

Q1 | 2026



IADA MARKET REPORT

Expert analysis from the members of the 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.

IADA.AERO



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

AIRCRAFTEXCHANGE.COM

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01

EXECUTIVE SUMMARY

I am pleased to present IADA's First Quarter 2026 Market Report. It delivers real-time insights from IADA Members who are actively engaged in global aviation markets. This direct market intelligence provides an unparalleled perspective on current conditions and emerging trends.

First quarter 2026 results demonstrate continued strength across all aircraft categories. Six- and 12-month projections remain decidedly positive, reflecting a tone of measured confidence among market participants despite ongoing geopolitical and macroeconomic uncertainties.

Supply constraints persist across all aircraft categories, maintaining the historically tight inventory levels that have characterized recent quarters. Late-model, well-maintained aircraft continue to command premium valuations in today's competitive marketplace.

Demand remains robust and geographically diverse, encompassing the full spectrum from turboprops through large-cabin jets, though it is particularly pronounced in the large cabin, long-range jet segment. Notable growth has emerged from Latin American and African markets, complementing continued strong North American activity.

This quarter introduces two valuable analytical components: 1) an assessment of eight key market drivers—from OEM delivery schedules to tariff implications and operating costs—ranked by their negative, neutral or positive business impact; and 2) a 12-month market outlook examining expectations for softening, stability, or improvement.

The data and insights contained within this edition provide timely intelligence to support informed decision-making in today's dynamic aviation marketplace.

Soaring ahead,



Louis C. Seno

LOUIS C. SENO
Executive Director, IADA

Favorable towards growth with the potential for sustained Geo-Political and Economic uncertainty as the primary risk factors.

DON WALSH

ELDRIDGE // IADA VERIFIED PRODUCTS AND SERVICES MEMBER

Stable. Supply is still pretty low and demand is still decent and possibly increasing due to security concerns. Obviously tariffs and oil may impact this.

LEE THOMAS

EAGLE AVIATION // IADA ACCREDITED DEALER

Many segments of the market still appear to be sellers' markets coming into the year, and that momentum has continued, particularly for models that remain in active production. Overall, that has kept pricing elevated across much of the market. However, I do expect we'll start to see some normalization in certain segments as the ability for U.S. buyers to purchase international aircraft without the concern of tariffs returns. With that barrier removed, more international inventory can compete in the U.S. market again, which should help bring additional balance to supply and demand over time.

MICHAEL BARBER

JETAVIVA // IADA ACCREDITED DEALER

The current markets are stable but international conflicts are negatively impacting the processes involved in the transactions.

LUIS FLORES

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

Overall Stable, but some cause for concern regarding costs of engine overhauls for non-programmed aircraft as well as availability of good inventory.

BRYON MOBLEY

WETZEL AVIATION, INC // IADA ACCREDITED DEALER



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. 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.



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.

CURRENT ROLE OF SURVEY RESPONDENTS

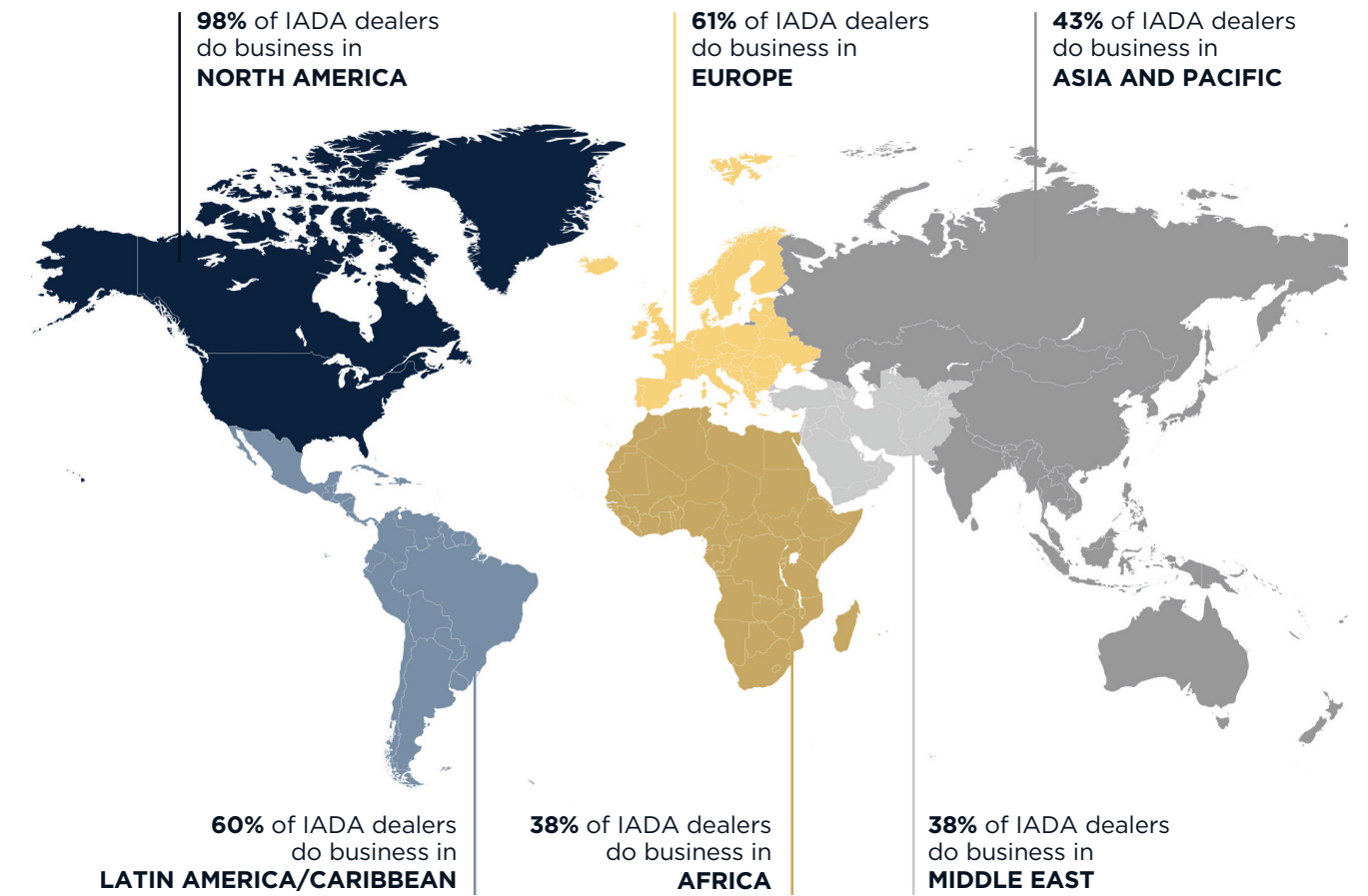


CURRENT SALES MARKET OF SURVEY RESPONDENTS



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 or [visit online](#).

Pre-owned aircraft demand remains solid—and for dealers, current market conditions present real opportunities to source quality inventory.

JAYSON HATT

HATT & ASSOCIATES // IADA ACCREDITED DEALER

OEM backlogs have been pushing new deliveries out further and further while helping drive up valuations in the pre-owned market as sellers carry assets that can be delivered to buyers who wish not to wait. Well-maintained mid, super mid and especially large cabin assets are benefitting from the supply side shortage.

MARK BEARDEN

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

General market conditions are good in our territory, central and south Africa.

NEIL HOWARD

ABSOLUTE AVIATION // IADA ACCREDITED DEALER

New deliveries are up and backlogs continue to extend, which constrains the flow of pre-owned inventory. The replacement cycle drives the secondary market—owners sell when they have a new aircraft to transition into, and buyers on the pre-owned side can't move until that inventory surfaces.

JONATHON GARDNER

WEST ELK AVIATION // IADA ACCREDITED DEALER

I see some bifurcation in the market: younger, quality aircraft are in higher demand with low inventory. Older, legacy aircraft (Hawkers, Lears, etc.) have higher inventory with sellers competing on price.

JEFF AGUR

VAN ALLEN // IADA ACCREDITED DEALER



03 ACTIVITY REPORT

In Q1 2026, 92% of IADA Accredited Dealers participated in the association's monthly activity reporting, continuing the pattern of providing clear insights into the pre-owned business aircraft marketplace.

STRONG ACQUISITION ACTIVITY

IADA Dealers reported 167 new acquisition agreements in Q1 2026, up 25% year-over-year and in line with acquisition activity in Q4 2025 sequentially. In Q1 2026, IADA Dealers made 65 dealer inventory purchases, up from just 12 in Q1 2025 YoY and 44 in the last quarter of 2025.

This growth in acquisitions reflects dealers' continuing confidence and deft ability to source sellable inventory in today's hyper-competitive market.

STRONG LISTING ACTIVITY

IADA Dealers signed 188 exclusive retainer agreements to sell aircraft in Q1 2026. While below recent peaks in 2024, performance on this measure has remained relatively steady for six consecutive quarters.

