Q2 | 2026

IADA
INTERNATIONAL AIRCRAFT DEALERS ASSOCIATION

AIRCRAFT EXCHANGE

IADA MARKET REPORT

Expert analysis from the members of the International Aircraft Dealers Association

IADA
INTERNATIONAL AIRCRAFT DEALERS ASSOCIATION

The International Aircraft Dealers Association is the collective force influencing and shaping the aircraft transaction industry.

IADA Accredited Dealers are the world's only accredited dealers. They are a select few that have earned membership in IADA by meeting rigorous standards that are administered by a third-party accreditation firm, Joseph Allan, LLC.

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AircraftExchange is the most trusted aircraft marketplace—exclusively featuring IADA Accredited Dealers.

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01 EXECUTIVE SUMMARY

Once again, it is my distinct pleasure to present the IADA Market Report to you. It has swiftly become recognized as a gold standard review of the contemporary aviation marketplace. Our data is informed by the perspectives of the world's only accredited dealers and certified brokers.

In Q2 of 2026, demand is holding up well. Strong equity markets, bonus depreciation, solid financing and the ongoing appeal of private travel are all keeping buyers active. Geopolitical noise, tariffs, Middle East tensions and oil prices haven't slowed the demand.

Inventory is tight. Respondents describe the current supply environment as the leanest they've seen outside of COVID. The culprit is familiar: OEM backlogs stretching two to three years are pushing buyers who can't wait into the pre-owned market, where they're competing hard for a shrinking pool of clean, late-model jets.

Despite inventory issues, Q2 2026 data show new acquisition agreements running ahead of Q2 2025. Prices haven't cracked, either: Long and Ultra-Long-Range asking prices actually climbed, and deal volume is up over 20% year-over-year.

Looking ahead 6–12 months, the mood is optimistic. Expect a slow summer, a busy Q4 tax push, more transactions and a drift toward more balanced conditions as OEM deliveries pick up—with more meaningful softening likely arriving in early 2027.

I hope you find this quarter's Market Report to be as valuable as I do.

Soaring ahead,

LOUIS C. SENO
Executive Director, IADA

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IADA MEMBER INSIGHTS

Supply is tight. Good aircraft are selling quickly and at a premium. Buyers need to be ready to act quickly to secure a plane or it will be too late. Values are going up in multiple markets.

JOHN BOWMAN
SOUTHERN CROSS AIRCRAFT // IADA ACCREDITED DEALER

The market conditions remain strong for sellers as demand is outpacing supply thanks to strong stock market performance, favorable tax treatment, competitive financing rates, and new assets are taking much longer to deliver to market from the OEMs. Pre-owned inventory levels at an all-time low mean buyers must act fast and expect to pay a premium if they wish to transact.

MARK BEARDEN
FIRST AMERICAN EQUIPMENT FINANCE, AN RBC/CITY NATIONAL COMPANY // IADA VERIFIED PRODUCTS AND SERVICES MEMBER

Very strong for sellers with limited supply available.

JOE CARFAGNA
LEADING EDGE AVIATION SOLUTIONS // IADA ACCREDITED DEALER

Difficult for buyers and sellers with such low inventory levels and long OEM backlogs.

BRANT DAHLFORS
JETTRANSACTIONS // IADA ACCREDITED DEALER

Strong demand and limited supply especially in the newer and mid-larger aircraft markets but having a knock-on positive impact on other segments also.

ANDREW YOUNG
AMSTAT // IADA VERIFIED PRODUCTS AND SERVICES MEMBER

02 BACKGROUND ON RESPONDENTS

The Perspective Survey is sent out to over 1,000 IADA Members worldwide, made up of IADA Accredited Dealers and their Certified Brokers, OEMs, and IADA Products and Services Members. IADA Accredited Dealers and their Certified Brokers are involved in both new and pre-owned aircraft sales.

IADA Accreditation is the industry's most rigorous mark of professional excellence—earned through comprehensive third-party vetting and subject to annual reaccreditation. IADA Accredited Dealers adhere to a 14-point code of ethics, maintain ongoing education across evolving international regulations and operate within a global network spanning over 100 countries. For buyers and sellers, this matters: Aircraft represent among the largest investments an executive or private individual will make, and IADA Accredited Dealers complete transactions an average of 20% faster because that trust is already established.

IADA Products and Services Members round out the network, offering expertise across transactions, operations, maintenance, insurance, and financing and leasing—together providing a uniquely informed view of the market and the six months ahead.

IADA VERIFIED MEMBER | IADA OEM MEMBER | IADA CERTIFIED BROKER | IADA ACCREDITED DEALER

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The charts illustrated below provide insights into two important elements of the survey. The first highlights the current responses of IADA Members, and the second shows the percentage of IADA Accredited Dealers that are engaged in pre-owned and both pre-owned and new aircraft sales.

