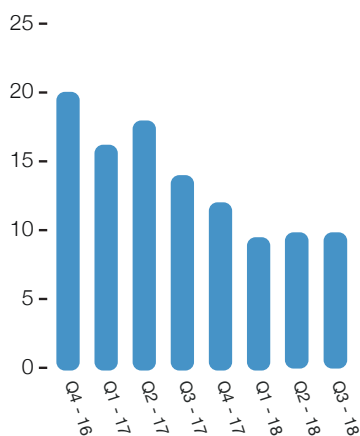
Market History

24 MONTH AVERAGE

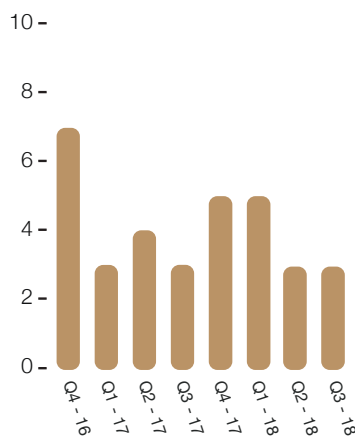
Inventory High	21
Inventory Low	9
Avg. Sales Price	\$18.7M
Avg. Ask Price	\$20.8M
Avg. Days on Market	347
North American Sales	64%



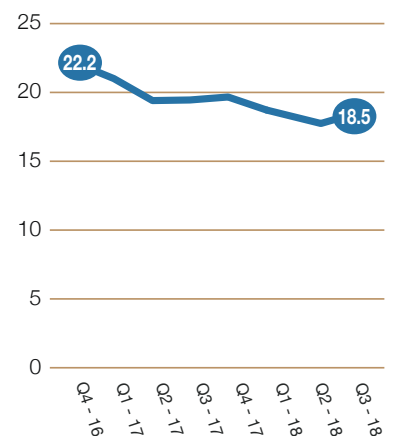
Avg Pre-Owned For Sale



Pre-Owned Sold



Avg Ask Price in Millions





GL6000 MARKET UPDATE Q3 • 2018

Market Summary

As with the other large cabin and long-range Bombardier products, the Global 6000 continues to show its prevalence abroad with 60% of available inventory and a third of all new deliveries outside of North America. Inventory levels slid further downward to 10 units or 3.6% of the fleet for sale, and quarterly Average Ask Prices made a substantial 14.8% jump to above \$35M. The available inventory is predominantly very low time, fully on program aircraft, giving some insight to the large jump in Ask Prices.