GROWING DIGITAL ENGAGEMENT

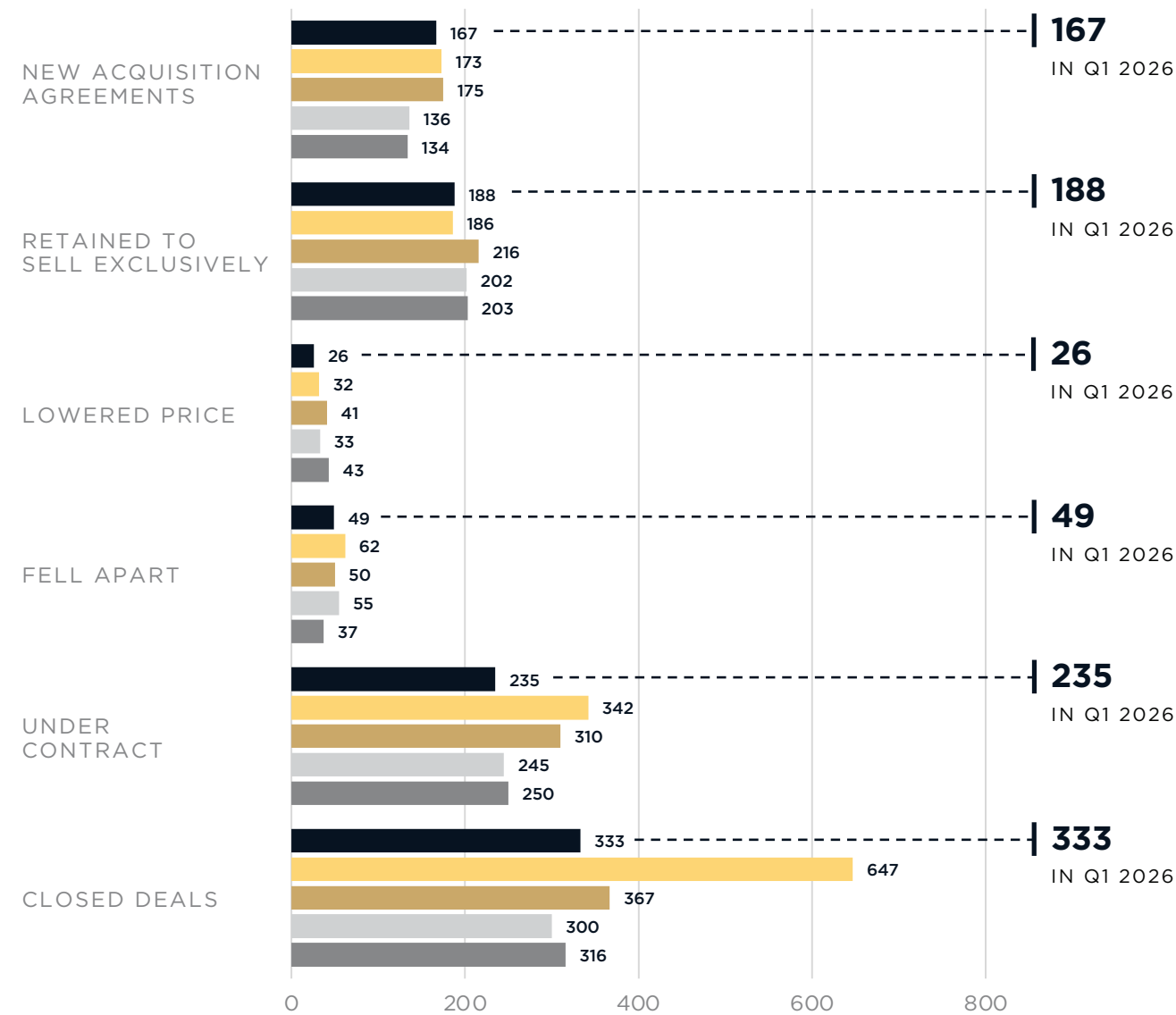
AircraftExchange.com, IADA's exclusive online marketplace, continued to connect qualified buyers with verified aircraft inventory. In Q1 2026, more than 1,000 dealer leads were generated through AircraftExchange, up an impressive 27% YoY compared with Q1 2025.

MARKET MOVEMENTS

IADA Dealers reported continuing transaction stability in Q1 2026, with fewer price reductions than in any Q1 period for the past four years. Combined with lengthy manufacturer backlogs, favorable U.S. bonus depreciation provisions and buyer willingness to pay rising market-driven prices, especially in the Midsize Jet and Large Jet+ segments, pre-owned business aircraft dealmaking was active and fast-moving in Q1 2026.

IADA DEALER ACTIVITY REPORT

● Q1 2026 ● Q4 2025 ● Q3 2025 ● Q2 2025 ● Q1 2025



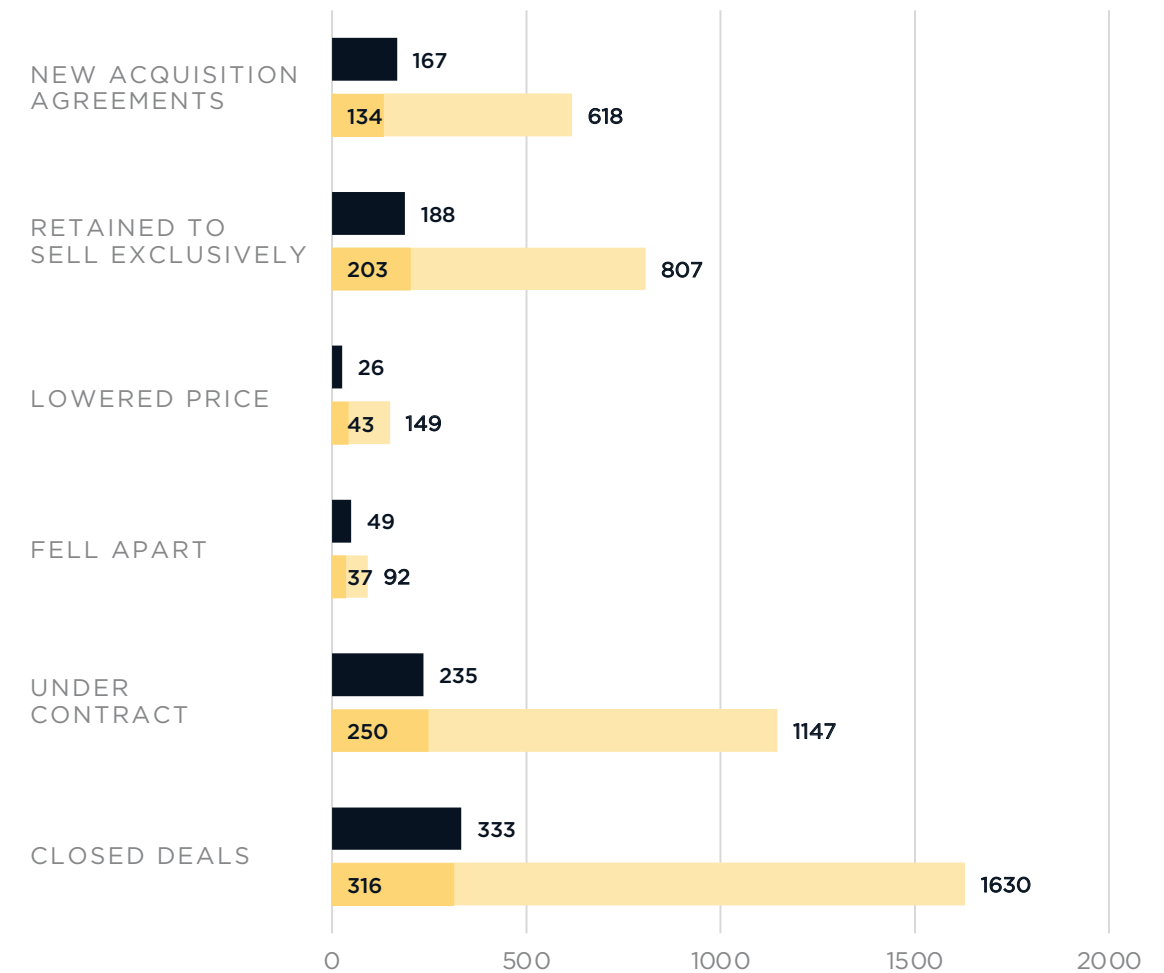
AVERAGE TIMING OF TRANSACTIONS FOR THE LAST 6 MONTHS

● IADA DEALERS ● INDUSTRY AVERAGE



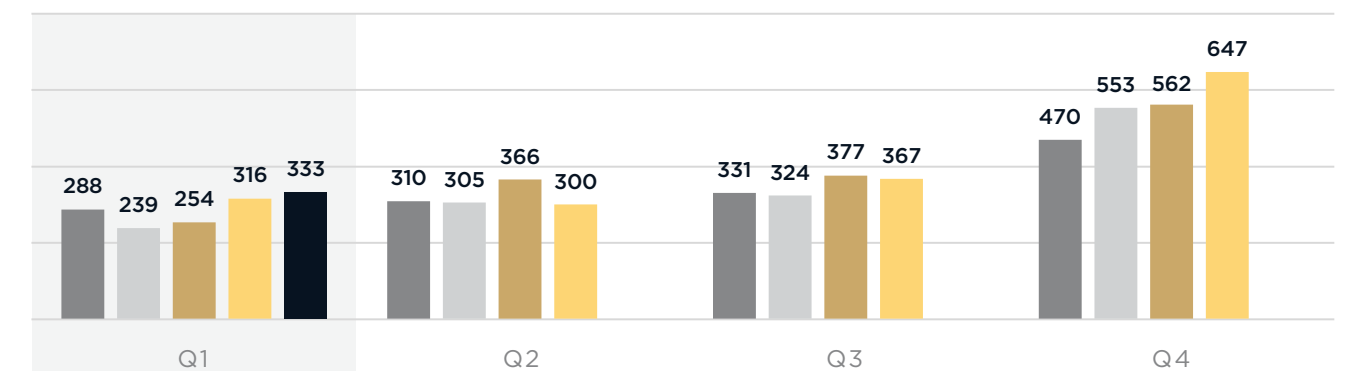
IADA DEALER ACTIVITY YEAR TOTAL COMPARISON

● Q1 2026 YTD ● Q1 2025 YTD ● 2025 YEAR TOTAL



TOTAL CLOSED DEALS BY QUARTER

● 2022 ● 2023 ● 2024 ● 2025 ● 2026



There is a lot going on in the world right now, however the markets seem strong for new Aircraft commitments to OEMs and also a lot of early year activity taking place today in pre-flown.