CURRENT ROLE OF SURVEY RESPONDENTS

CURRENT SALES MARKET OF SURVEY RESPONDENTS

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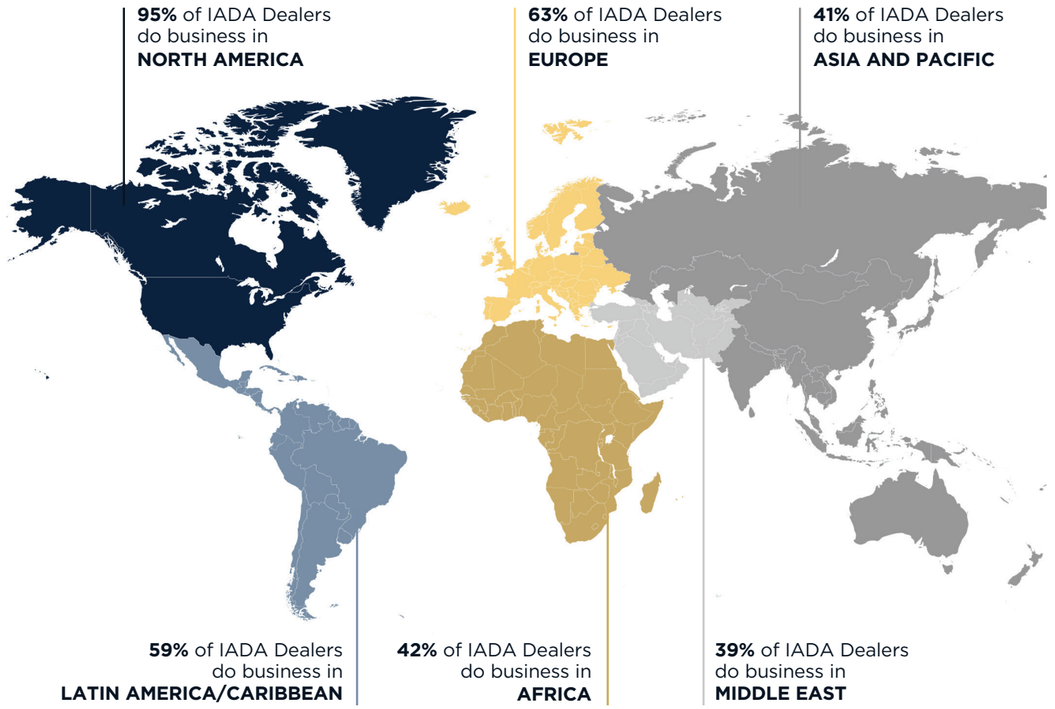
The map below demonstrates IADA's global reach. Our Certified Brokers and Accredited Dealers do business around the world. Many members operate in multiple markets. IADA is truly an international collective.

MARKETS THAT MEMBERS DO BUSINESS IN



To view a comprehensive map of IADA member locations worldwide, **please scan the QR code or visit online.**

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IADA MEMBER INSIGHTS

I would characterize the market as a healthy but disciplined seller's market. Aircraft that are properly maintained, enrolled on engine programs, have complete records, and possess desirable cabin and avionics configurations should continue to command strong values and attract qualified buyers.

ANDY TOY
AXIOM AVIATION // IADA ACCREDITED DEALER

Premium listings, particularly late-model super midsize and large-cabin aircraft, demand remains extremely strong. These aircraft are often receiving multiple offers shortly after becoming available, and in some cases, we've received offers above asking price due to competitive bidding between motivated buyers.

RANDALL MIZE
LEVIATE AIR GROUP // IADA ACCREDITED DEALER

Buyers waiting for pricing to fall are missing purchase opportunities on high pedigree options, and they will be forced into accepting what happens to be available later in the year.

DAVID MONACELL
CFS JETS // IADA ACCREDITED DEALER

Overall, preowned markets remain steady from what we have monitored. Still a healthy number of buyers in the current production aircraft markets. Airplanes are certainly still transacting in the out-of-production markets; however, good pedigree and well-equipped aircraft seem a bit tougher to find.

JAMES NORRIS
OMNI AIRCRAFT SALES // IADA ACCREDITED DEALER

Seller driving market. Buyers need to adjust to sellers' demands. Super midsize prices are at an all-time high. Engine supply is concerning. Prebuys are becoming lighter to support transactions.

RODRIGO MEDELLIN
AEROLINEAS EJECUTIVAS S.A. DE C.V. // IADA ACCREDITED DEALER

03 ACTIVITY REPORT

In Q2 2026, fully 97% of IADA Accredited Dealers participated in the association's monthly activity reporting, enabling the association to provide clear and accurate lines-of-sight into the current and evolving pre-owned business aircraft marketplace.

RAPID DEAL FLOW PLUS STEADY LISTING ACTIVITY

IADA Dealers reported 159 new acquisition agreements in Q2 2026, up 17% versus Q2 2025 and up 24% in the first half of 2026 compared with the same period last year. In Q2 2026, IADA Dealers made 52 inventory purchases, up from just 34 in Q2 2025 year-over-year. A total of 118 inventory purchases were reported in the first half of 2026, almost twice as many as at the midpoint of 2025 and more than twice the totals in the first half of 2024. IADA Dealers signed 238 exclusive retainer agreements to sell aircraft in Q2 2026, below recent peaks reached in 2024 but relatively unchanged for the past seven consecutive quarters.

Closed deal volumes of 746 aircraft were up an impressive 21% year-over-year in the first half of 2026, reflecting IADA Dealers' continuing confidence and unmatched abilities to operate in today's hyper-competitive market.

IADA Dealers reported fewer price reductions in the first half of 2026 than in any prior year going back to 2023. Combined with lengthy manufacturer backlogs, favorable U.S. bonus depreciation provisions and buyers' willingness to pay rising market-driven prices—especially in the Midsize and Large Jet+ segments—rapid deal flow continues to be the name of the game in the pre-owned business aircraft market. That said, very tight inventory is complicating even higher deal volumes, as some potential buyers and sellers who need ongoing lift wait for market conditions that better match their expectations and requirements.

THRIVING DIGITAL MARKETPLACE

AircraftExchange.com continued to connect qualified buyers with verified aircraft inventory. Despite somewhat lower aircraft inventory, the dealer leads generated through AircraftExchange in the first half of 2026 were up an impressive 28% year-over-year compared with the first six months of 2025, demonstrating the quality and efficiency of IADA's exclusive online marketplace.

