

Citation Bravo Market Report Nov 20. 2012

Ownership		Life Cycle	
Whole:	306	In Production:	0
Shared:	9	At MFR:	0
Fractional:	18	In Operation:	333
Total Aircraft:	333	Retired:	3
MFR Year Range:	1997 - 2006	Total Aircraft:	336

Market Status

For Sale:	38 <i>(11.4% of In Operation)</i>
Asking Price Range:	\$1,290k - \$3,000k
On Exclusive:	24 <i>(63.2% of For Sale on Exclusive)</i>
Avg MFG Year:	2002
Avg Days on Market:	436
Leased:	18 <i>(5.4% of In Operation)</i>

CITATION/BRAVO Aircraft For Sale Statistics By Year of Manufacture (All/New/Used) - In Operation								
		All Aircraft						
Make	Model	Year Of Mfr	Total Fleet	Number For Sale	Percent For Sale	Average Asking Price	High Asking Price	Low Asking Price
CITATION	BRAVO	1997	29	7	24.138%	\$1,985,833	\$2,495,000	\$1,500,000
		1998	35	3	8.571%	\$2,500,000	\$2,500,000	\$2,500,000
		1999	38	5	13.158%	\$2,225,000	\$2,500,000	\$1,950,000
		2000	50	9	18%	\$2,004,167	\$2,595,000	\$1,290,000
		2001	51	8	15.686%	\$2,397,500	\$2,895,000	\$1,900,000
		2002	46	4	8.696%	\$2,700,000	\$3,000,000	\$2,400,000
		2003	26	3	11.538%	N/A	N/A	N/A
		2004	31	2	6.452%	N/A	N/A	N/A
		2005	14	2	14.286%	N/A	N/A	N/A
		2006	16	0	0%	N/A	N/A	N/A
		Totals:	336	43	12.798%	\$2,175,263	\$3,000,000	\$1,290,000

CITATION BRAVO Aircraft For Sale

Serial#	Reg#	Year MFR	For Sale Status	Hours	Owner/Exclusive Broker
550-0803	N251CF	1997	\$1,775k	4,878	Exclusive Broker: International Aircraft Sales, LLC
550-0809	N380AK	1997	\$1,500k	3,380	Exclusive Broker: Star Aviation, LLC
550-0810	VH-XBP	1997	\$2,050k	1,950	Owner: FMR Investments Pty. Ltd.
550-0812	C-FJBO	1997	\$1,995k	4,190	Exclusive Broker: OMNI JET TRADING
550-0815	N126TF	1997	\$2,100k	1,237	Owner: Fox Lumber Sales, Inc.
550-0824	N824CB	1997	Make Offer	4,500	Exclusive Broker: Promark Aviation Services, Inc.
550-0829	N829CB	1998	For Sale/Lease Sale/Lease	3,920	Exclusive Broker: Corporate Lift, Inc.
550-0833	PR-FEP	1998	\$2,500k	2,515	Owner: Viacao Nossa Senhora do Penha
550-0852	VH-FGK	1997	\$2,495k	2,425	Exclusive Broker: SMS Aircraft Pty. Ltd.
550-0870	M-ISKY	1999	Make Offer	2,972	Exclusive Broker: Finesse Executive, Ltd.
550-0871	D-CIWW	1999	Make Offer	1,760	Exclusive Broker: JetBrokers Europe
550-0882	N882WF	1999	\$2,500k	4,526	Exclusive Broker: SkyQuest International, LLC
550-0884	D-CSWM	1999	Make Offer	2,323	Owner: Schrott Wetzel GmbH
550-0906	N906MS	2000	\$2,095k	5,500	Exclusive Broker: Aircraftsales.com
550-0912	N588AC	2000	\$2,195k	2,490	Exclusive Broker: Aircraft Sales Corporation
550-0915	N348CM	2000	\$2,595k	2,125	Exclusive Broker: Kirkham Aviation, Inc.
550-0917	G-IDAB	2000	Make Offer	2,745	Owner: Mail Handling International, Ltd.
550-0922	OE-GAH	2000	\$1,290k	3,710	Exclusive Broker: Aircraftsales.com
550-0924	YU-BZZ	2000	Make Offer	5,040	Owner: NLB Leasing d.o.o.
550-0927	PH-DYE	2000	\$1,950k	3,281	Exclusive Broker: BAS Business Aviation Services
550-0928	PH-DYN	2000	\$1,900k	2,455	Exclusive Broker: BAS Business Aviation Services
550-0942	ZS-BVO	2000	Make Offer	4,550	Exclusive Broker: ComAir Pty. Ltd.
550-0959	N418KW	2001	Make Offer	3,079	Exclusive Broker: Premier Jet Aviation, Inc.
550-0962	N797TE	2001	\$2,295k	2,225	Exclusive Broker: AirSouth, Inc.
550-0965	N256CC	2001	\$2,500k	2,919	Owner: Carlisle Aviation, LLC
550-0968	N551G	2001	\$1,900k	3,700	Exclusive Broker: J.A. Aero, Inc.
550-0973	N129PB	2001	\$2,695k	391	Exclusive Broker: Grinch Aviation, Inc.
550-0982	C-FMOS	2001	Make Offer	2,651	Exclusive Broker: J.A. Spears & Associates Ltd.
550-0997	N67BK	2001	For Sale/Trade Make Offer	2,147	Exclusive Broker: Piedmont Aircraft Company, LLC
550-1029	N118VP	2002	Make Offer	5,855	Owner: Cessna Aircraft Company
550-1037	YU-BTB	2002	Make Offer	4,900	Owner: AirPink
550-1038	SE-RBY	2002	\$3,000k	1,900	Owner: Benders Air AB
550-1045	PP-BMG	2003	Make Offer	2,665	Exclusive Broker: Clay Lacy Aviation, Inc.
550-1052	N152VP	2003	Make Offer	5,964	Owner: Cessna Aircraft Company
550-1073	N899B	2003	Make Offer	4,164	Program holder: Northern Air, Inc.
550-1091	N335CS	2004	Make Offer	4,011	Exclusive Broker: Cessna Finance Corporation
550-1117	OO-FPB	2005	Lease Lease	1,715	Owner: Flying Group
550-1119	N830TA	2005	Unconfirmed Make Offer	1,627	Owner: Moran Air, LLC