GEOFFREY CARLYLE

SKY SERVICE BUSINESS AVIATION, INC. // IADA ACCREDITED DEALER

The environment today is one where buyers are ready to go, but unwilling to part with current planes until a suitable replacement is identified.

COLBY CREGER

WEST ELK AVIATION // IADA ACCREDITED DEALER

Today's market is disciplined and more sophisticated than it was a few years ago. We're no longer in the extraordinary post-pandemic surge, but we are also far from a downturn. Globally, flight activity remains strong, OEM backlogs are still extended, and inventory levels in the pre-owned market remain below long-term historical averages. In Mexico and Central America specifically, 2025 showed normalization in volume but stability in values.

ADOLFO NIETO

WULF AVIATION // IADA ACCREDITED DEALER

Inventory across both the turboprop and light-to-large cabin jet markets remains historically tight, which is continuing to drive strong transaction activity. Lower interest rates are helping support buyer confidence, but the rise in global conflicts and geopolitical uncertainty is creating a layer of caution for some operators. Overall, limited supply is still the dominant factor shaping the market today.

DANIEL GIZZI

AIRCRAFT EXECUTIVES // IADA ACCREDITED DEALER

Crisis with reduced airline service will strengthen business aviation.

HANS DOLL

ATLAS AIR SERVICE // IADA ACCREDITED DEALER



04 GENERAL MARKET CONDITIONS

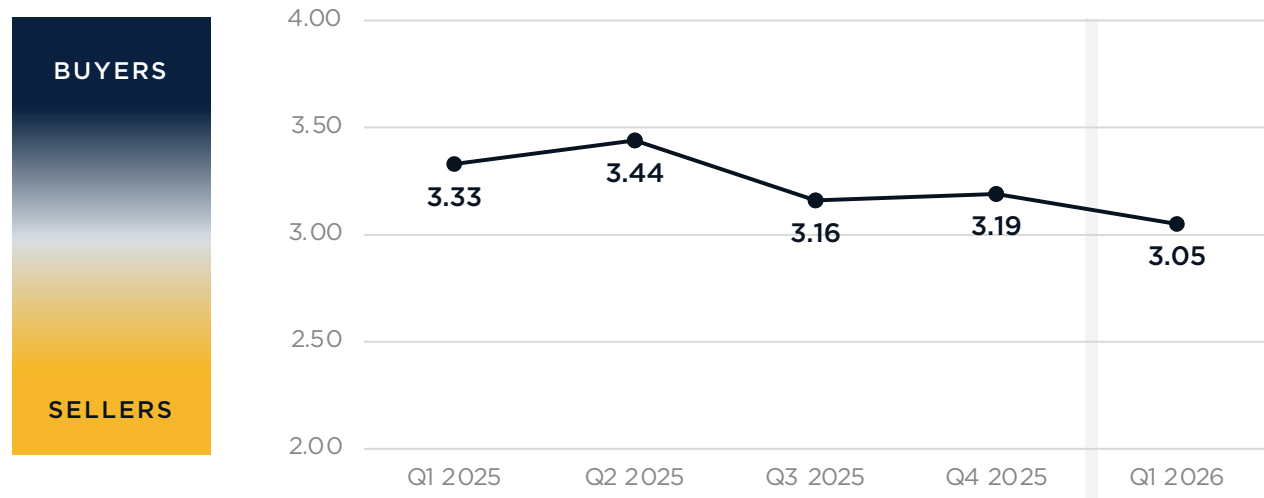
Respondents indicated that the market for business aircraft sales softened somewhat in Q1 2026—to 3.55 from 3.72 sequentially on a 1–5 scale but was up from 3.09 in Q1 2025 YoY—buoyed by 100% bonus depreciation, lower interest rates, long wait times for new aircraft delivery and strong economic fundamentals. IADA survey respondents, split between Dealer and Broker (81%) and Products and Services (19%) members, highlighted the tax-driven year-end rush and growing business optimism amongst factors driving demand. Geopolitical and tariff uncertainties, MRO bottlenecks, and quality escapes delaying deliveries at some OEMs with older in-production models were highlighted as key headwinds in Q1 2026.

Inventory of pre-owned business aircraft continued to tighten in Q1 2026, with the availability of younger, more popular models remaining historically tight across all segments. Buyers with very specific model/vintage/condition requirements continued to have few aircraft choices to consider, with little negotiating room on price. A subtle but noticeable shift in who is driving today's market—toward sellers rather than buyers—has been registered in the past three IADA surveys (dipping to 3.05 in Q1 2026, its lowest level in more than two 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.”