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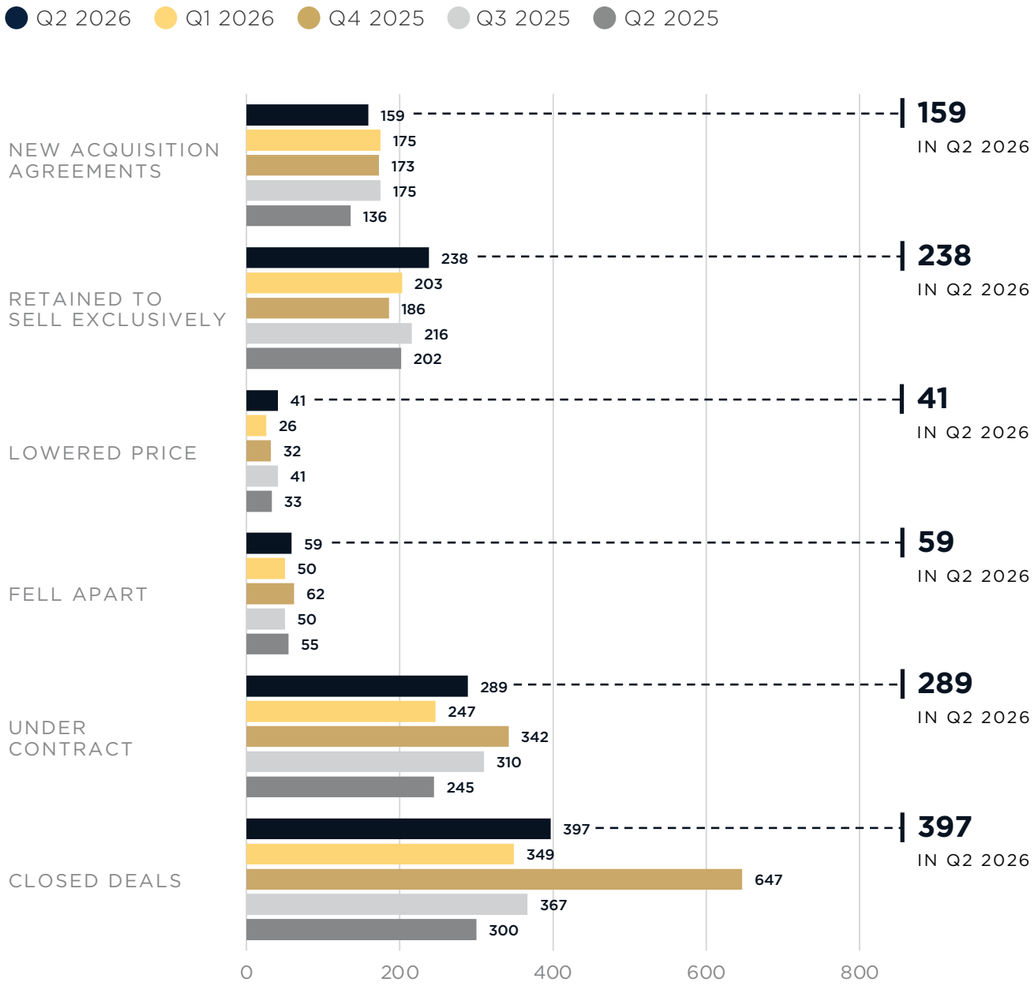
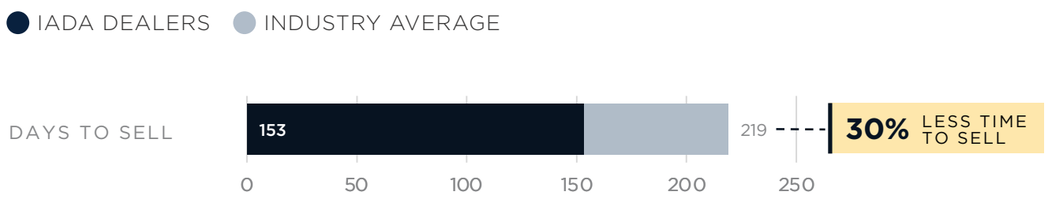
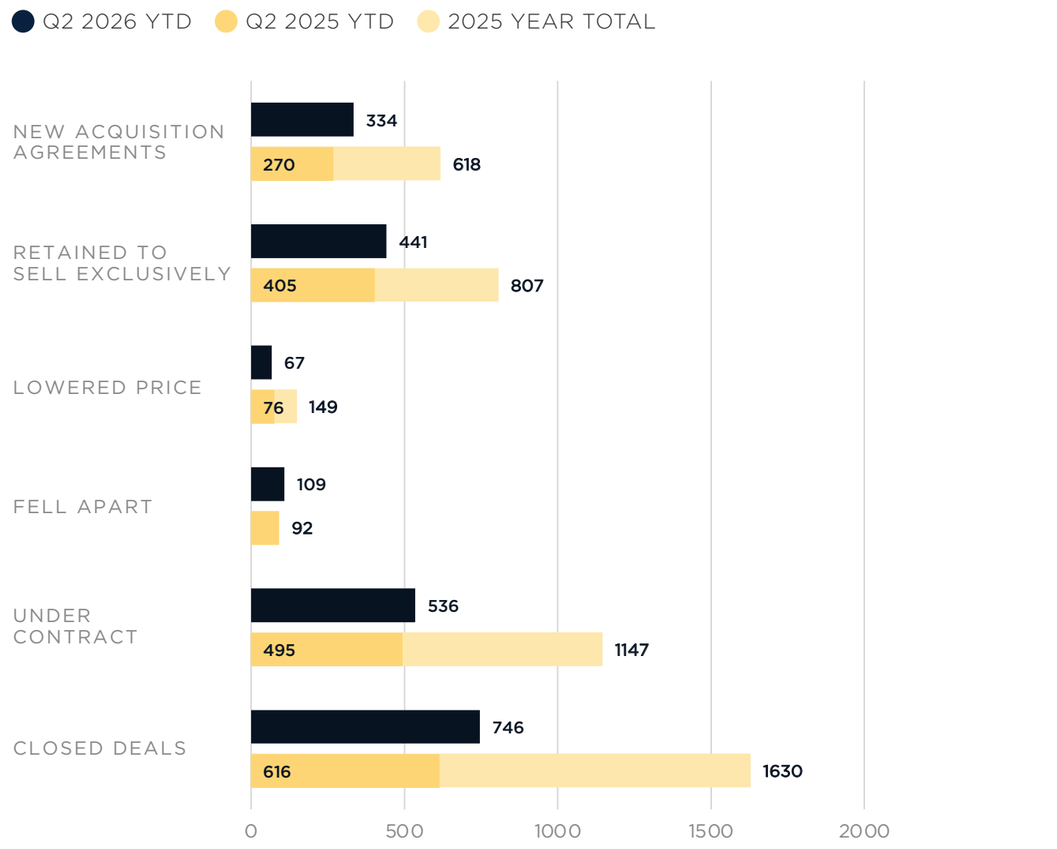
IADA DEALER ACTIVITY REPORT



