

# IADA MARKET REPORT

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THIRD QUARTER | 2024

*Expert Perspective and  
Analysis From the International  
Aircraft Dealers Association*





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

The world's only accredited dealers and certified brokers.

**IADA.AERO**



AircraftExchange is the only site in the world where every aircraft listed for sale is by an accredited dealer. Transparent, Exclusive, Verified — no phantom aircraft.

**AIRCRAFTEXCHANGE.COM**

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# 01

## EXECUTIVE SUMMARY

I am pleased to present the IADA 3rd Quarter Market Report for 2024, offering a comprehensive analysis of the current aviation marketplace. This report's significance stems from several key factors that set it apart in our industry.

Our data encompasses both national and international markets, reflecting IADA's growing influence in global aviation. As a vital and expanding organization, we provide a truly worldwide perspective on market trends and activities.

IADA Dealers and Brokers are the world's only Accredited Dealers and Certified Brokers. They collectively account for over 50% of all transactions worldwide surpassing the combined efforts of all other dealers.

Our market insights are uniquely comprehensive. Members contribute not only completed sales data but also information on unclosed transactions, providing deep insight into actual market activity. The qualitative perspectives from our Accredited Dealers, Certified Brokers, and Verified Products and Services Members add invaluable context to the raw data.

The 3rd quarter of 2024 has proven solid for IADA Members and the industry. We've observed an easing in the insurance marketplace and a shift towards a buyer-driven market, contrasting with earlier trends in 2024. This may signal a new phase in the current market cycle

I urge you to study this report thoroughly. It offers exclusive insights unavailable elsewhere, presents a robust analysis of the 3rd quarter and provides real, actionable intelligence on the aviation marketplace.

Onward and upward,



*Wayne*

**WAYNE STARLING**  
Executive Director, IADA



## IADA MEMBER INSIGHTS

We believe activity will continue to increase as most aircraft owners are wanting to upgrade and the OEMs are still backlogged.

**CAMERON JONES**

*JONES AVIATION GROUP // IADA ACCREDITED DEALER*

US presidential election will dissolve despondency.

**NICOLAS VON MENDE**

*ATLAS AIR SERVICE AG // IADA ACCREDITED DEALER*

Post-election, we anticipate a surge in market activity, buoyed by projected interest rate drops in September that could stimulate transactions and create favorable conditions for both buyers and sellers.

**EMILY DEATON**

*JETAVIVA // IADA ACCREDITED DEALER*

The insurance market has softened with additional capacity coming into the market and underwriters expanding their risk appetite in order to achieve their top line goals. While not all segments of aviation are seeing the same level of premium relief, we do expect the downward trend to continue into the 1st quarter of 2025.

**JAY SCARBO**

*ASSUREDPARTNERS AEROSPACE // IADA VERIFIED  
PRODUCTS AND SERVICES MEMBER*

Anticipate strong second half 2024.

**MARK BLOOMER**

*JETTRANSACTIONS // IADA ACCREDITED DEALER*



# 02

## BACKGROUND ON RESPONDENTS

The Perspective Survey is sent out to over 1,000 IADA Members, 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 Products and Services Members are part of a collective network and represent a breadth of members that provide comprehensive services, including transactions, operation, maintenance, insurance, and financing and leasing. Together, they offer a unique perspective on the current state of the industry as well as an informed point of view on projections for the next six months.



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 Accredited Dealers that are engaged in pre-owned and both pre-owned and new aircraft sales.

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### CURRENT ROLE OF SURVEY RESPONDENTS



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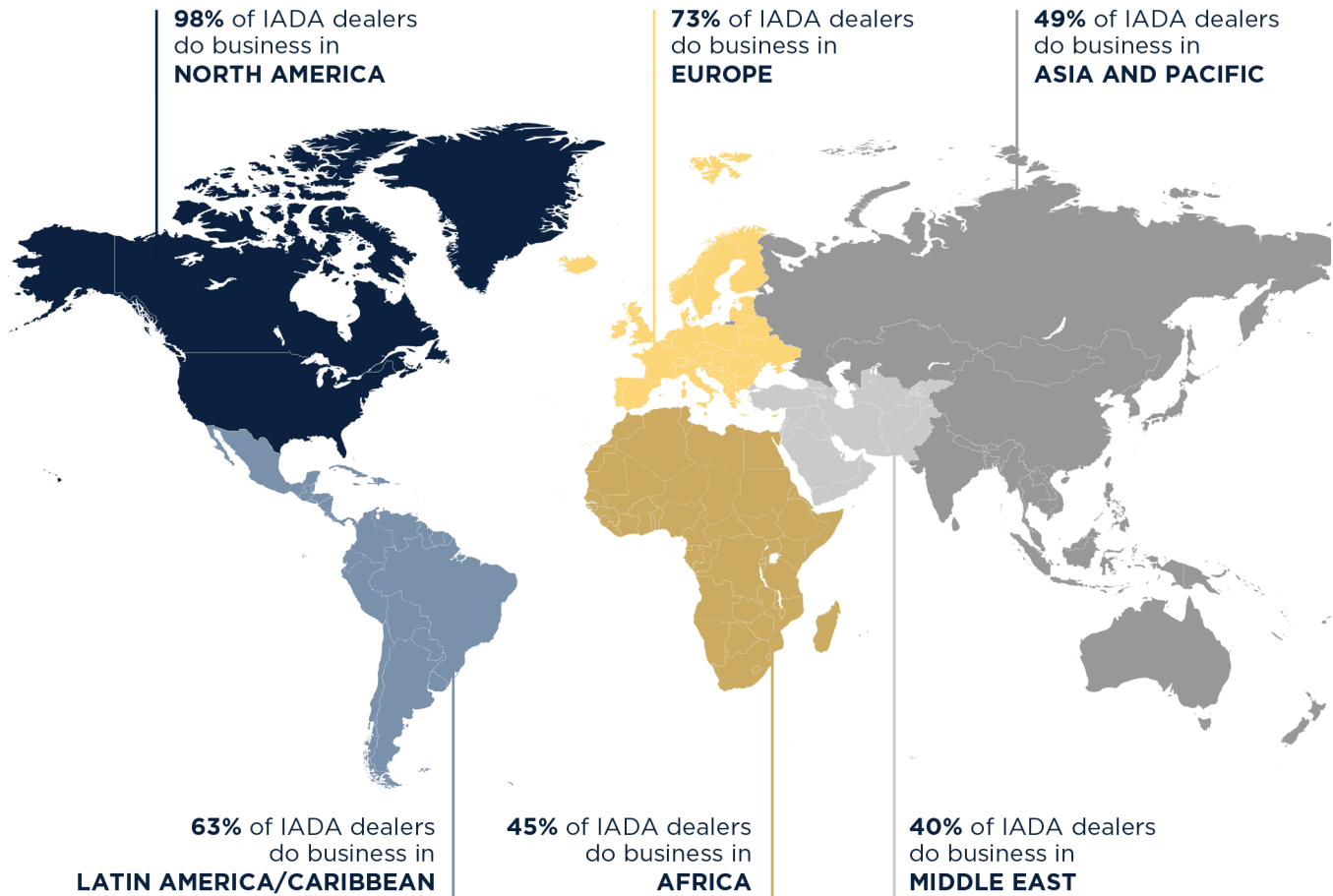
### CURRENT SALES MARKET OF SURVEY RESPONDENTS





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.**



## IADA MEMBER INSIGHTS

There is certainly more inventory available now than there was 12 months ago, but current generation pre-owned aircraft remain in demand. Buyers have more negotiating power when considering older aircraft.

### **JOHNATHON LONES**

*FLIGHTLINE GROUP // IADA ACCREDITED DEALER*

After the last four years of booming business things are normalizing.

### **JOHN JELOVIC**

*DASSAULT FALCON JET // IADA OEM MEMBER*

After 5 years of “hard market”, the aviation insurance market has shown consistent signs of softening beginning in January of ‘24. It remains to be seen if this will result in rate reductions or just a stabilizing of the higher rates we’ve seen over the last few years.

### **STEVE JOHNS**

*LLJOHNS AVIATION INSURANCE // IADA VERIFIED PRODUCTS AND SERVICES MEMBER*

With the G700 / F6X both entering the market, starting to see some good aircraft on the aftermarket. Insurance rates were reduced this year for our fleet. Charter market is down, fractional fleets have captured the substantial charter market share that we saw in 2022 / 2023.