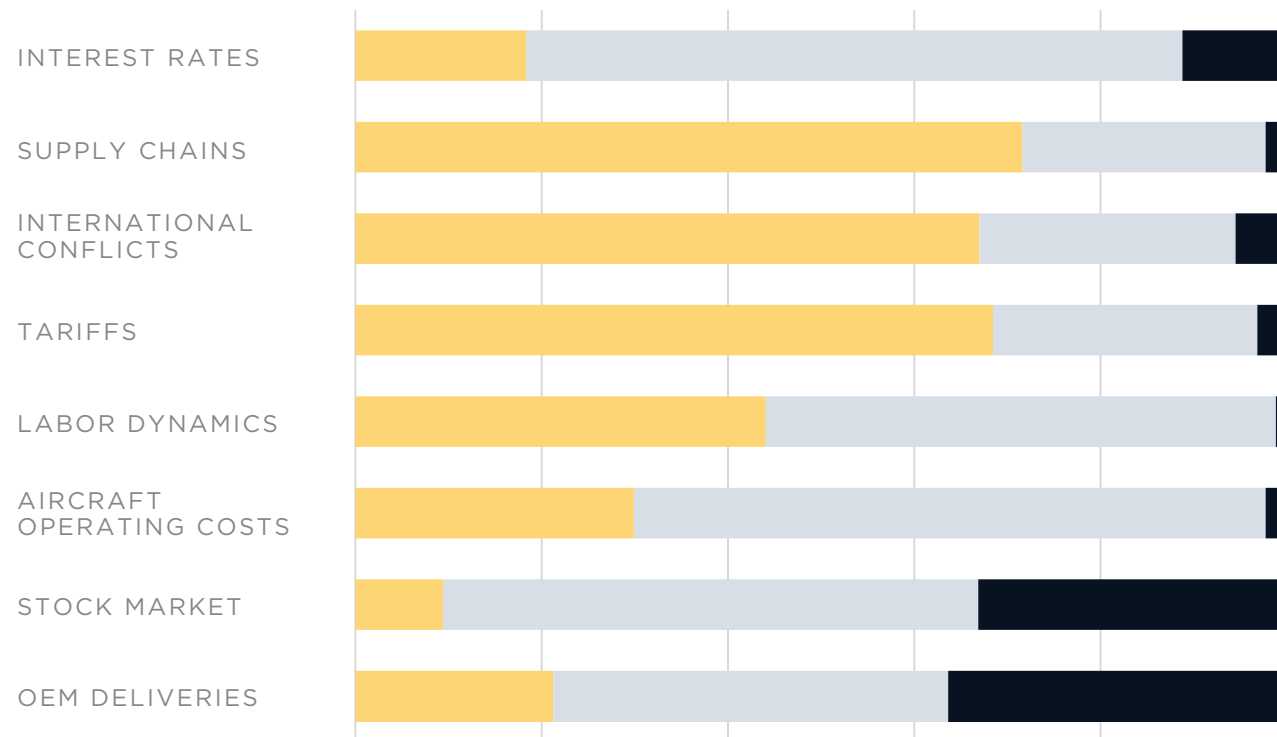
WHO IS DRIVING TODAY'S MARKET

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



WHAT IS IMPACTING TODAY'S MARKET

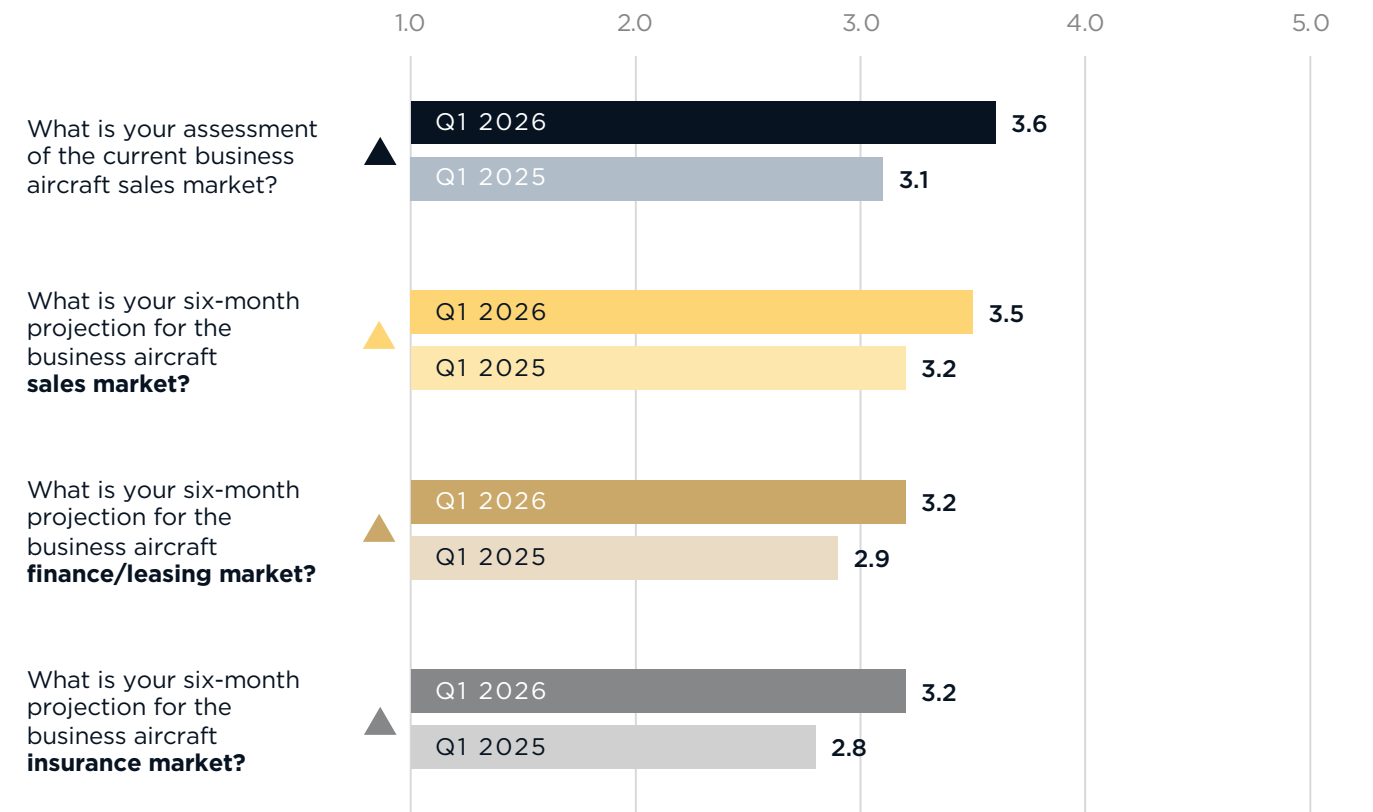
● NEGATIVE IMPACT ● NEUTRAL IMPACT ● POSITIVE IMPACT



TODAY'S MARKET SENTIMENT

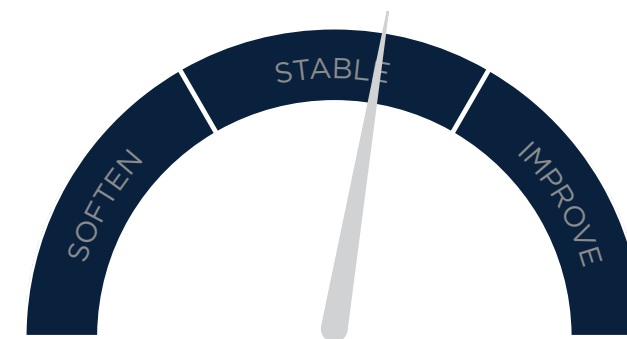
Q1 YEAR OVER YEAR

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



12-MONTH MARKET OUTLOOK

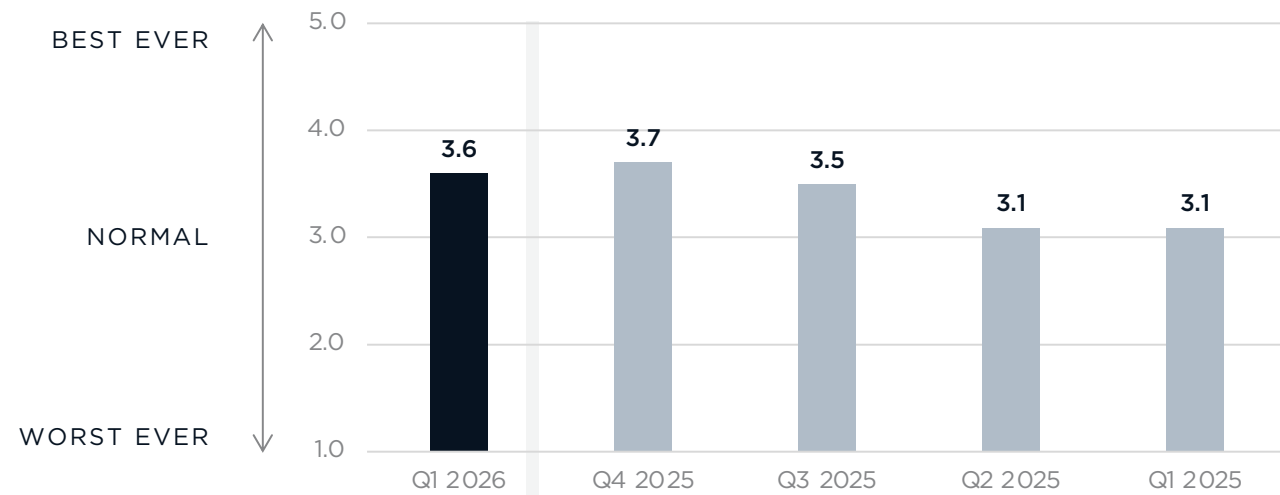
Reported on a 1-100 scale, with a score of 1 representing "softening market" and 100 representing "improving market."



CURRENT MARKET

ASSESSMENT OF THE CURRENT BUSINESS AIRCRAFT SALES MARKET

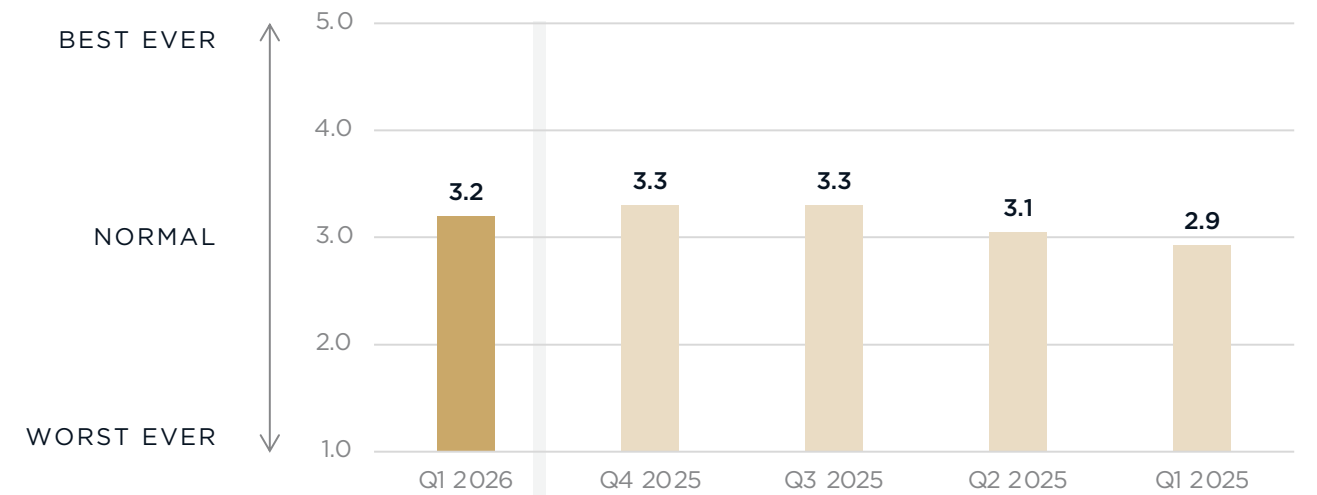
Reported on a 1-5 scale, with a score of 1 representing "worst ever" and 5 representing "best ever."



FINANCE/LEASING PROJECTIONS

6-MONTH PROJECTION FOR THE AIRCRAFT FINANCE/LEASING MARKET

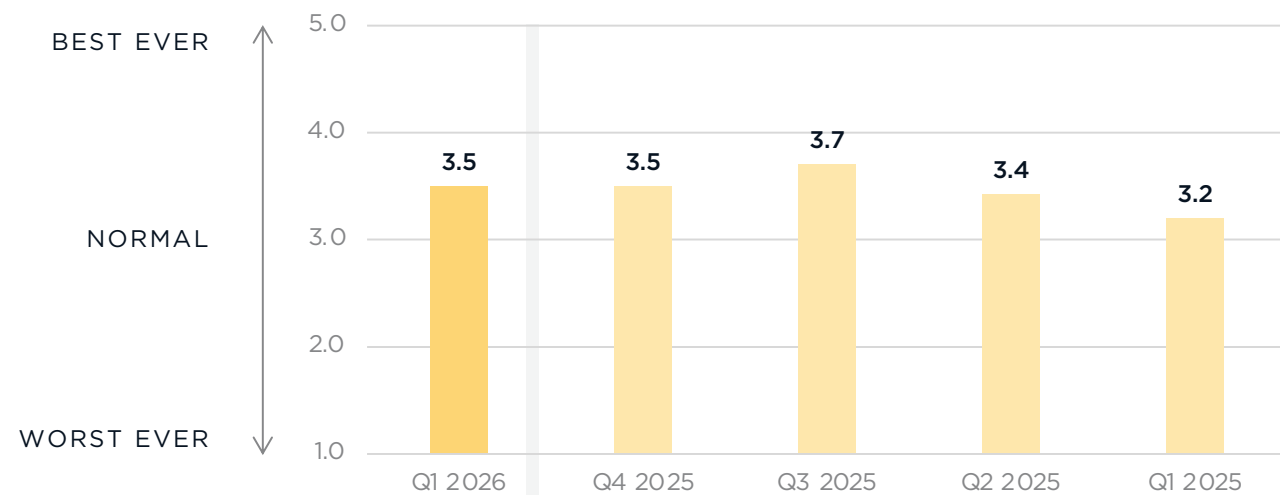
Reported on a 1-5 scale, with a score of 1 representing "worst ever" and 5 representing "best ever."