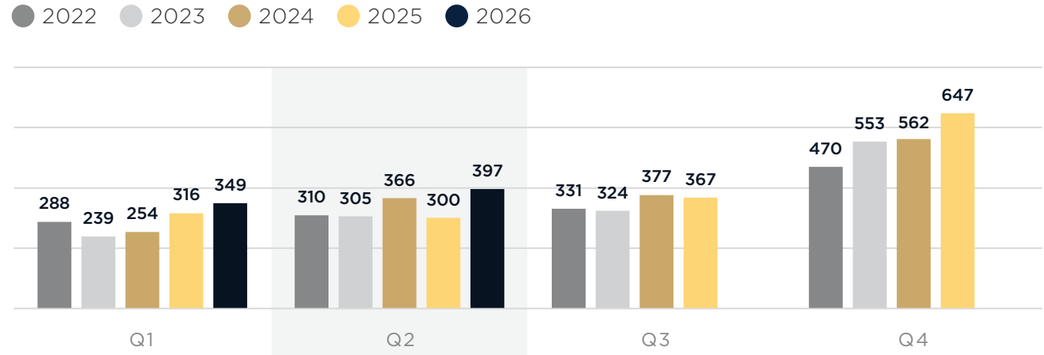
AVERAGE TIMING OF TRANSACTIONS FOR THE LAST 6 MONTHS



IADA DEALER ACTIVITY YEAR TOTAL COMPARISON



TOTAL CLOSED DEALS BY QUARTER



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IADA MEMBER INSIGHTS

Bizjet markets have performed above expectations given geopolitical issues abound. Likely a testament to the security and efficiency our tools offer individuals and leaders alike.

CHAD ANDERSON
JETCRAFT // IADA ACCREDITED DEALER

Demand for business aviation seems to be at or around an all-time high. Fractional and whole ownership (private non-corporate flight departments especially) are growing at a healthy pace. People are flying their aircraft...a lot. This bodes well for transactions.

SHAWN DINNING
DALLAS JET INTERNATIONAL // IADA ACCREDITED DEALER

Buyers and sellers still remain positive and active. Global concerns and macroeconomic impacts are on people's minds but it hasn't slowed activity. Barring any major global issue, I would anticipate a continued robust market through the end of the year.

JOHN ODEGARD
5 X 5 TRADING // IADA ACCREDITED DEALER

We are seeing the market conditions in our territory (Africa) as good overall, with steady enquiries and increased activity in the jet markets.

NEIL HOWARD
ABSOLUTE AVIATION // IADA ACCREDITED DEALER

We view today's market conditions as generally favorable, with strong demand and healthy transaction activity. The market is particularly strong in the mid- to large-cabin jet segment, where limited inventory and stable aircraft values are creating attractive acquisition opportunities.

MICHAEL THOMPSON
JETLOAN CAPITAL // IADA VERIFIED PRODUCTS AND SERVICES MEMBER

04 GENERAL MARKET CONDITIONS

Respondents indicated that the market for business aircraft sales remained strong and stable in Q2 2026, measuring 3.45 on a 1–5 scale, little changed sequentially from 3.55 in Q1 2026 but up from 3.07 in Q2 2025 year-over-year. Demand is being buoyed by 100% bonus depreciation, generally favorable interest rates, long wait times for new aircraft delivery, and strong equity markets. In Q2 2026, IADA survey respondents, split approximately 73%/27% between Dealers and Brokers/Products and Services members, highlighted tight supply of quality inventory as a key market driver that is bolstering aircraft values, particularly for pedigreed inventory. Geopolitical and tariff uncertainties, MRO bottlenecks and pesky supply chain challenges delaying deliveries at some OEMs were among the various headwinds noted in Q2 2026.

Inventory of pre-owned business aircraft continued to tighten in Q2 2026, with the availability of younger, more popular models remaining historically tight across all segments. Pre-owned aircraft buyers with very specific requirements (e.g., model, vintage, condition, location, registration) are faced with very few good options to consider and often face emboldened sellers with little to no appetite for negotiating deal concessions. A slow but steady shift in who is driving today's market—toward sellers rather than buyers—has been registered in the past four IADA surveys (sliding to 2.74 on a 1–5 scale, where 1 represents "sellers" and 5 represents "buyers"), its lowest level in 2.5 years.

The following charts provide insights into IADA Members' assessments of the current and projected market conditions. Responses are aggregated and reported on a 1–5 scale, with a score of 1 representing "worst ever" and 5 representing "best ever."

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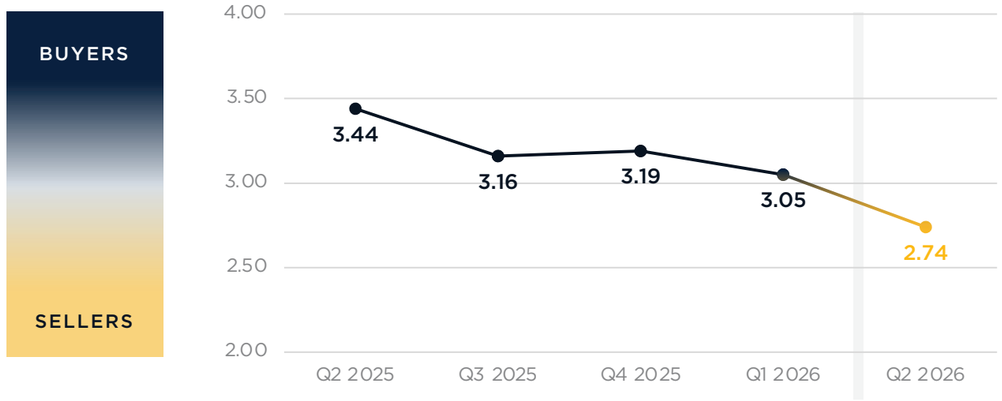
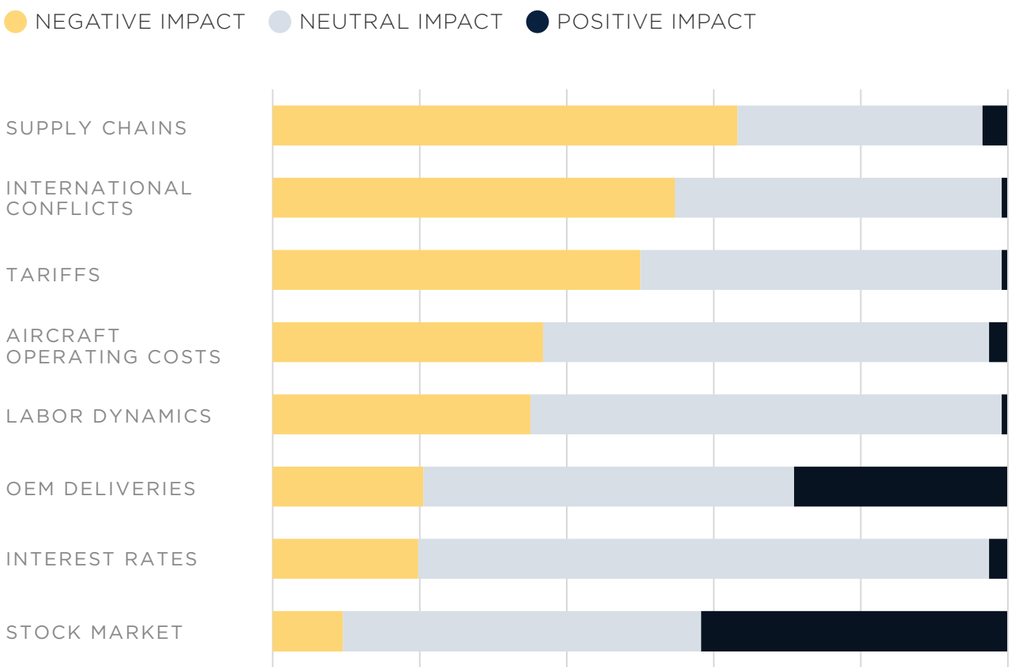
WHO IS DRIVING TODAY'S MARKET