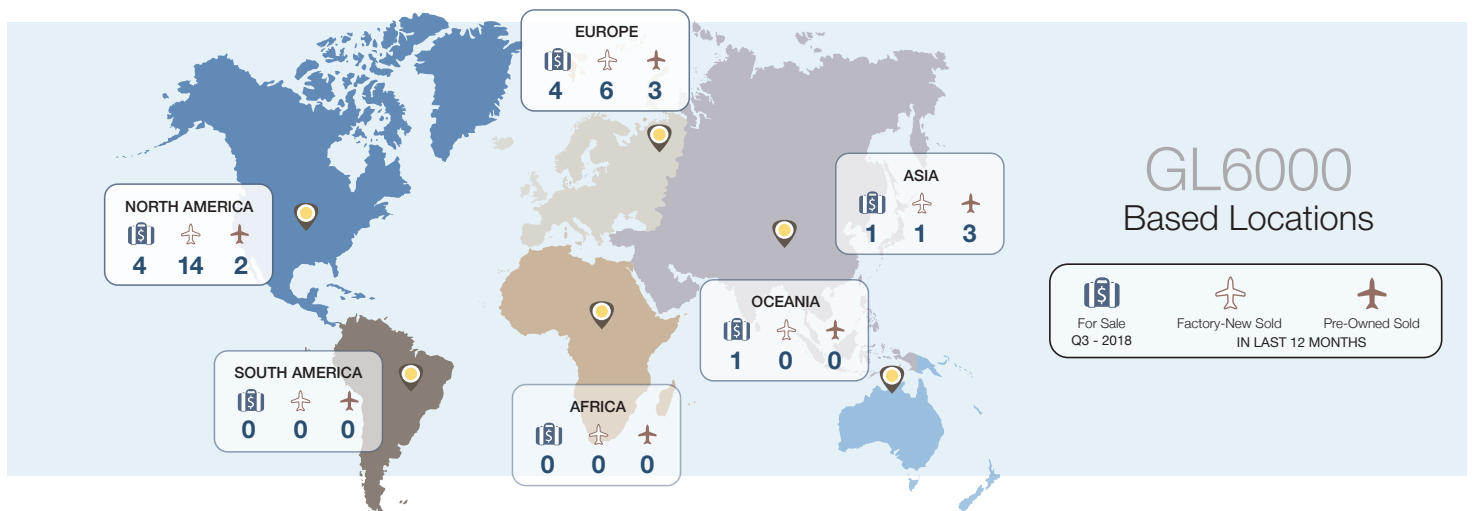
Current Market

Currently for Sale	10
Ask Price Range	\$28.5M - \$40.5M
% of Active Fleet	3.6%
In Operation	275

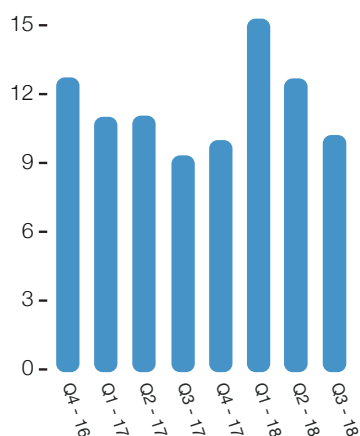
Market History

24 MONTH AVERAGE

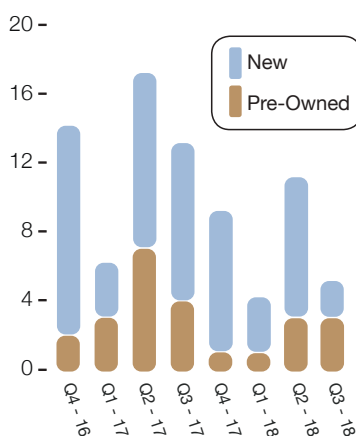
Inventory High	16
Inventory Low	9
Avg. Sales Price	\$36.9M
Avg. Ask Price	\$40.9M
Avg. Days on Market	179
North American Sales	53%



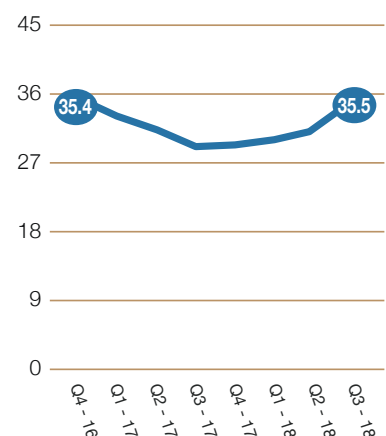
Avg Pre-Owned For Sale



Pre-Owned & New Sold



Avg Ask Price in Millions





JET TRANSACTIONS



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Brant Dahlfors, Co-founder

Brant Dahlfors' business aviation career spans some 35 years, most recently, with Bombardier Aerospace where he led their new aircraft sales division within North America. During his 19-year tenure at Bombardier, Brant and his sales team were responsible for the sale of over 1,000 new and pre-owned business jets, and he saw the development of the Challenger and Global series of business aircraft. Prior to joining Bombardier Brant launched the TBM 700 program for TBM North America and led sales and marketing for Mooney Aircraft following the start of his aviation career with Beech Aircraft in 1979. Brant is a multi-rated commercial pilot, who graduated from Wright State University and currently serves on the NBAA BAM Committee.

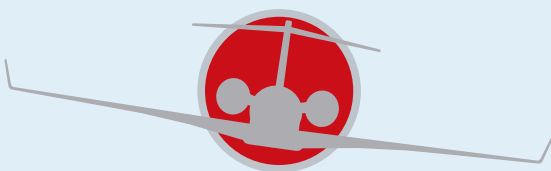
At Jet Transactions, Brant and Co-founder Mark Bloomer lead by example, having established reputations for perceptive market intelligence, trusted industry relationships, and personalized customer service. Their combined record of over 1600 new and pre-owned business jet transactions completed around the globe, supports the firm's prominent position in today's evolving aviation marketplace.

Mark, Brant and the Jet Transactions Team deliver a state-of-the-art portfolio of products and services designed to support all aspects of a worldwide business jet transaction.

Brant Dahlfors (949) 439-8663 **NEWPORT BEACH**

OFF-MARKET OPPORTUNITY

2018 Global 6000



- 15 Passenger with Crew Rest
- Engines on RRCC • Enrolled on Smart Parts
- APU on MSP Gold • Synthetic Vision
- Venue Cabin Management System
- KA Band High Speed Connectivity

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