SALES PROJECTIONS

6-MONTH PROJECTION FOR THE AIRCRAFT SALES MARKET

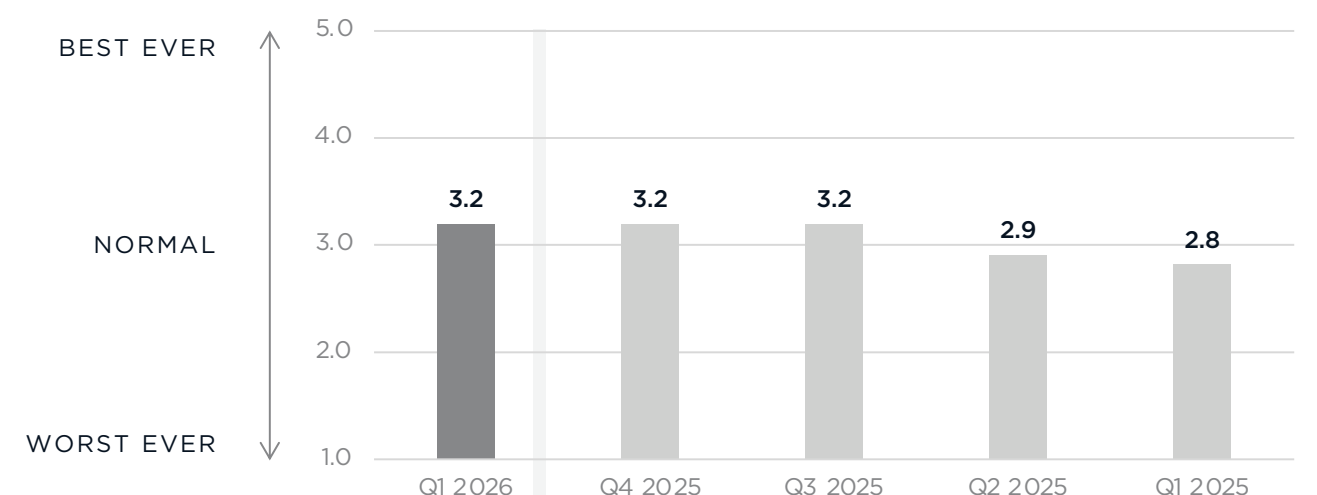
Reported on a 1-5 scale, with a score of 1 representing "worst ever" and 5 representing "best ever."



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."



In Q1 2026, the business aviation market has continued to transition into a period of stabilized growth in spite of uncertainty related to tariffs and other geopolitical events. High-quality, late-model aircraft are maintaining firm residual values, bolstered by strong OEM backlogs and the return of favorable tax incentives like 100% bonus depreciation in the United States. Optimism prevails.

SHAWN HOLSTEIN

HOLSTEIN AVIATION, INC. // IADA ACCREDITED DEALER

Inventory remains very low following a red-hot fourth quarter. While demand is still strong—encouraging sellers to hold firm on Q4 pricing—buyer urgency, as is typical in the first quarter, has begun to ease, creating a slight cooling effect on the market.

FRANK JANIK

LEADING EDGE AVIATION SOLUTIONS // IADA ACCREDITED DEALER

The industry is entering a period of sustained growth as more leaders recognize that business aviation is not a luxury, but rather a critical tool for operational control and time management. With flight activity remaining well above pre-pandemic levels, businesses are increasingly prioritizing the certainty and flexibility that only business aviation can provide.

STAN KULIAVAS

LEVAERO AVIATION // IADA ACCREDITED DEALER

In what is typically a slower, catch your breath quarter (Q1), we have seen the market be extremely resilient. Continued demand and limited supply in most key markets continues to be the theme of the day.

JOHN ODEGARD

5X5 TRADING // IADA ACCREDITED DEALER

Our facilities are full and the customers we talk to see no slow down.

PHIL STEARNS

STEVENS AEROSPACE AND DEFENSE SYSTEMS // IADA VERIFIED PRODUCTS AND SERVICES MEMBER



05

6-MONTH MARKET SECTOR OUTLOOK

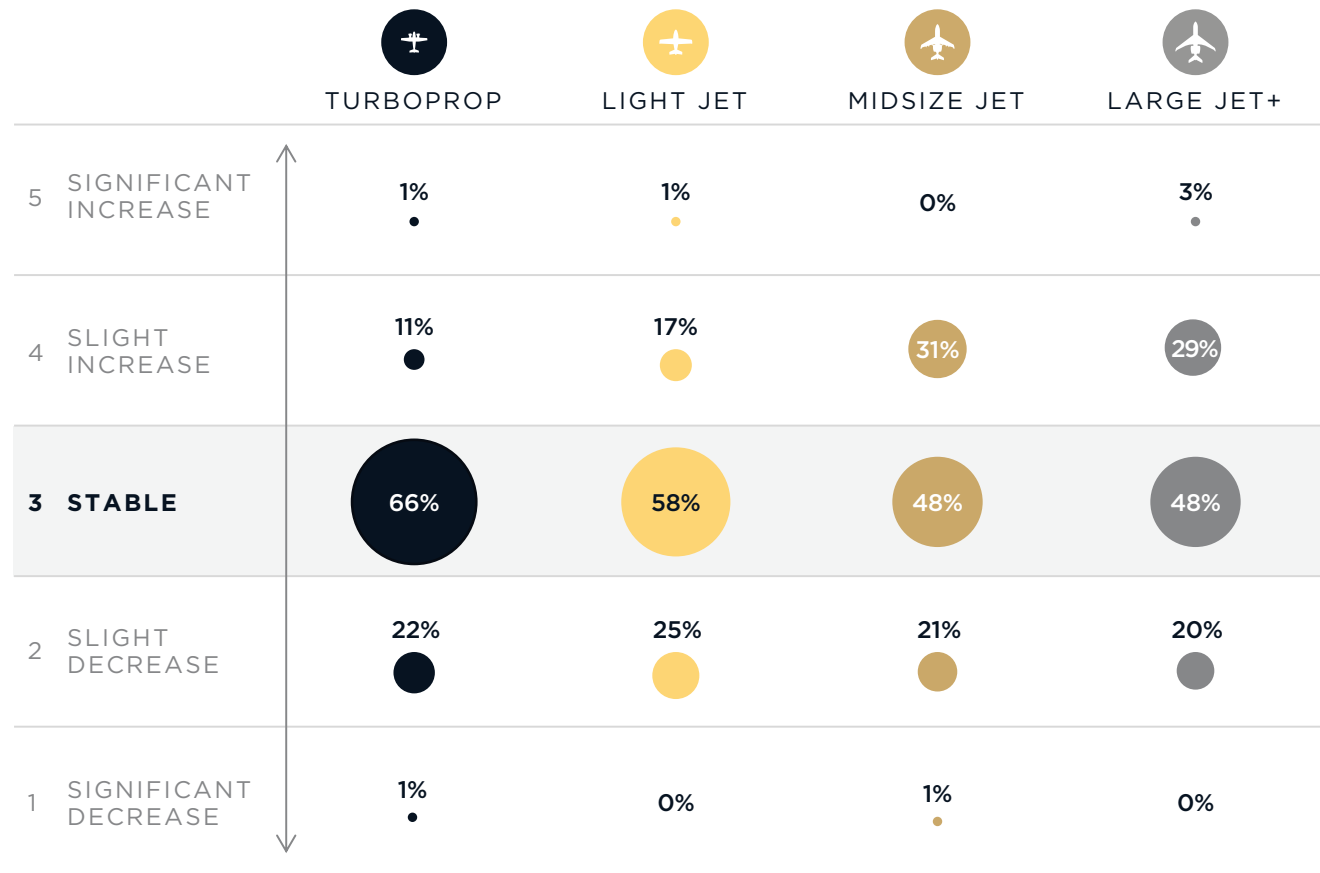
Our proprietary quarterly IADA member surveys provide insights into and projections for supply, demand, pricing and dealer willingness-to-inventory across four distinct aircraft size categories: Turboprop, Light Jet, Midsize Jet and Large Jet+.

Q1 2026 respondents were somewhat split on their projections for pricing over the next six months, with approximately 30% expecting some increase in the Midsize and Large Jet+ categories amid continuing tight supply. Expectations are for stable to somewhat higher demand in the next six months, with demand signals increasing with aircraft size category and strongest for the Large Jet+ category. Approximately 20–25% of respondent Dealers are projecting an increased willingness to inventory aircraft over the next six months, a continuing signal of market health and confidence. While the six-month demand outlook remained unchanged sequentially at 3.47 in Q1 2026 on a 1–5 scale, it was up in comparison with survey results of 3.20 in Q1 2025 YoY.