### **DAVID LAMB**

*CLAY LACY AVIATION// IADA VERIFIED PRODUCTS AND SERVICES MEMBER*



# 03

## ACTIVITY REPORT

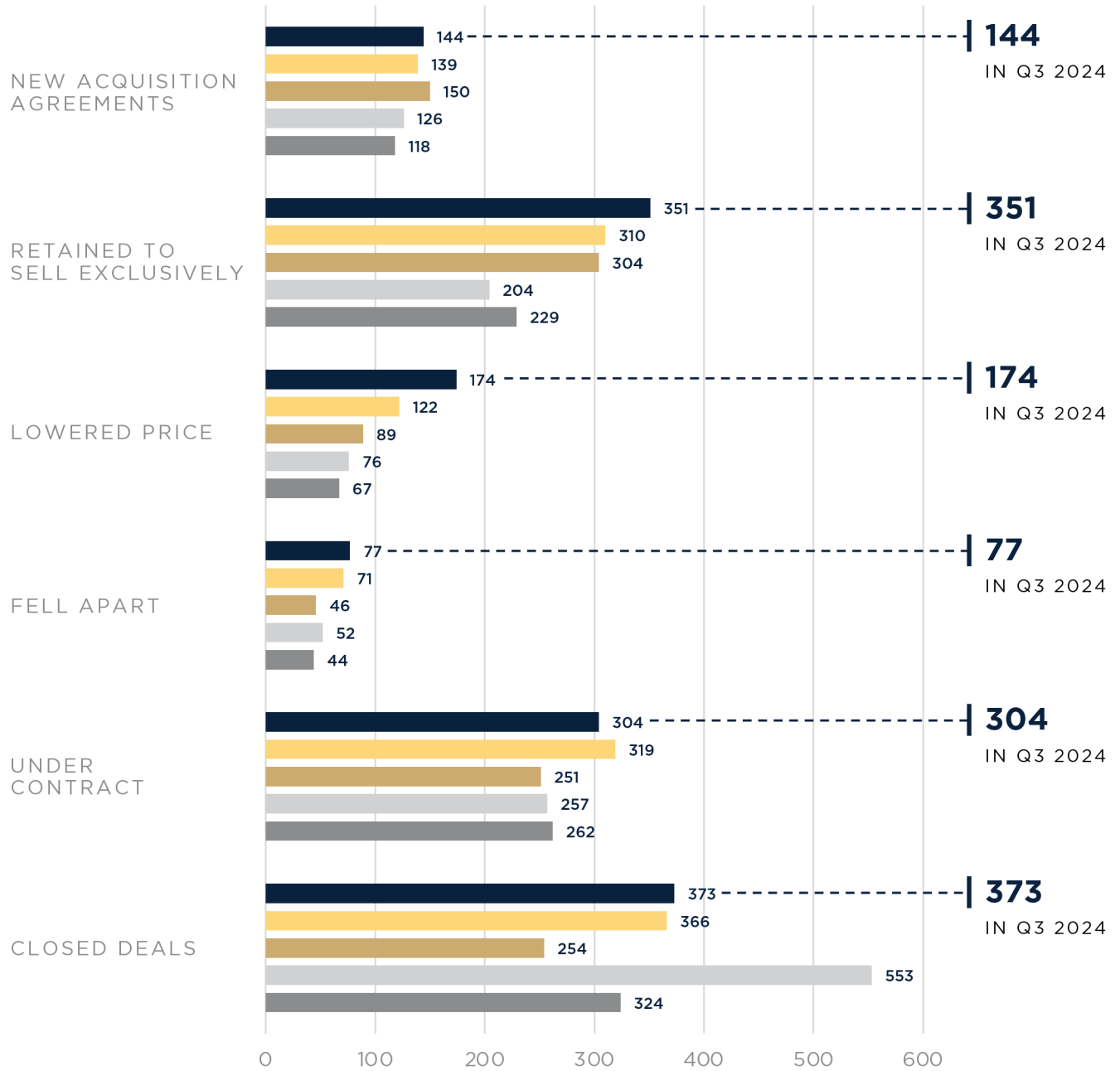
With 58 participating dealers sharing their results for the July-August-September time frame, IADA Dealers reported 144 new acquisition agreements in Q3 2024, up 4% from Q2 2024 but up 22% year-over-year (YoY) compared with Q3 2023. While the number of exclusive retainer agreements stayed steady in Q3 2024 from the prior quarter, reduced-price listings were up 49 aircraft YoY.

While seemingly significant, the 67% increase in reduced-price listings, reported Q3 YoY, is measured from a relatively small base. As expected, price adjustments are a feature of today's market as the resetting of value expectations continues after post-pandemic highs experienced in 2021 and 2022.

Impressively, reported activity in Q3 2024 included 373 closed deals, up 15% YoY from Q3 2023. Closed deal activity in Q3 2024 was the highest yet recorded for the third quarter since IADA's Perspective Survey was initiated in 2020. Year-to-date in 2024, the 993 closed deals reported were up 14% in volume compared with year to date 2023, an indicator of a healthy level of exchange activity in a counterbalancing marketplace — one in which IADA Dealers are the preeminent players.

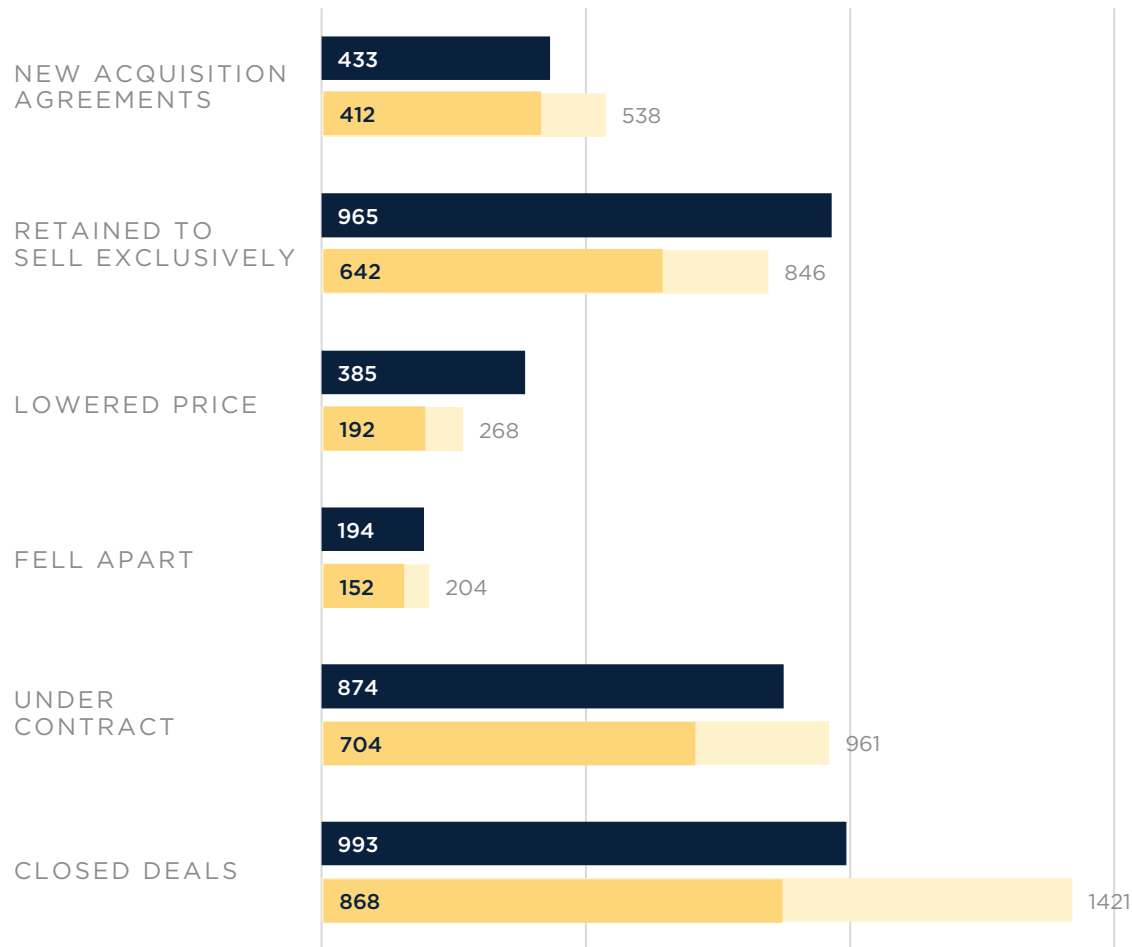
# IADA DEALER ACTIVITY REPORT

● Q3 2024 
 ● Q2 2024 
 ● Q1 2024 
 ● Q4 2023 
 ● Q3 2023



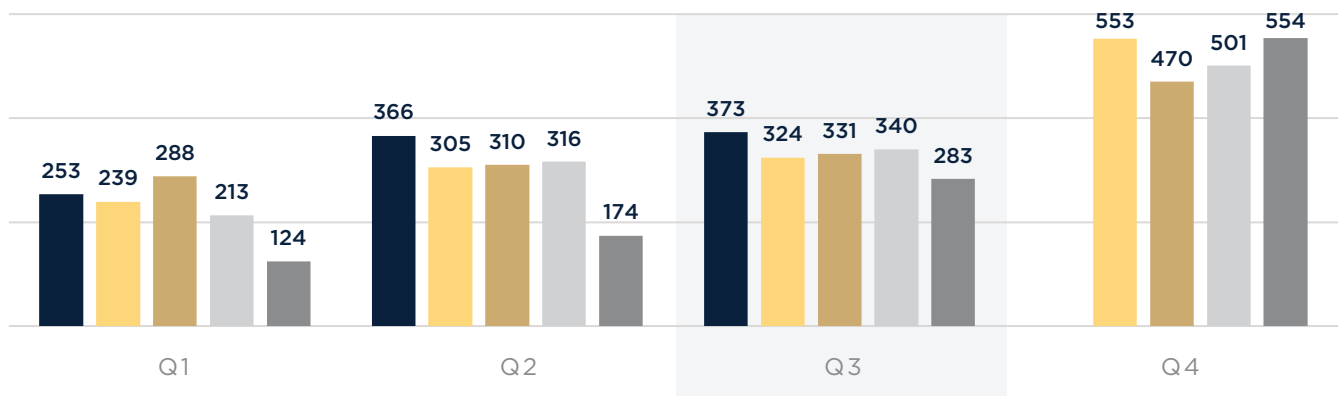
## IADA DEALER ACTIVITY YEAR TOTAL COMPARISON

● Q3 2024 YTD 
 ● Q3 2023 YTD 
 ● 2023 YEAR TOTAL



## TOTAL CLOSED DEALS BY QUARTER

● 2024 
 ● 2023 
 ● 2022 
 ● 2021 
 ● 2020





## IADA MEMBER INSIGHTS

Given our extremely active Q3, I expect a significant surge Q4 and intensification post election. Those that wait for ballots to be counted will likely deal with limited inspection locations, watered down pre-buys, and/or post closing conditions in order to transact in 2024.