Based on survey responses where participants chose from a 1–5 scale, where 1 indicates sellers and 5 indicates buyers.



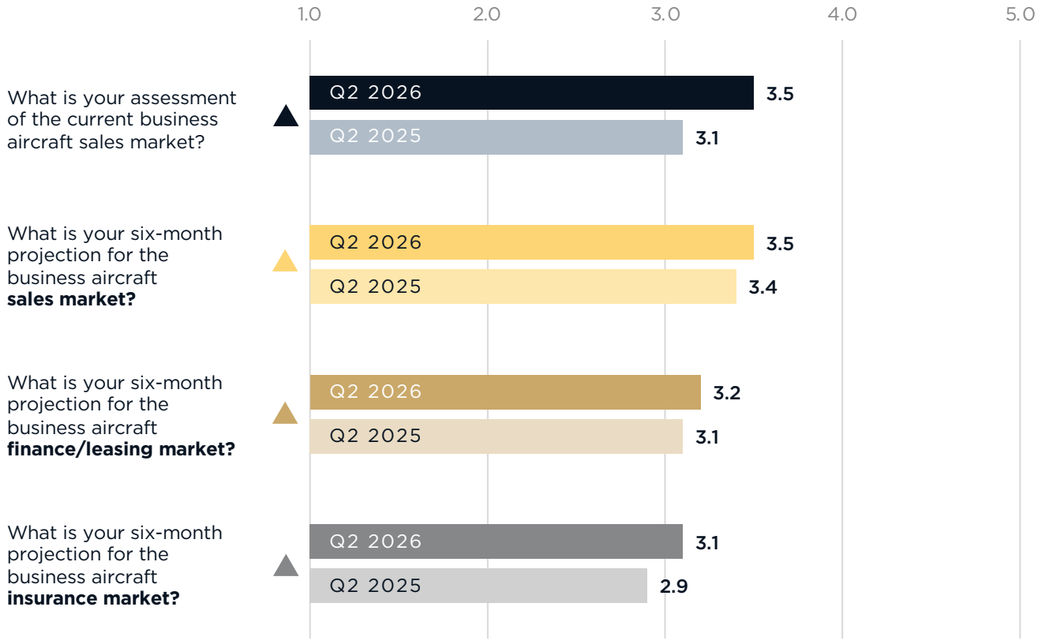
CURRENT MARKET IMPACTS



TODAY'S MARKET SENTIMENT

Q2 YEAR OVER YEAR

Reported on a 1–5 scale, with a score of 1 representing "worst ever" and 5 representing "best ever."



12-MONTH MARKET OUTLOOK

Reported on a 1–100 scale, with a score of 1 representing "softening market" and 100 representing "improving market."

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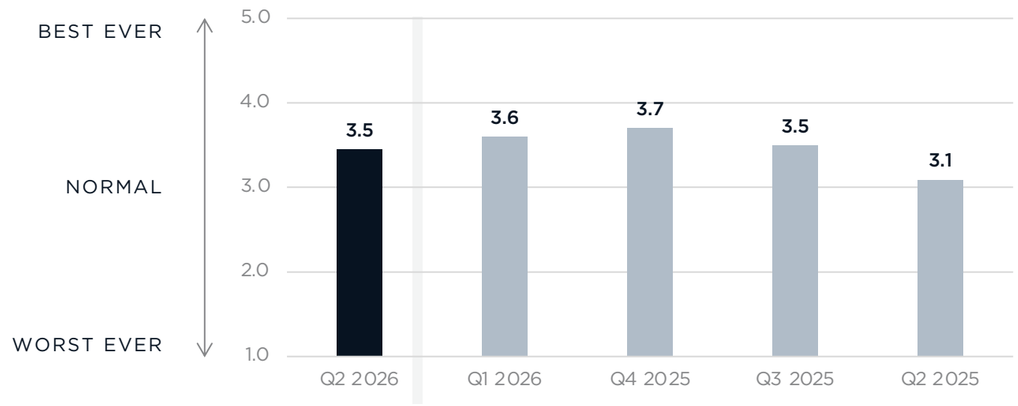
CURRENT MARKET

ASSESSMENT OF THE CURRENT BUSINESS AIRCRAFT SALES MARKET

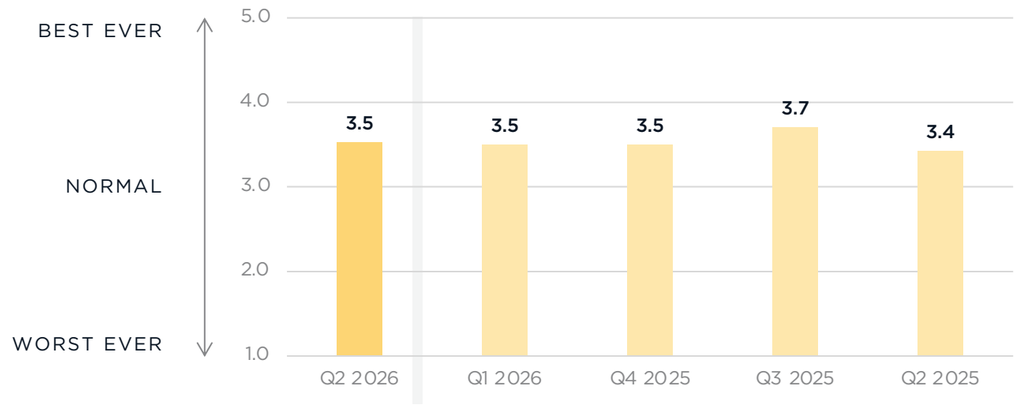
Reported on a 1–5 scale, with a score of 1 representing "worst ever" and 5 representing "best ever."