PRICING

PRICING PROJECTIONS FOR THE NEXT 6 MONTHS

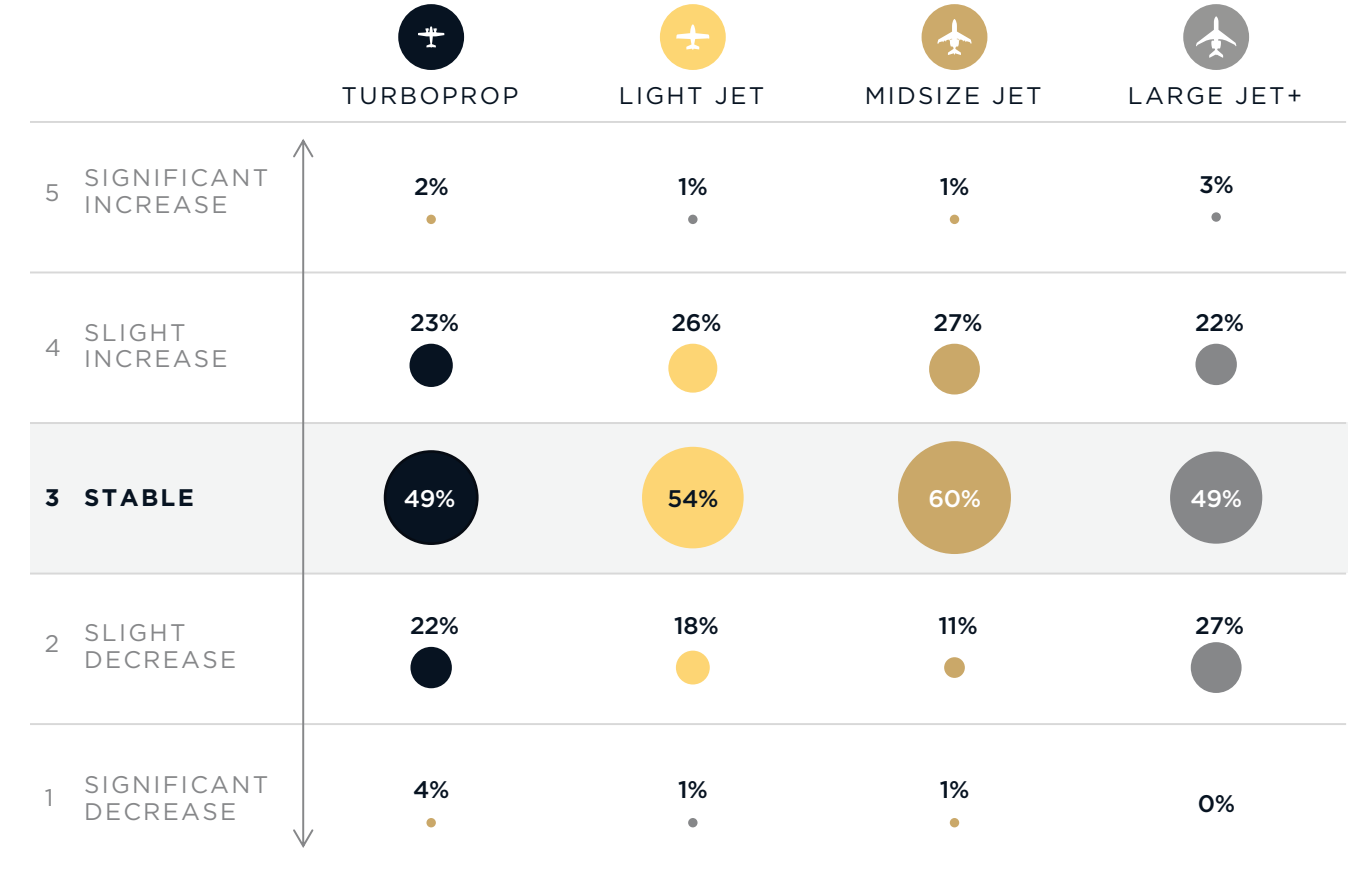
Reported on a 1-5 scale, with 1 representing "significant decrease" and 5 representing "significant increase."



SUPPLY

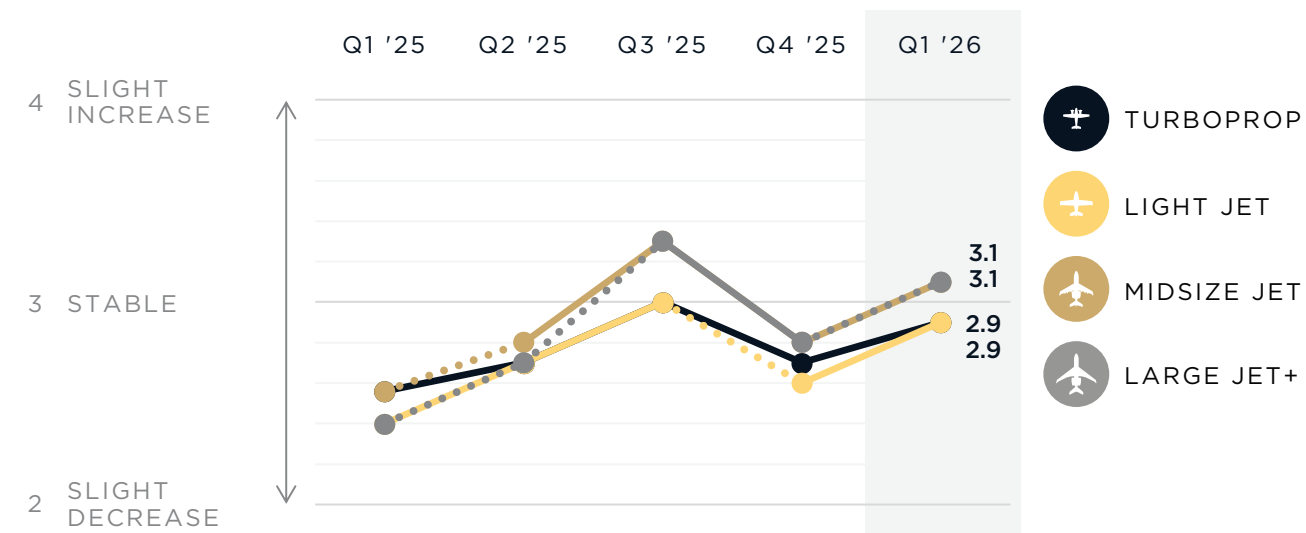
SUPPLY PROJECTIONS FOR THE NEXT 6 MONTHS

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



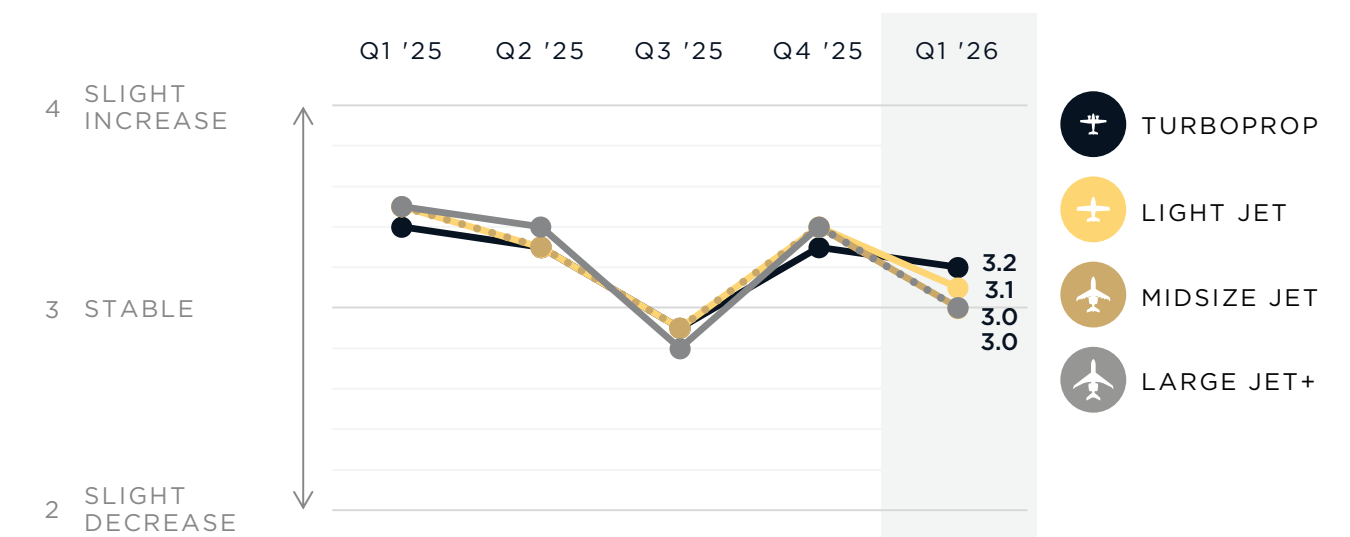
PRICING PROJECTIONS OVER THE LAST YEAR, BY QUARTER