**DAVID MONACELL**

*CFS JETS // IADA ACCREDITED DEALER*

Finally operating in the 'normal' category. Natural depreciation is expected, and more supply is a welcome change for the buyers who still seem to exist and are entering the market.

**CHAD ANDERSON**

*JETCRAFT GLOBAL // IADA ACCREDITED DEALER*

Even though new aircraft are sold out through 2025 and into 2026, the used market is showing signs of weakness and at least in the short term a down cycle for most models.

**CARY FRIEDMAN**

*EAGLE AVIATION // IADA ACCREDITED DEALER*

Q2 and Q3 market conditions and transaction volume have exceeded expectations within the midsize jets, light jets, and turboprop segments. Specific to midsize business jets, light business jets, and turboprops, inventory is steadily increasing but demand and absorption are equalizing the increase in inventory.

**SCOTT OSHMAN**

*OSHMAN AVIATION // IADA ACCREDITED DEALER*



# 04

## GENERAL MARKET CONDITIONS

As Q3 concludes, IADA Members perceive a rise in optimism over Q2 regarding the global business aviation market. While less than Q3 2023, a back-to-work rhythm emerged in Q3, accompanied by an increase in aircraft inventory listings.

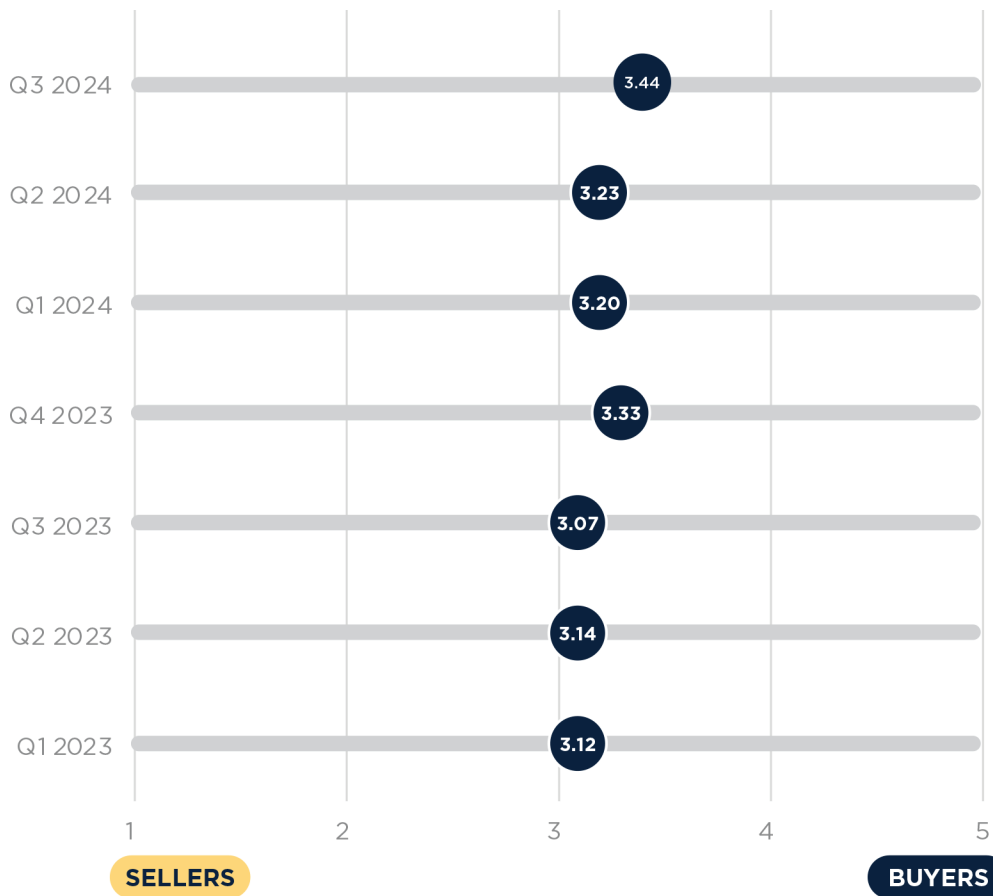
Aircraft owners are also affected by the duration their aircraft remain on the market. AMSTAT reports that the “days on market” (DOM) rate increased by 55% over the past 18 months. However, during Q3, the DOM rate steadied at an 8% increase, remaining below the 10-year average.

Lastly, the summer slowdown combined with geopolitical tensions and the election cycle had less impact than had previously been expected. Coupled with the recent drop in interest rates, this has boosted optimism for pre-owned aircraft sales. IADA Members note that the hesitation due to indecision is diminishing, with more members counseling their clients to take actions to secure their position before the Q4 market accelerates.

The following charts provide insights into IADA members’ assessments of the current and projected market conditions and are derived from our proprietary online quarterly surveys. Responses are aggregated and reported on a 1-5 Scale, with a score of 1 representing “worst ever” and 5 representing “best ever.”