SALES PROJECTIONS

6-MONTH PROJECTION FOR THE AIRCRAFT SALES MARKET

Reported on a 1–5 scale, with a score of 1 representing "worst ever" and 5 representing "best ever."



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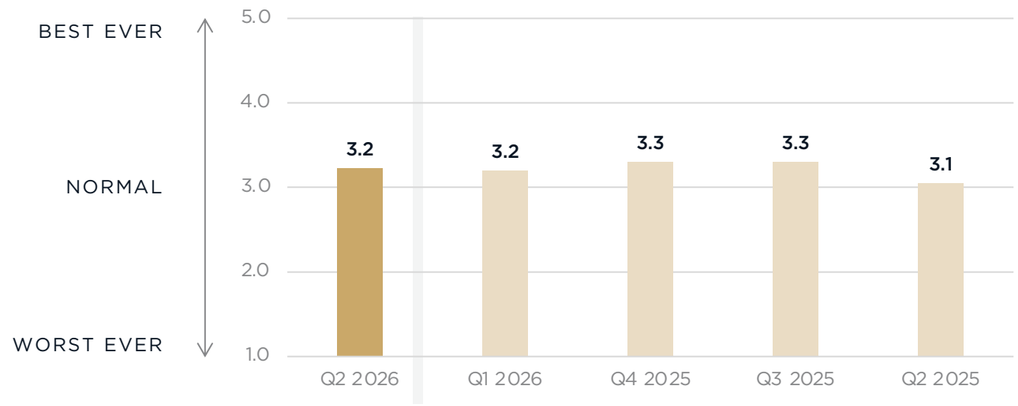
FINANCE/LEASING PROJECTIONS

6-MONTH PROJECTION FOR THE AIRCRAFT FINANCE/LEASING MARKET

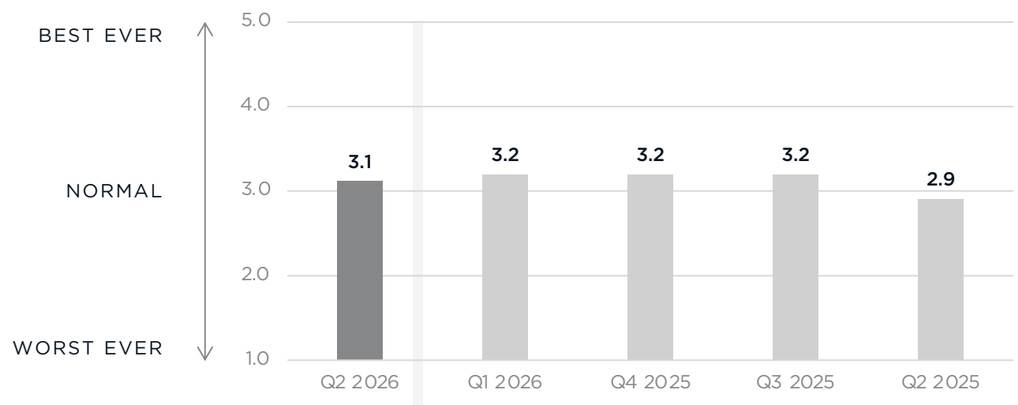
Reported on a 1–5 scale, with a score of 1 representing "worst ever" and 5 representing "best ever."



INSURANCE PROJECTIONS

6-MONTH PROJECTION FOR THE AIRCRAFT INSURANCE MARKET

Reported on a 1–5 scale, with a score of 1 representing "worst ever" and 5 representing "best ever."



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IADA MEMBER INSIGHTS

The business jet market remains highly resilient with strong demand, growing manufacturer backlogs, and tight pre-owned inventory for desirable models. Optimism continues to prevail across the industry.

SHAWN HOLSTEIN
HOLSTEIN AVIATION, INC. // IADA ACCREDITED DEALER

The market is steady overall. Buyers are being more selective and taking longer to make decisions, while sellers are gradually becoming more realistic on pricing. Good aircraft continue to sell, but deals generally take more work than they did a few years ago.

ANDRÉS MADRAZO CASAS
WULF AVIATION // IADA ACCREDITED DEALER

Demand drivers remain strong with continued imbalance of supply to meet that demand. From a finance perspective, interest rates remain at levels that help spur further financing and purchase demand. The value of business aviation will continue to grow over the next 6 to 12 months as people recognize the value of face-to-face interaction and connection in an effort to grow their business.

MIKE SMITH
SCOPE AIRCRAFT FINANCE // IADA VERIFIED PRODUCTS AND SERVICES MEMBER

A robust Q4 continued through Q1 and well into Q2. Based on our current deal pipeline, we anticipate a similar pace of transaction activity through the remainder of 2026.

MIKE MCDONALD
AIR FLEET CAPITAL, INC. // IADA VERIFIED PRODUCTS AND SERVICES MEMBER

05 6-MONTH MARKET SECTOR OUTLOOK

Our proprietary quarterly IADA member surveys provide insights into and projections for supply, demand, pricing and dealer willingness-to-inventory across four distinct aircraft size categories: Turboprop, Light Jet, Midsize Jet and Large Jet+.