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



SUPPLY PROJECTIONS OVER THE LAST YEAR, BY QUARTER

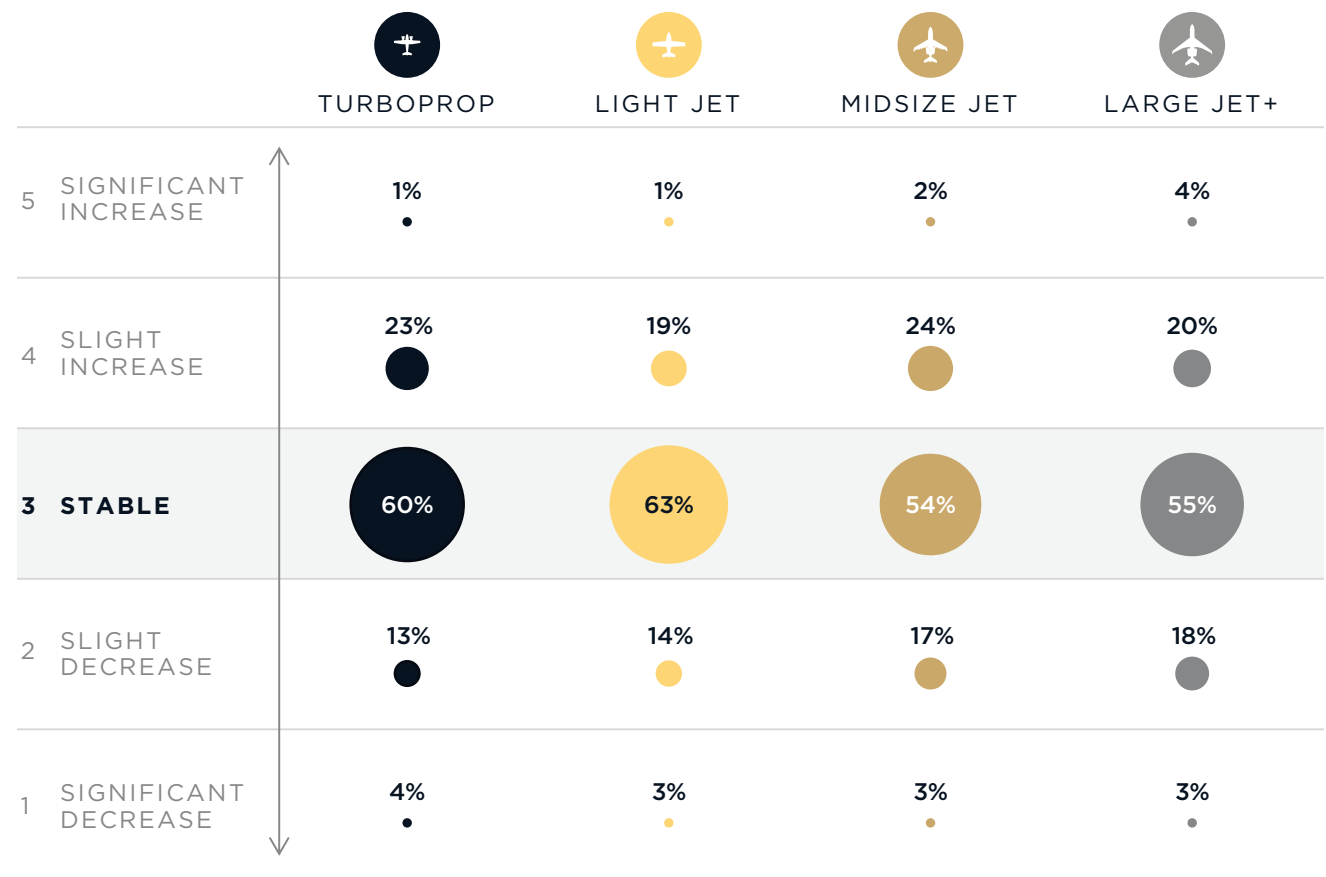
All averages fall between 2 ("slight decrease") and 4 ("slight increase").



WILLINGNESS TO INVENTORY

WILLINGNESS TO INVENTORY PROJECTIONS FOR THE NEXT 6 MONTHS

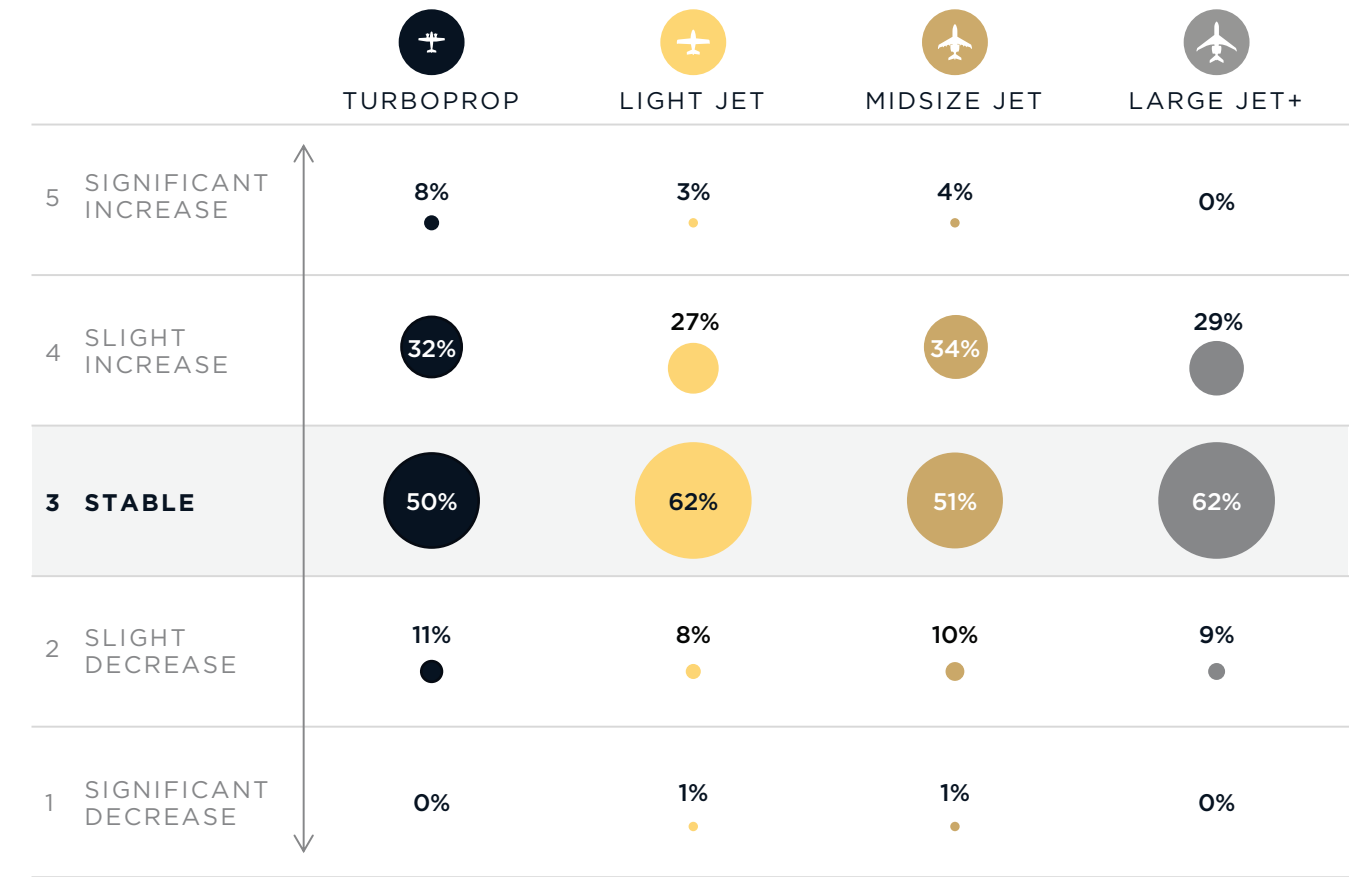
Reported on a 1-5 scale, with 1 representing "significant decrease" and 5 representing "significant increase."



DEMAND

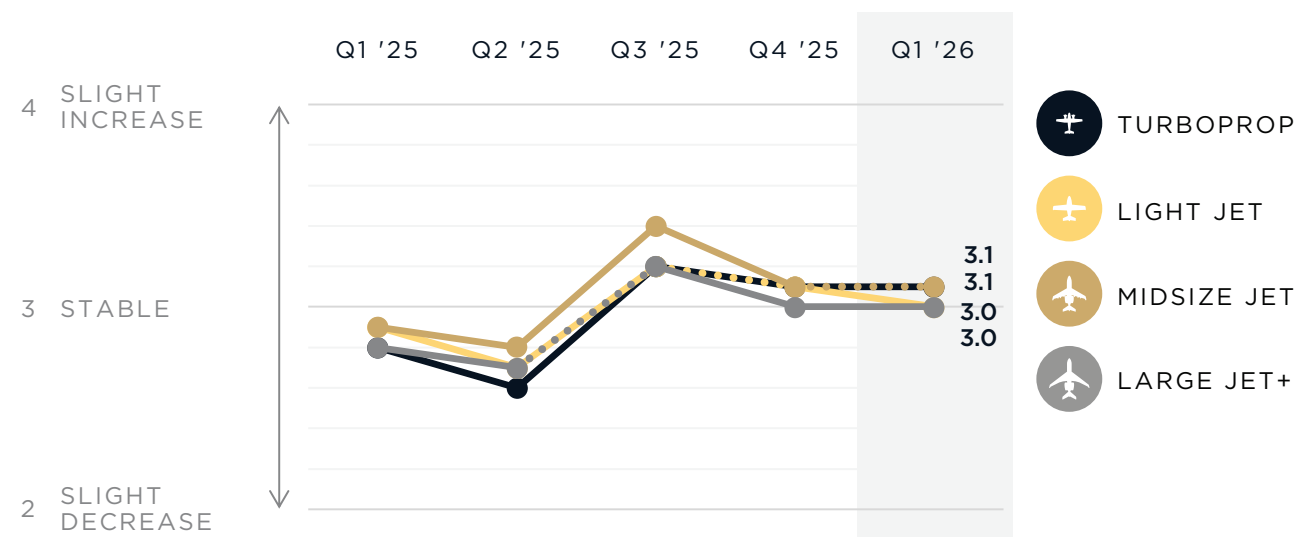
DEMAND PROJECTIONS FOR THE NEXT 6 MONTHS