## 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.

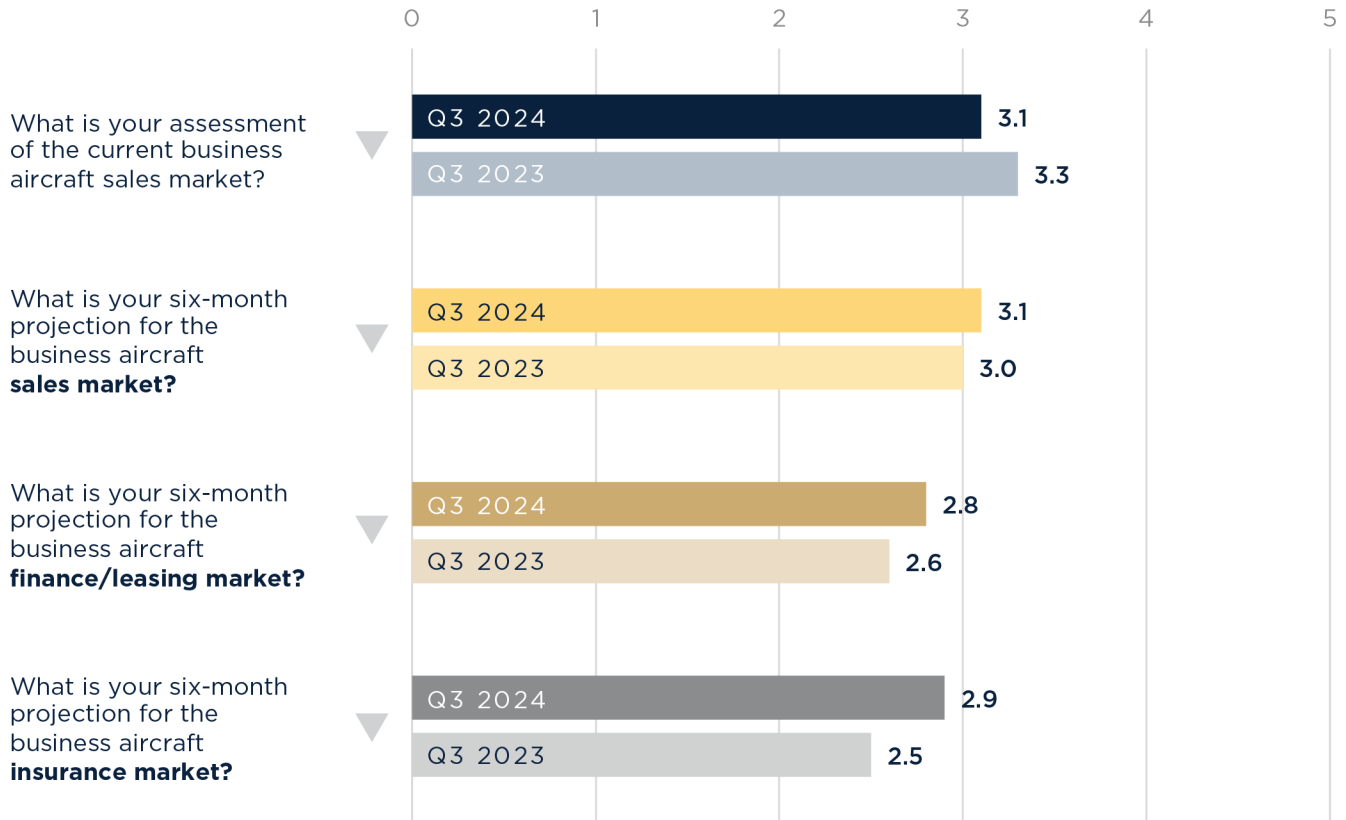




## OVERALL MARKET SENTIMENT

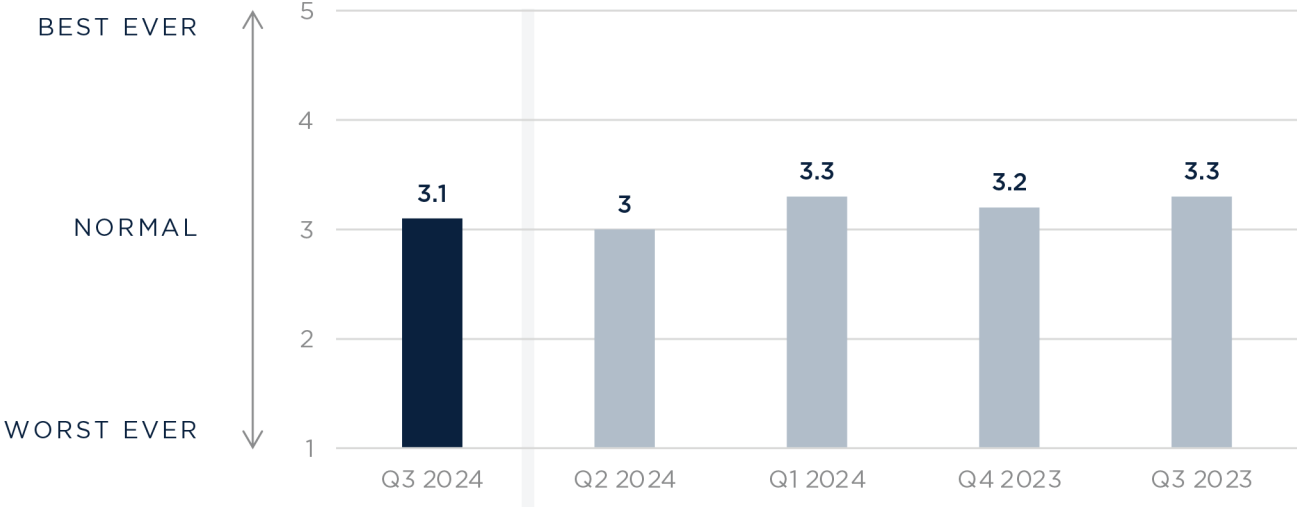
### Q3 YEAR OVER YEAR

Reported on a 1-5 scale, with a score of 1 representing “worst ever” and 5 representing “best ever.”



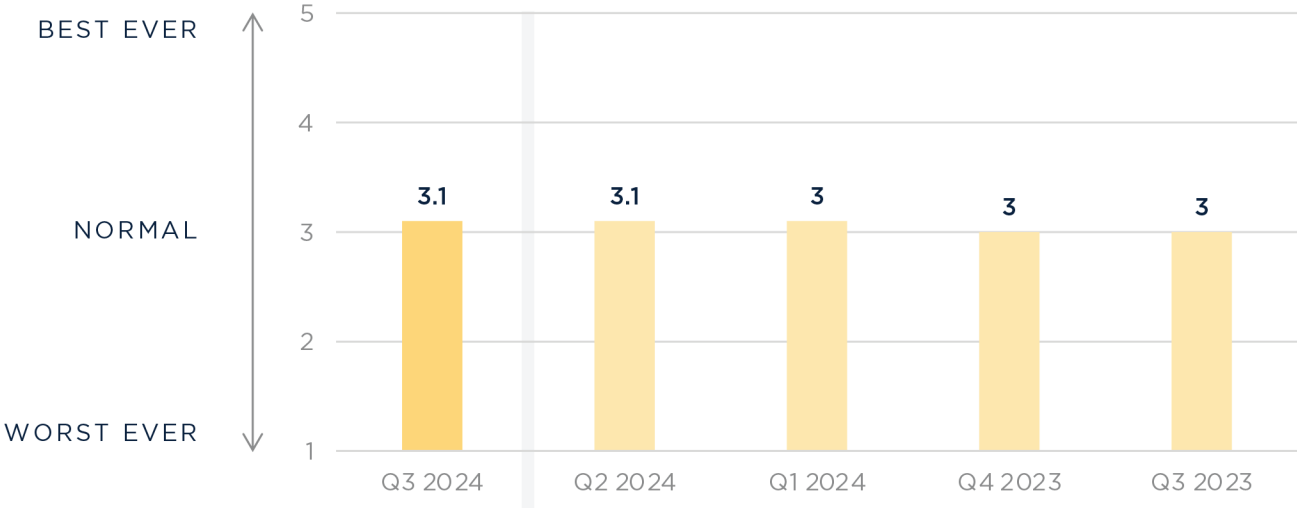
### ASSESSMENT OF THE CURRENT BUSINESS AIRCRAFT SALES MARKET

Reported on a 1-5 scale, with a score of 1 representing “worst ever” and 5 representing “best ever.”



### 6-MONTH PROJECTION FOR THE AIRCRAFT SALES MARKET

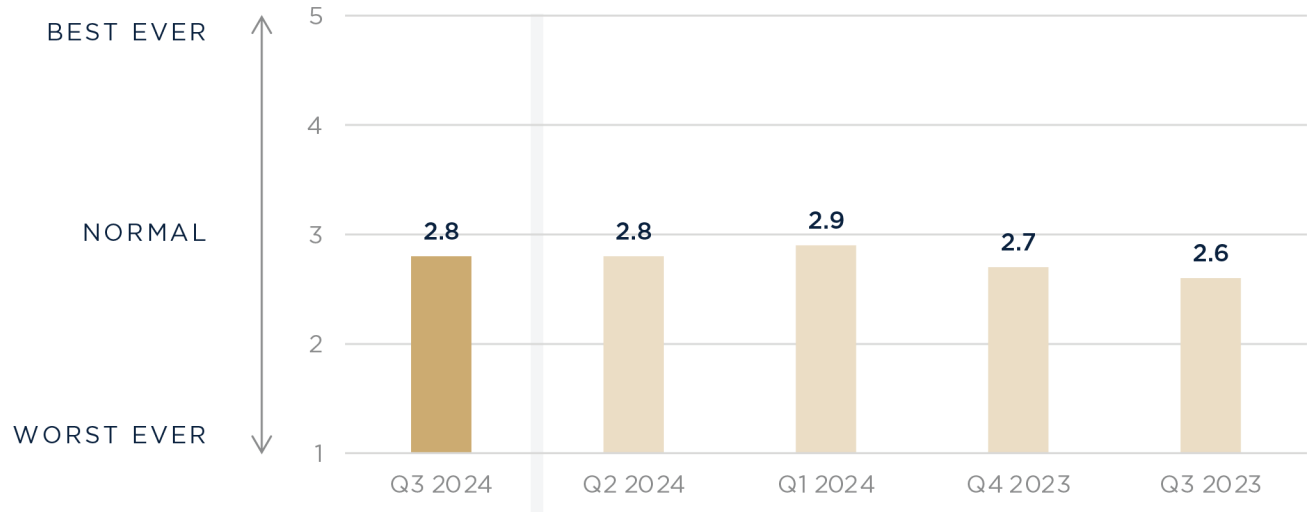
Reported on a 1-5 scale, with a score of 1 representing “worst ever” and 5 representing “best ever.”



## FINANCE/LEASING PROJECTIONS

### 6-MONTH PROJECTION FOR THE AIRCRAFT FINANCE/LEASING MARKET

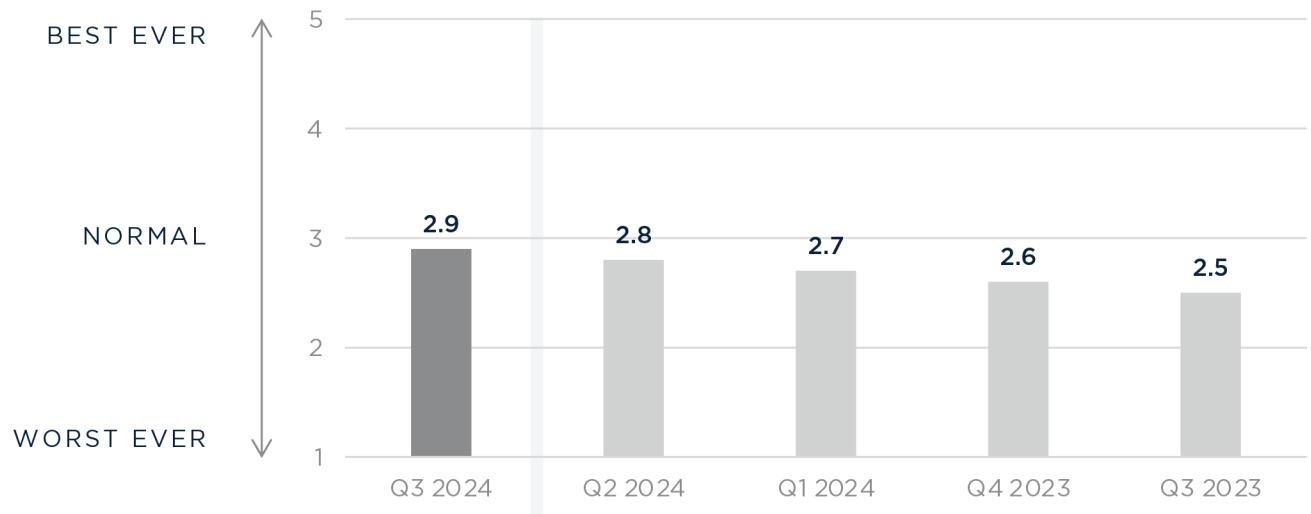
Reported on a 1-5 scale, with a score of 1 representing “worst ever” and 5 representing “best ever.”



## 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.”





## IADA MEMBER INSIGHTS

I continue to be encouraged by the increase in aircraft demand outside of the US, despite the consistent increase in supply within the US market. It will be interesting to see where worldwide inventory levels stabilize in terms of percentage of fleet for sale.