Q2 2026 respondents project that aircraft prices will be stable to slight increasing over the next six months, with expectations increasing with aircraft size category. Almost two-thirds of Q2 2026 respondents expect Large Jet+ prices to increase over the next six months for categories at the top of the market, reflecting extremely tight supply conditions. Expectations are for stable to slight dereases in supply over the next six months, with supply signals increasing with aircraft size category and strongest for the Large Jet+ category. Approximately 30% of respondent IADA Dealers are projecting an increased willingness to inventory aircraft over the next six months, up somewhat from Q1 2026 and a continuing signal of market health and confidence. The six-month demand outlook remained essentially unchanged for the third consecutive quarter at 3.43 in Q2 2026 on a 1–5 scale, and unchanged versus 3.42 in Q2 2025 year-over-year.

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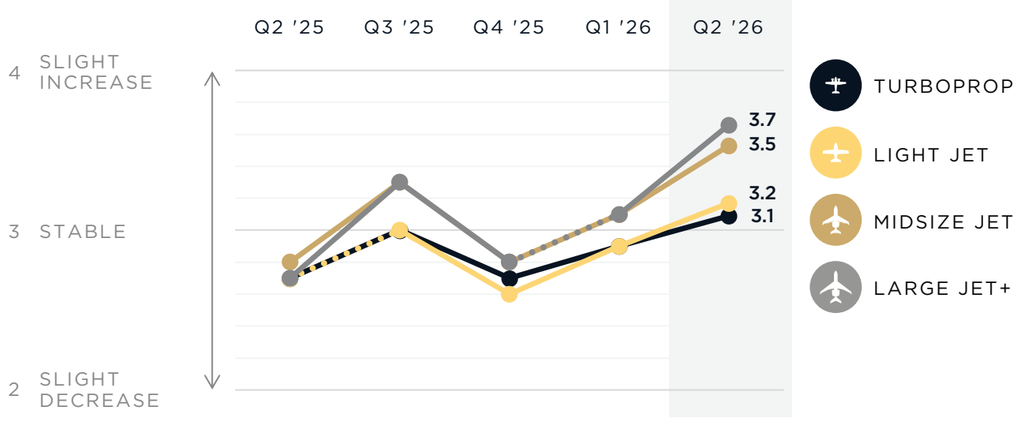
PRICING PROJECTIONS FOR THE NEXT 6 MONTHS

Reported on a 1–5 scale, with 1 representing "significant decrease" and 5 representing "significant increase."

	TURBOPROP	LIGHT JET	MIDSIZE JET	LARGE JET+
5 SIGNIFICANT INCREASE	0%	1%	5%	9%
4 SLIGHT INCREASE	27%	33%	52%	57%
3 STABLE	56%	48%	33%	25%
2 SLIGHT DECREASE	15%	18%	9%	9%
1 SIGNIFICANT DECREASE	2%	0%	0%	0%

PRICING PROJECTIONS OVER THE LAST YEAR, BY QUARTER

All averages fall between 2 ("slight decrease") and 4 ("slight increase").



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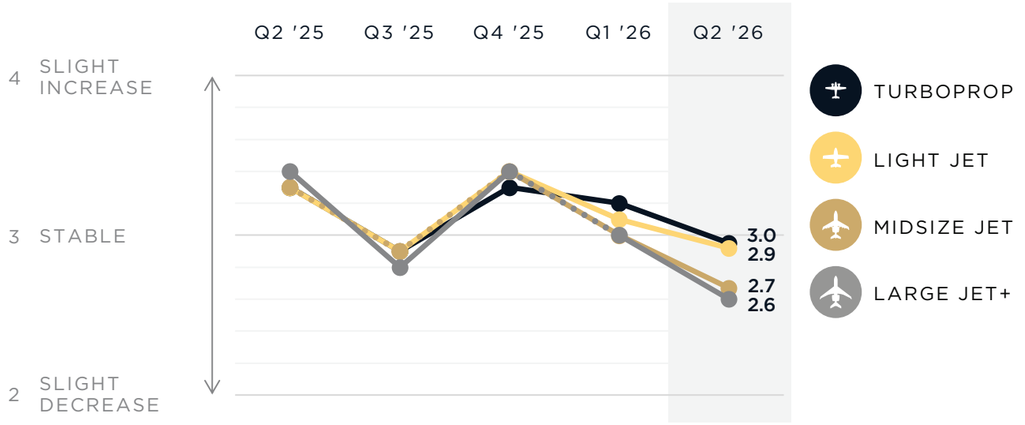
SUPPLY PROJECTIONS FOR THE NEXT 6 MONTHS

Reported on a 1–5 scale, with 1 representing "significant decrease" and 5 representing "significant increase."

	TURBOPROP	LIGHT JET	MIDSIZE JET	LARGE JET+
5 SIGNIFICANT INCREASE	0%	0%	0%	0%
4 SLIGHT INCREASE	23%	20%	17%	19%
3 STABLE	51%	56%	38%	30%
2 SLIGHT DECREASE	24%	21%	39%	42%
1 SIGNIFICANT DECREASE	2%	3%	6%	9%

SUPPLY PROJECTIONS OVER THE LAST YEAR, BY QUARTER

All averages fall between 2 ("slight decrease") and 4 ("slight increase").



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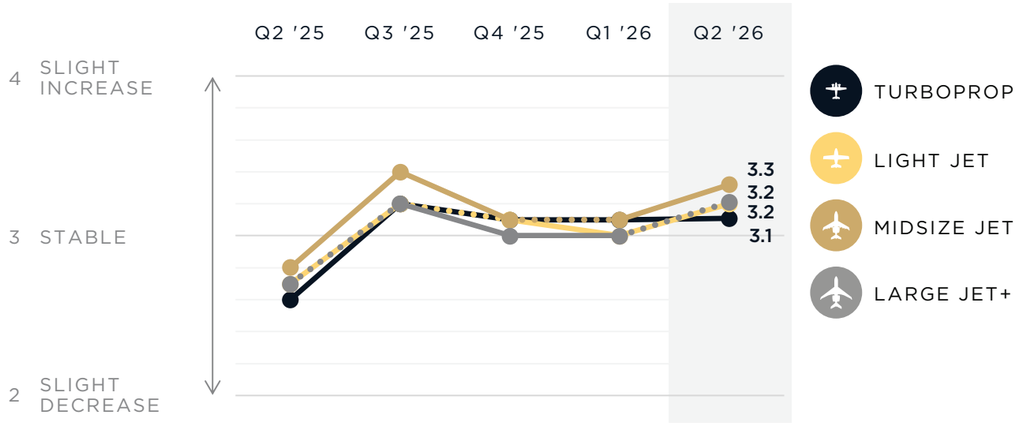
WILLINGNESS TO INVENTORY PROJECTIONS FOR THE NEXT 6 MONTHS

Reported on a 1–5 scale, with 1 representing "significant decrease" and 5 representing "significant increase."