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



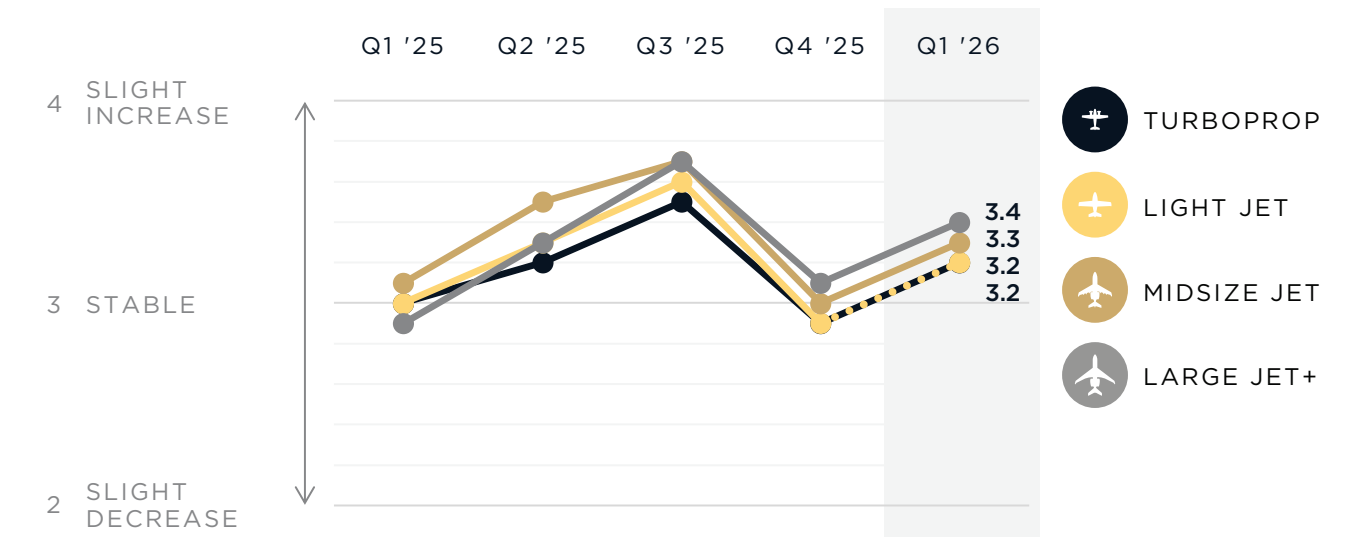
WILLINGNESS TO INVENTORY PROJECTIONS OVER THE LAST YEAR, BY QUARTER

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



DEMAND PROJECTIONS OVER THE LAST YEAR, BY QUARTER

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



While 'stability' is the industry's current buzzword, it masks a genuine need for preowned aircraft with a high degree of provenance. The market has become dependent on OEM delivery schedules to flush high-quality preowned assets back into the ecosystem. Without that flow, we risk a low-velocity environment where transaction volume is throttled not by a lack of demand, but by a structural lack of 'trade-up' opportunities.

TROY LAWSON

WEST ELK AVIATION // IADA ACCREDITED DEALER

Younger aircraft markets (<=10 years) will remain with strong demand, stable/contracting supply. Older aircraft markets will continue to see inventory grow, and transaction activity will be determined by how buyers are pushed into older markets as supply of newer preowned inventory contracts.

ANDREW YOUNG

AMSTAT // IADA VERIFIED PRODUCTS AND SERVICES MEMBER

The new and pre-owned market runway looks strong for the remainder of 2026 with the obvious caveat that significant market disruption is possible due to constant and unpredictable threats from the USA administration and global conflict.

JIM RINER

WETZEL AVIATION // IADA ACCREDITED DEALER

Following the year end activity flurry, we usually see inventory increase the first two quarters of the year, but the Q1 volume is holding inventory levels at bay. Continued demand is certainly delaying any meaningful asset depreciation.

DAVID MONACELL

CFS JETS // IADA ACCREDITED DEALER



06

CONCLUDING THOUGHTS

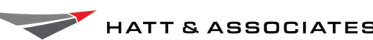
In the face of new and enduring geopolitical conflicts in long-standing trouble spots from the Ukraine and throughout the Middle East, signals of market activity and health from the pre-owned business aircraft market continue to emanate from our IADA quarterly surveys of industry key players. After strong year-end transaction activity in Q4 2025, pre-owned aircraft deal flow continues to benefit from the tailwinds of 100% bonus depreciation, long OEM wait times for new aircraft delivery, strong stock market performances and relatively low interest rates. Continuing demand and limited supply are defining characteristics of today's marketplace. Values are being bolstered by an enduring pre-owned "sellers' market," with extremely limited availability of younger in-production models with good pedigrees and clean maintenance records. While acknowledging the very real threats of global geopolitical tensions and lingering tariff uncertainties, a general sense of market optimism prevails among respondents to IADA's Q1 2026 survey. Signals of sustained demand after a post-pandemic surge point toward a healthy and robust business aircraft market in 2026, one led by the Accredited Aircraft Dealers and Certified Brokers of IADA.



ACCREDITED DEALERS



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OEM MEMBERS



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PRODUCTS AND SERVICES MEMBERS



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- ACASS
- Acrisure Aerospace
- Advocate Consulting Legal Group, PLLC
- Aero-Space Reports, Inc.
- AIC Title Service, LLC
- Aircraft Bluebook
- Aircraft Cost Calculator, LLC
- AirFleet Capital, Inc.
- Airshare
- Alerion Aviation
- Alpha Wingman
- AMSTAT, Inc.
- AOPA Aviation Finance Company
- AssuredPartners Aerospacet
- AvBuyer
- Aviation Legal Counsel
- Aviation Legal Group, P.A.
- Aviation Partners, Inc.
- Aviation Tax Consultants, LLC
- Avion Law
- Bank of America Global Leasing—Global Corporate Aircraft Finance

- Bank OZK
- Barbera & Watkins, LLC
- Barnes & Thornburg, LLP
- Beacon Aircraft Technical Services
- Bizjet Law
- Bravo Aviation
- CAMP Systems International, Inc.
- Citizens Asset Finance, Inc.
- Clay Lacy Aviation
- Cogent Bank
- Corporate Jet Investor
- Crew Chiefs Corporation
- EJM
- Eldridge
- Elevate Jet
- Elliott Aviation
- Embraer Services & Support
- Embry-Riddle Aeronautical University
- Engine Assurance Program (EAP)
- Enterprise Bank & Trust
- Fifth Third Bank
- First American Equipment Finance, an RBC/City National Company
- First National Capital, Corporation
- Four Corners
- GE Aerospace
- George J. Priester Aviation

- Gilchrist Aviation Law, PC
- GKG Law, P.C.
- Global Jet Capital
- Globalair.com
- Gogo Business Aviation
- Greenberg Traurig, LLP
- Harper Meyer, LLP
- HCH Legal
- High Flying Hangars, LLC
- Honeywell Aerospace
- Houck & Christensen CPAs, LLC
- Husch Blackwell, LLP
- InFlight Law
- Insured Aircraft Title Service
- International Jet Interiors
- Jaffa & Co
- Jet Access Group
- Jet Aviation
- Jet Linx Aviation
- Jet RVSM Services, LLC
- Jet Support Services, Inc. (JSSI)
- JetLoan Capital
- JETNET
- Jetquity
- JETREP, PLLC
- Jets MRO
- Jett Group, Inc.
- L.J. Aviation
- L5 Aviation, LLC

- Lapayowker Jet Counsel, P.A.
- Leviate Jet Management
- Lewis Brisbois
- LLJohns Aviation Insurance
- M&T Capital & Leasing Corporation
- MANext—Powered by Million Air
- Martyn Fiddler Aviation
- McAfee & Taft
- MedAire, Inc.
- Omni Aircraft Maintenance
- Partners in Aviation
- Pentastar Aviation, LLC
- Plane Fax
- Plane Place Aviation
- PNC Aviation Finance
- Pratt & Whitney Canada
- Rolland Vincent Associates | RVA
- Rolls-Royce North America
- Scope Aircraft Finance
- Shearwater Global Capital
- Shepherd Aero
- Silver Air Private Jets
- Soar Aviation Law
- Solairus Aviation
- STAjets
- StandardAero
- Stevens Aerospace and Defense Systems, LLC
- Sun Air Jets

- Sunset Aviation Insurance
- Taft Stettinius & Hollister, LLP
- TVPX
- UBS AG
- Vedder Price P.C.
- Viasat, Inc.
- West Star Aviation Inc.
- Wings Insurance, Inc.
- Wintrust Commercial Finance
- Yingling Aviation

RECIPROCAL INDUSTRY ASSOCIATIONS



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- African Business Aviation Association (AFBAA)
- Asian Business Aviation Association (ASBAA)
- Canadian Business Aviation Association (CBAA)
- Embraer Jet Operators Association (EJOA)
- European Business Aviation Association (EBAA)
- National Aircraft Finance Association (NAFA)
- National Business Aviation Association (NBAA)
- Pilatus Owners & Pilots Association (POPA)

ACCREDITED DEALERS
VERIFIED LISTINGS

20% faster closings



IADA Accredited Dealers close aircraft transactions
20% faster on average. Not because they rush—
because they're verified, experienced, and connected
through the most trustworthy aircraft marketplace.

Start your search at [AircraftExchange.com](https://www.AircraftExchange.com)



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