### **SHAWN DINNING**

*DALLAS JET INTERNATIONAL // IADA ACCREDITED DEALER*

We have seen an overall uptick in inquiries and deep conversations with buyers while the closing of deals has seen a slowdown and simultaneously a lower of prices as a reflection of increased inventory.

### **MICHAEL BARBER**

*LEVIATE AIR GROUP // IADA ACCREDITED DEALER*

Balanced.

### **JAY MESINGER**

*MESINGER JET SALES // IADA ACCREDITED DEALER*

Demand for zero to 10-year-old preowned airplanes remains healthy as evidenced by transaction rates over the quarter absorbing the supply though at slightly lower prices than the peak in 2022. OEM backlogs out 12-24 months continue to drive the healthy transactions of later model airplanes.

### **PHIL WINTERS**

*WESTERN AIRCRAFT, INC. // IADA ACCREDITED DEALER*



# 05

## 6-MONTH MARKET SECTOR OUTLOOK

IADA's proprietary member surveys provide six-month projections for supply, demand, pricing, and dealer willingness-to-inventory across four aircraft size categories: Turboprop, Light Jet, Midsize Jet, and Large and Ultra-Long-Range Jet.

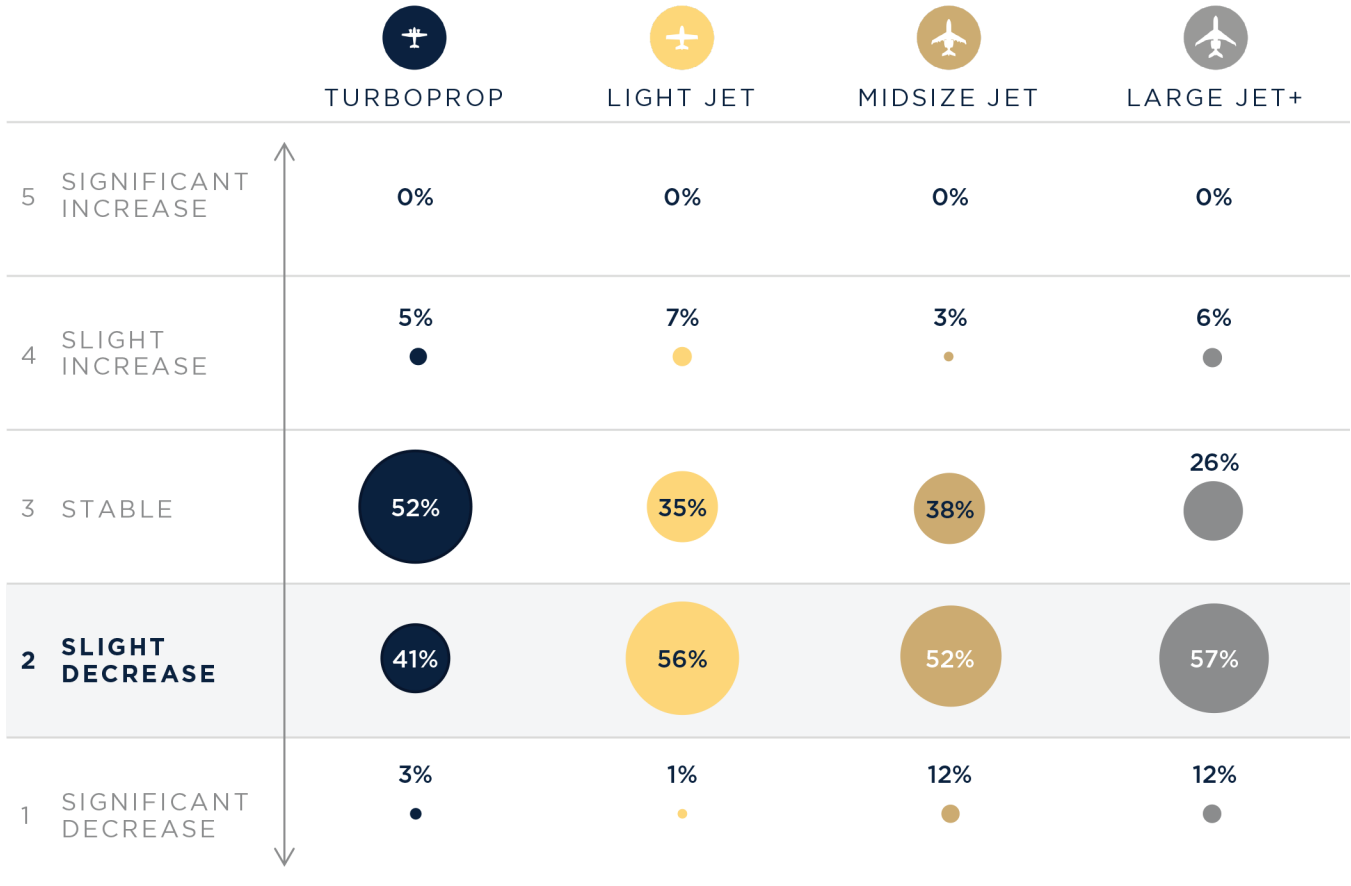
A healthy mix of IADA Members spanning aircraft financing/leasing, insurance, and sales have reported an increase in business activity in Q3 leading to a more optimistic outlook across the board for the next six months. These experts also believe that buyers have a slightly higher influence on who is driving today's market while acknowledging that these subtleties can shift based on age, pedigree, and make/model of specific aircraft.

Most respondents expect the next 6 months to show a stable demand and willingness to inventory with an equal distribution of slight increase/slight decrease for most market categories, except in the Large and Ultra-Long-Range Jets category, where there are projected to be both a slight decrease in Demand and Willingness to Inventory.

A slight increase in willingness to inventory Light Jets confirms the optimism shared amongst the dealer/broker community. Similar projections were noted in pricing and supply where respondents see pricing on a stable but a slightly reducing trend as more supply comes onto the market.

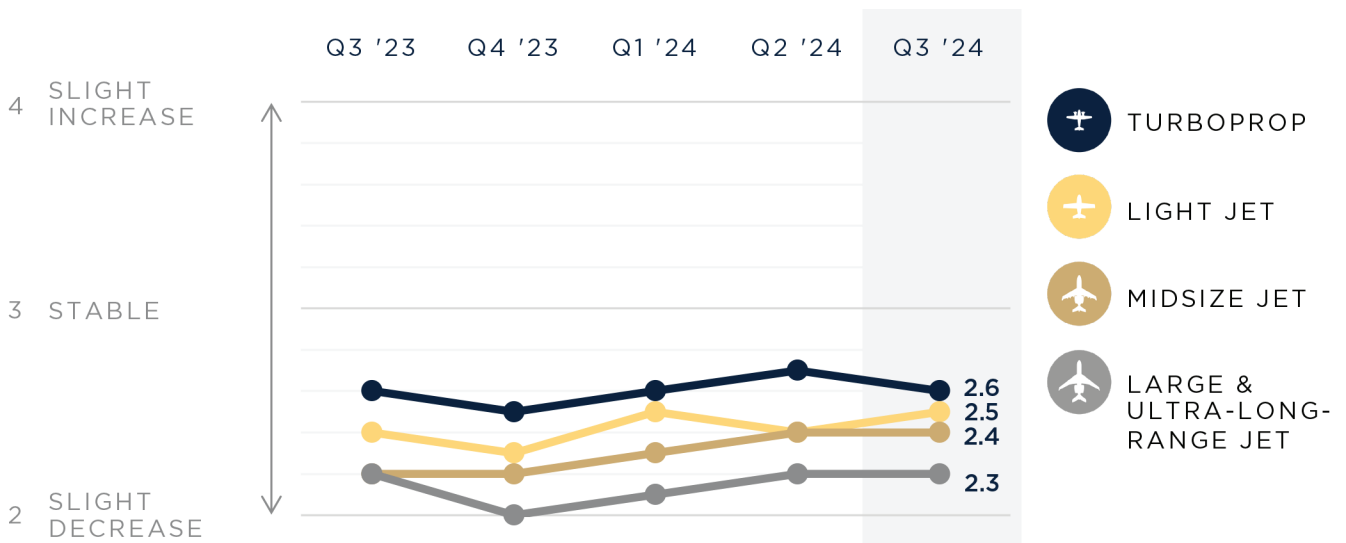
**PRICING PROJECTIONS FOR THE NEXT 6 MONTHS**

Reported on a 1-5 scale, with 1 representing “significant decrease” and 5 representing “significant increase.”