	TURBOPROP	LIGHT JET	MIDSIZE JET	LARGE JET+
5 SIGNIFICANT INCREASE	4%	4%	9%	9%
4 SLIGHT INCREASE	24%	27%	31%	25%
3 STABLE	52%	55%	46%	47%
2 SLIGHT DECREASE	17%	13%	14%	17%
1 SIGNIFICANT DECREASE	2%	1%	1%	2%

WILLINGNESS TO INVENTORY PROJECTIONS OVER THE LAST YEAR, BY QUARTER

All averages fall between 2 ("slight decrease") and 4 ("slight increase").



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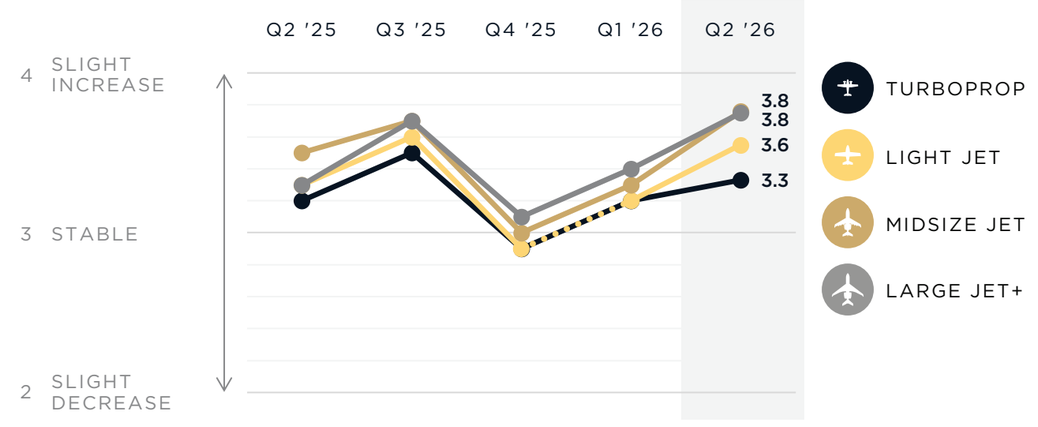
DEMAND PROJECTIONS FOR THE NEXT 6 MONTHS

Reported on a 1–5 scale, with 1 representing "significant decrease" and 5 representing "significant increase."

	TURBOPROP	LIGHT JET	MIDSIZE JET	LARGE JET+
5 SIGNIFICANT INCREASE	3%	6%	12%	17%
4 SLIGHT INCREASE	37%	45%	54%	49%
3 STABLE	53%	45%	31%	27%
2 SLIGHT DECREASE	5%	4%	3%	7%
1 SIGNIFICANT DECREASE	3%	0%	0%	0%

DEMAND PROJECTIONS OVER THE LAST YEAR, BY QUARTER

All averages fall between 2 ("slight decrease") and 4 ("slight increase").



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IADA MEMBER PROJECTIONS

Newer aircraft are becoming harder to find and are trading at a premium. Sales will continue to increase in the second part of the year.

CAMERON JONES
JONES AVIATION GROUP // IADA ACCREDITED DEALER

Uncertainty, war, high oil prices and more haven't slowed things down over the last 1.5 years, so I don't know what will.

JOSH MESINGER
MESINGER JET SALES // IADA ACCREDITED DEALER

We are projecting 6% to 11% increase in business over 2025.

JOHN CLARK
JET RVSM SERVICES, LLC // IADA VERIFIED PRODUCTS AND SERVICES MEMBER

With OEM backlogs for at least 24 months into the future, young, preowned airplanes are commanding a significant price premium, especially those that are current production models. Supply chain issues are very slowly working their way to improvement, keeping OEM book-to-bill greater than 1 and new aircraft prices increasing due to the backlogs. All of which continues to buy late model preowned aircraft.

PHIL WINTERS
WESTERN AIRCRAFT, INC. // IADA ACCREDITED DEALER

Strong demand will continue through October, but Q4 will see less of a year-end rush due to labor shortages, parts delays, and limited pre-buy availability.

CHRIS MEISNER
MEISNER AVIATION // IADA ACCREDITED DEALER

It’s just difficult to find good aircraft for the requirements we have for customers. Getting in contact with the real owners of aircraft is key now.

ADOLFO NIETO
WULF AVIATION // IADA ACCREDITED DEALER

06 CONCLUDING THOUGHTS

Global stock markets continue to surge, generating unprecedented wealth. The result: the global market for pre-owned business aircraft in Q2 2026 remains robust. The paucity of pedigreed inventory continues to govern the volume of aircraft trades, as dealers and brokers scour the market for the best available acquisition opportunities and educate would-be buyers on the need to be prepared to move quickly when and if a suitable or near-suitable aircraft becomes available. Would-be sellers, seemingly emboldened by market forces providing them with deal-making leverage, are nevertheless faced with the reality of themselves having to purchase replacement lift in the same market in which they plan to sell. Meanwhile, OEMs are building on their multiyear backlogs while simultaneously striving to increase production rates in a stubborn labor market with lingering supply chain chokepoints. Nevertheless, pre-owned business aircraft trades have risen this year compared with the first half of 2025—which itself was a high-water mark for demand in a year that witnessed the return of 100% bonus depreciation in the U.S.

In Q2 2026, pre-owned aircraft valuations continue to be bolstered by the enduring seller's market, with prominent “Make Offer” listings becoming the norm rather than the exception. A general sense of market optimism prevails among respondents to IADA’s Q2 2026 survey. Pre-owned business aircraft demand remains healthy and robust at the midpoint of 2026, a market with complex pathways that is best understood and expertly navigated by IADA’s Accredited Aircraft Dealers and Certified Brokers.

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07 Q2 2026 IADA MEMBERSHIP

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