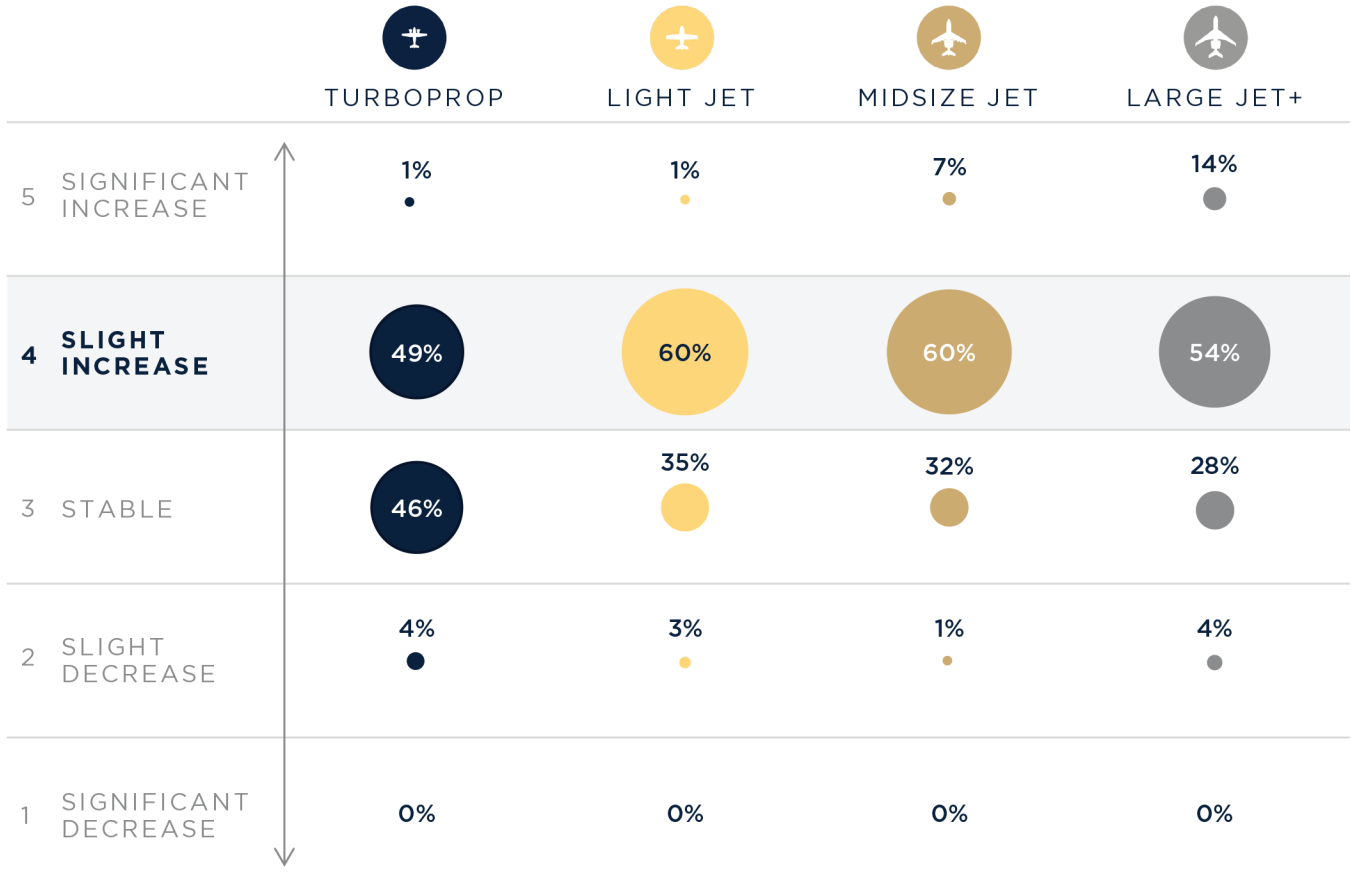
**PRICING PROJECTIONS OVER THE LAST YEAR, BY QUARTER**

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



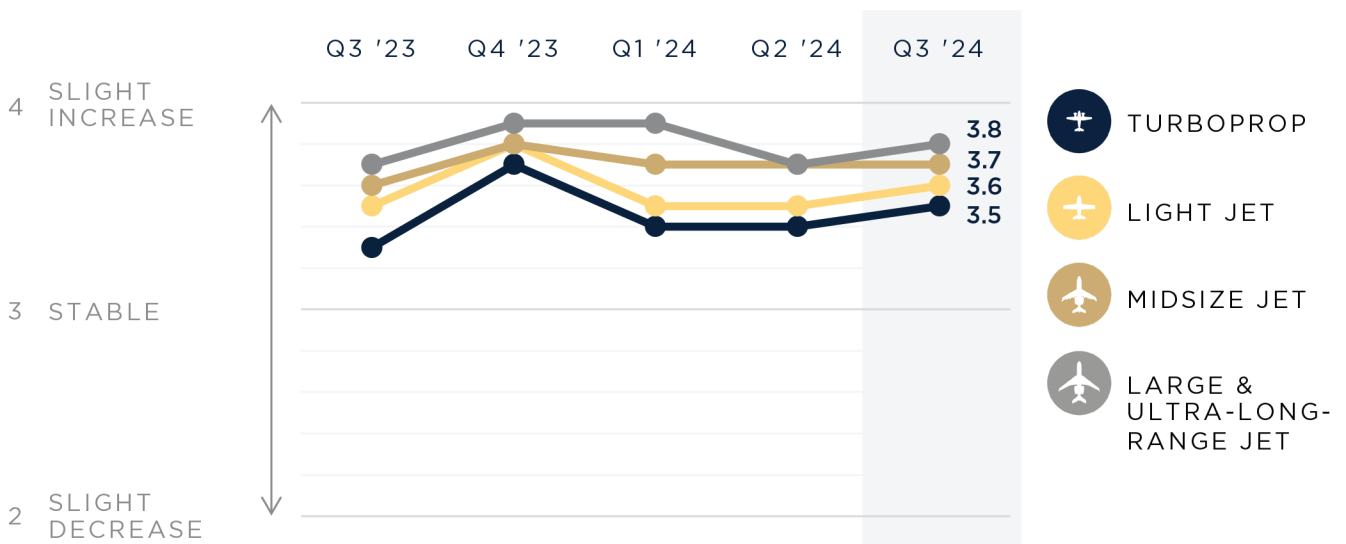
### SUPPLY PROJECTIONS FOR THE NEXT 6 MONTHS

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



### SUPPLY PROJECTIONS OVER THE LAST YEAR, BY QUARTER

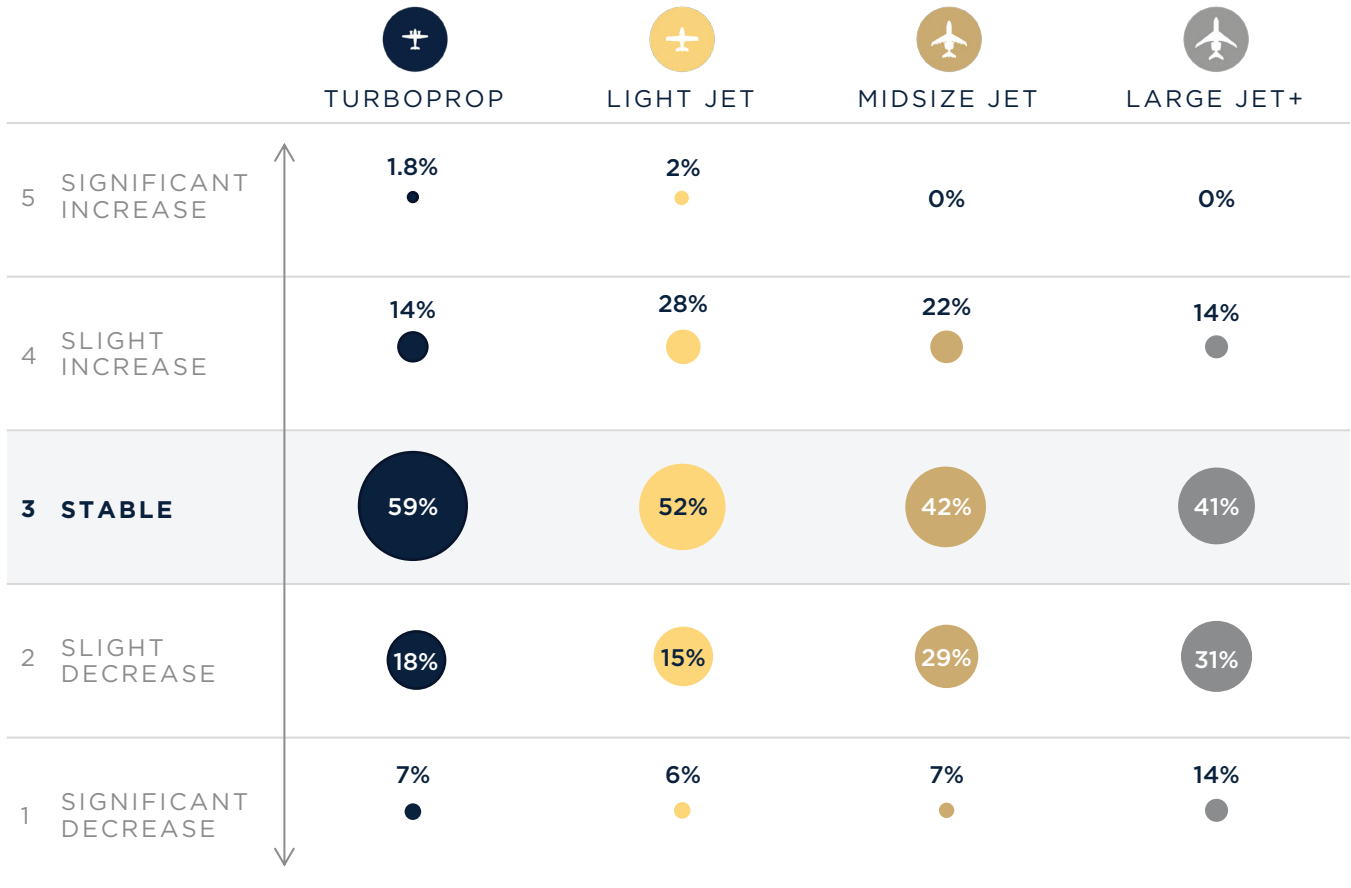
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## WILLINGNESS TO INVENTORY

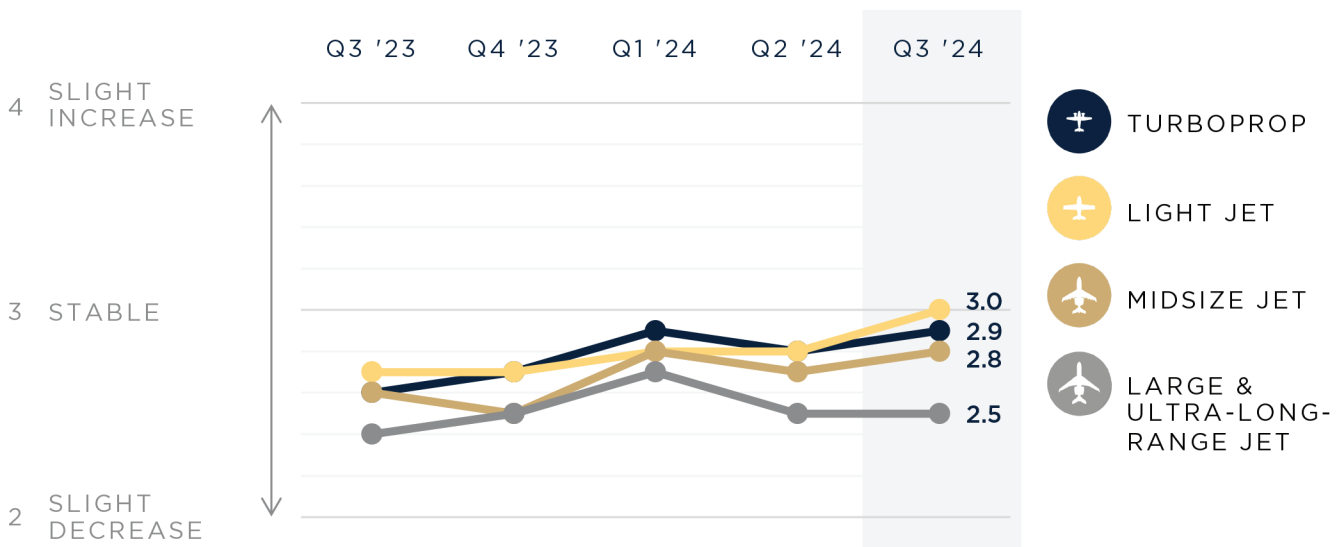
### WILLINGNESS TO INVENTORY PROJECTIONS FOR THE NEXT 6 MONTHS

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



### WILLINGNESS TO INVENTORY PROJECTIONS OVER THE LAST YEAR, BY QUARTER

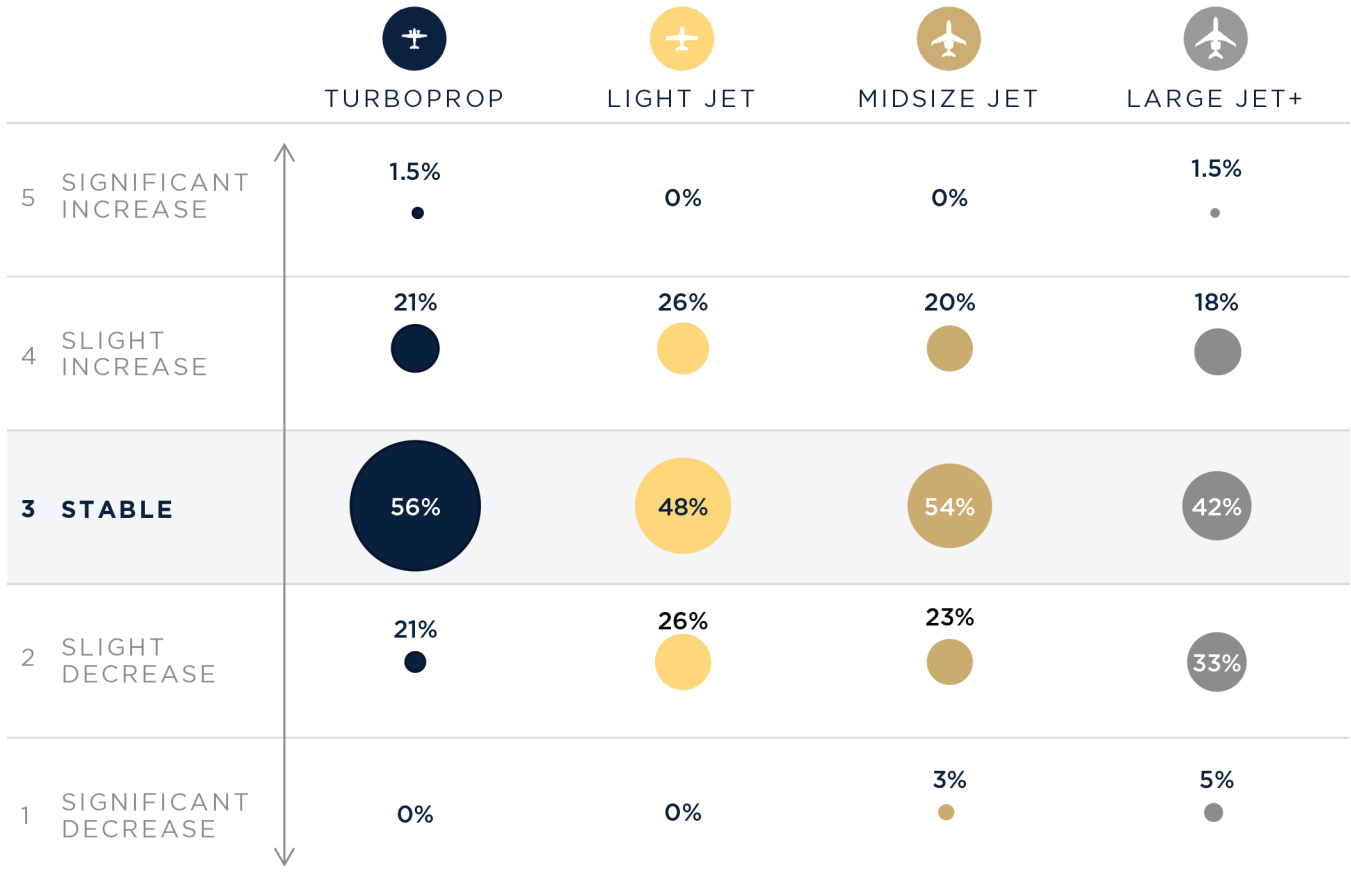
All averages fall between 2 ("slight decrease") and 4 ("slight increase").





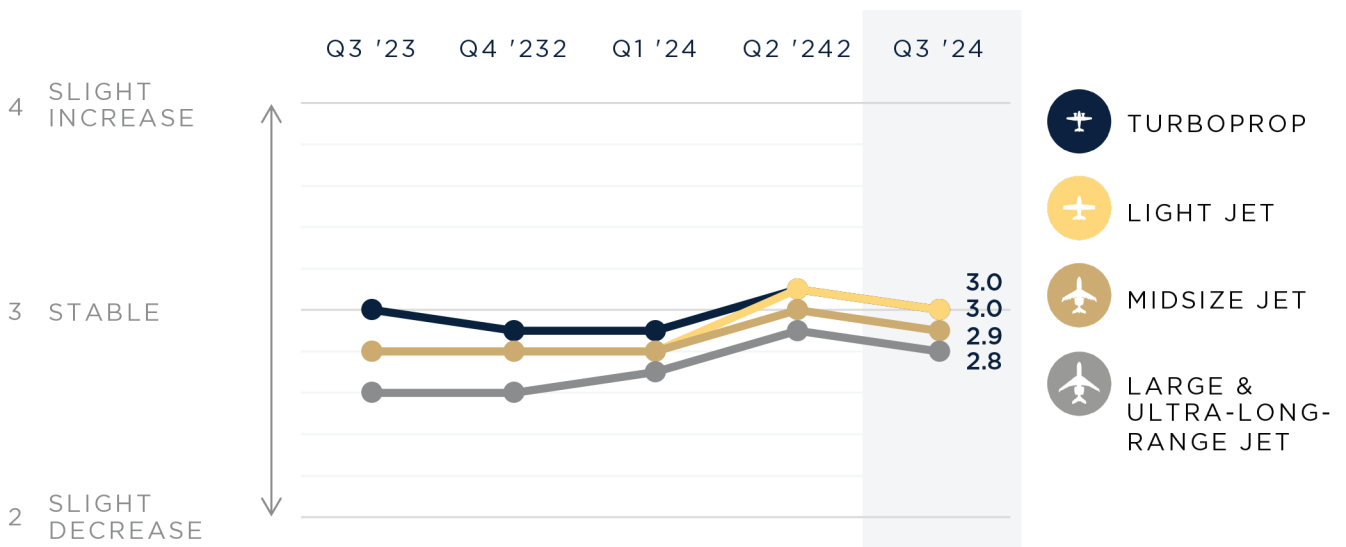
### DEMAND PROJECTIONS FOR THE NEXT 6 MONTHS

Reported on a 1-5 scale, with 1 representing “significant decrease” and 5 representing “significant increase.”



### DEMAND PROJECTIONS OVER THE LAST YEAR, BY QUARTER

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





## IADA MEMBER INSIGHTS

It feels like the market is headed towards a balance between buyers and sellers. But it seems like many people are waiting for the outcome of the election and further economic data to see which direction the economy will go.

**MITCH PISHKO**

*HONDA AIRCRAFT COMPANY // IADA OEM MEMBER*

While supply is on the rise, total supply remains well below pre-pandemic levels, especially in late vintage and modern models. Current buying and selling activity confirms Q4 '24 will be very active. Do not wait!

**JOHNNY FOSTER**

*OGARAJETS // IADA ACCREDITED DEALER*

Solid buyers' market for mid to old makes/models and slight sellers' market for near-new to new makes/models. Supply stable to trending up ever so slightly as pricing trends down ever so slightly.

**FRANK JANIK**

*LEADING EDGE AVIATION SOLUTIONS // IADA ACCREDITED DEALER*

Election year puts many buyers on the fence or in a wait and see mode. Finance rate drop uncertainly does the same thing. If Feds lower the interest rate, that should spark some year-end activity.

**SCOTT KRAEMER**

*HOLSTEIN AVIATION // IADA ACCREDITED DEALER*



# 06

## CONCLUDING THOUGHTS

IADA Members' Q3 data shows that members are more optimistic for a strong end of year close to 2024. This outlook is due to the increased activity with a solid build in momentum experienced in both the sales and services sectors. Midsize Jets, Light Jets, and Turboprops have a healthy demand, especially for newer models, while demand for all categories of business aircraft is generally keeping pace with the supply on a more consistent basis.

The trend of downward pricing that began after the peak of 2022 and continued through the first half of 2024 has slowed.

Contributing factors like increased demand from outside the US, a reduction in interest rates, and OEM backlogs keeping pace at 12 to 24 months are playing significant roles in supporting market stability.

Business aircraft owners are challenged with navigating the fine line of spending their budget on operating expenses that increase with aging aircraft, or budgeting for capital expenditure on the newer technology. IADA members offer their expertise and are laser focused on providing the necessary guidance and counsel to their clients to ensure successful transactions. The market is trending well and the industry is looking forward to seeing positive results as we head towards the end of year.

**ACCREDITED DEALERS  
AND CERTIFIED  
BROKERS**

**5X5 TRADING**

*Chris Brenner  
John Odegard  
Seth Zlotkin*

**ABSOLUTE AVIATION**

*Sizwe Buthelezi*

**ACASS**

*Trisha Lakatos  
Antoine Villain*

**AEROLINEAS EJECUTIVAS  
S.A. DE C.V.**

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Enrique de la Parra  
Jose Alberto Zambrano  
Elizondo  
Rodrigo Medellin*

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**ASIAN SKY GROUP**

*Jeffrey Lowe  
Nadav Kessler*

**ATLAS AIR SERVICE AG**

*Hans Doll  
Jannes Manssen  
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Joe Catoe  
Justin Berard  
Sam Rabbitt*

**AXIOM AVIATION, INC.**

*Andy Toy  
Mike Herchick*

**AXIS JET**

*Matt Bosco*

**BANYAN AIR SERVICE**

*Michael Gibson  
Michael O'Keeffe*

**BOMBARDIER**

*Kristen Cloud*

**CFS JETS**

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Joe Prebul  
Mitchell McCune  
Tobias Kleff*

**DALLAS JET  
INTERNATIONAL**

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Gretchen Braley  
Johnathan Wright  
Michael McMillan  
Shawn Dinning*

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Doug Roth  
Leah Alexander  
Rene Cardona*

**EAGLE AVIATION**

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Lee Thomas  
Paul Garcia  
Ralph Lacomba*

**ELLIOTT JETS**

*Colby Creger  
Jim Mitchell  
Steve Davis  
Todd Jackson*

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GROUP, INC.**

*Lee Rohde*

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Mike Higgins*

**FLIGHTLINE GROUP, INC.**
**FX SOLUTIONS**

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Frank Lanning  
Matt Doyle*

**GANTT AVIATION, INC.**

*Jay Gantt  
Mark Smith*

**GENERAL AVIATION  
SERVICES, LLC**

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Jed Albright*

**GLOBAL ELITE AVIATION**
**GLOBAL WINGS, LLC**

*Nick Schneider  
Patrick Bradley  
Vinnie Venditto*

**GUARDIAN JET, LLC**

*Amber Gardner  
Doc Dwyer  
John Peters  
Keegan Dwyer  
Matt Walter  
Meghan Dwyer  
Pepe Morales  
Robert "Bobby" Garrymore  
Russ Piggott  
Samantha Langen  
Will Smith*

**HATT & ASSOCIATES, LLC**

*Jayson Hatt  
John Bowman  
Pat Harvey  
Tyler Bowron*

**HOLSTEIN AVIATION, INC.**

*Andy Biller  
Chris Doerr  
Don Mercer  
Joe Grubiak  
Joel Bradley Stancil  
Kitchel Gifford  
Marcelo Simoni  
Michael Gauvreau  
Shawn Holstein*

**JBA AVIATION, INC.**

*Bill McNease  
Jon Taylor  
Toby Smith*

**JET ACCESS GROUP**

*Elliott Sutter  
Jim Worrell  
Julie Ricker*

**JET SENSE AVIATION, LLC**

*Pat Mitchell*

**JETAVIVA**

*Ben Dow  
Jade Hofeldt  
Jason Deifik  
Kandi Spangler  
Kyle Delphon  
Ryan Scott  
Tim White*

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Dan Kilkeary  
Danie Joubert  
Jaden Jonson  
Pascal Bachmann  
Preston Jasper  
Sean O'Leary*

**JETEFFECT, INC.**

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Chris Warners  
John Padrick  
Jorge Fraga  
Michael McDonald  
Tyler Webb  
Walt Wakefield*

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*Jeremy Kremerman*

**JETTRANSACTIONS**

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Spencer Bloomer  
Sydney Zacsek*

**JONES AVIATION GROUP**

*Cameron Jones*

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Joe Carfagna, Jr.  
Rick Richardson*

**LEVAERO AVIATION, INC.**

*Henri Lauriault  
Stan Kuliavas*

**LEVIATE AIR GROUP**

*Brandon Steele  
Michael Barber  
Randall Mize  
Shawn Colgan  
Zach Goldberg*

**LONE MOUNTAIN AIRCRAFT**

**MEISINGER AVIATION**

*Marc Dickensheets*

**MEISNER AIRCRAFT, INC.**

*Chris Meisner*

**MENTE GROUP, LLC**

*Brian Proctor  
Ryan Kahle  
Steve Main*

**MESINGER JET SALES**

*Josh Mesinger*

**NORTHERN JET, INC.**

*Casey Cox*

**OGARAJETS**

*Henry Ramos  
Johnny Foster  
Matthew Huff  
Sam Campos*

**OMNI AIRCRAFT SALES**

*Dan Burnstein  
James Norris  
Mike Skow  
Ron Smith*

**OPUS AERO**

*Zipporah Marmor*

**ORIENS AVIATION**

**OSHMAN AVIATION**

**QS PARTNERS**

*David Foster*

**SKYSERVICE BUSINESS AVIATION, INC.**

*Geoff Carlyle*

**SKYTECH, INC.**

*Anthony Sammartino  
Cole McKibbin  
Robert Sammartino*

**SOLJETS**

*David Lee  
Greg Oswald  
Gustav Wollenzien  
Matt Stringfellow  
Shelbey Hooker*

**SOUTHERN CROSS AIRCRAFT, LLC**

*Patrick Hosmann Jr.  
Paul Hosmann  
Peter Hosmann*

**STANTON & PARTNERS AVIATION**

**SWARTZ AVIATION GROUP, LLC**

*John Swartz  
Michael Swartz*

**THE JET BUSINESS**

**WEST ELK AIRCRAFT**

*Paul Kirby  
Troy Allen Lawson*

**WESTERN AIRCRAFT**

*Brett Woods  
Elise Wheelock  
Patrick Belokas  
Philip Winters  
Ronald Smith*

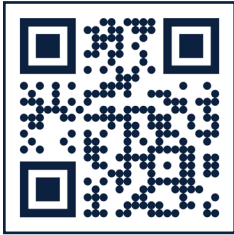
**WETZEL AVIATION, INC.**

*Bryon Mobley  
Jack Wetzel  
Jim Riner*

**WULF AVIATION**

*Franco Curiel Checchini  
Adolfo Nieto Silva*

## VERIFIED PRODUCTS AND SERVICES MEMBERS



1ST SOURCE BANK

4AIR

ACASS

ACRISURE AEROSPACE

ADVOCATE CONSULTING  
LEGAL GROUP, PLLC

AERLEX LAW GROUP

AERO-SPACE REPORTS, INC.

AEROPROJX INT.

AIC TITLE SERVICE, LLC

AIRCRAFT BLUEBOOK

AIRCRAFT COST  
CALCULATOR, LLC

AIRFLEET CAPITAL, INC.

ALERION AVIATION

ALPHA WINGMAN

AMSTAT INC.

AOPA AVIATION FINANCE  
COMPANY

ASSUREDPARTNERS  
AEROSPACE

ATLAS AIR SERVICE AG

AV8 MRO LLC

AVBUYER

AVIATION LEGAL COUNSEL

AVIATION LEGAL  
GROUP, P.A.

AVIATION MAINTENANCE  
SUPPORT, INC.

AVIATION PARTNERS, INC.

AVIATION TAX  
CONSULTANTS, LLC

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