CITATION BRAVO Recent Retail Sales (Last 30)

Date	Transaction Info	Serial #	Reg #	Year MFR
11/19/2012	Sold from United Bulgarian Bank to Awaiting Documentation	550-1103	LZ-ABV	2004
11/15/2012	Sold from Fifth Third Equipment Finance Company to Tiara Air II, LLC	550-0832	N832UJ	1998
11/7/2012	Sold from Midwest Hose & Specialty, Inc. to Hilltop Aviation, LLC	550-1028	N831HS	2002
11/7/2012	Sold from SkyWork AG to Awaiting Documentation	550-0864	HB-VOH	1999
10/31/2012	Sold from Eagle Support Corporation to Almacenadora 2020 CA	550-1072	N143BP	2003
10/26/2012	Sold from N585KS, LLC to JBJ Investments, LLC	550-0945	N585KS	2000
10/17/2012	Sold from Homac Aviation Executive to Awaiting Documentation	550-0874	D-CHMC	1999
10/1/2012	Sold from C L Swanson Corporation to Gary Crossley Ford, Inc.	550-0891	N86PC	1999
10/1/2012	Sold from Cessna Aircraft Company to Elefan, LLC	550-1007	N664DF	2002
9/28/2012	Sold from Cessna Aircraft Company to Coleman Group Aviation, LLC	550-1019	N519VP	2002
9/21/2012	Sold from Massman Construction Company to Bravo 997, LLC	550-1053	N57MC	2003
8/27/2012	Sold from Heritage Transport Service, Inc. to Awaiting Documentation	550-1006	N992HE	2002
8/17/2012	Sold from C Bravo, Inc. to JCD-GP, LLC	550-0806	N100RJ	1997
8/7/2012	Sold from Cessna Aircraft Company to Awaiting Documentation	550-1004	N355DF	2001
6/25/2012	Sold from Cessna Aircraft Company to Awaiting Documentation	550-1106	N106VP	2005
6/1/2012	Sold from Exeaire to 2D2C Aircraft Holdings, LLC	550-0816	C-FMCI	1997
5/31/2012	Sold from Agricola Pony, SA de CV to Breakaway, LLC	550-0854	N550KJ	1998
5/31/2012	Sold from TAHE Aviation to Awaiting Documentation	550-1107	TC-AHE	2005
5/30/2012	Sold from Cessna Aircraft Company to Omega Air Corporation	550-1101	N342CS	2004
5/21/2012	Sold from Jetfly Airline GmbH to Awaiting Documentation	550-0872	OE-GKK	1999
5/17/2012	Sold from Eagle Support Corporation to Awaiting Documentation	550-1035	N585TH	2002
5/3/2012	Sold from Saka Investments, LLC to Auro King Air, LLC	550-0830	N717CB	1998
4/19/2012	Sold from Kilo Tango Holdings, LLC to Sioux Jet Service, LLC	550-0809	N380AK	1997
4/14/2012	Sold from Appalachia Holding Company to Zanetis Aviation, LLC	550-0868	N627BC	1999
4/13/2012	Sold from NetJets Europe, Ltd. to Lindale Pipeline, LLC	550-1025	CS-DHF	2002
3/21/2012	Sold from Abbey International Finance Ltd. to Wilbur & Orville, Inc.	550-1046	N900GF	2002
3/21/2012	Sold from Northern Air, Inc. to Black Gold Aviation, LLC	550-1046	N900GF	2002
3/20/2012	Sold from American Aircraft Sales Int'l, Inc. to Alliance Air Parts, I	550-0911	N575M	2000
3/13/2012	Sold from The 1031 Exchange Experts to Southeastern Equipment Company,	550-0949	N49NS	2000
3/13/2012	Sold from Air Georgian, Ltd. to Jeffco Aviation Ltd.	550-0807	C-GPGA	1997

CITATION BRAVO Upgrade To/From Path

Note that data in the reports on this page was compiled on 10/31/2012 and therefore may not be a direct match to live data summaries

Upgrade To Path Model Based on End User Transactions CITATION BRAVO								
AN OWNER OF CITATION BRAVO			WILL MOST LIKELY BUY					
TOTAL SOLD	TOTAL UPGRADES	PERCENT WITH UPGRADE PATH	UPGRADED TO		UPGRADES		FOR SALE	
			MAKE	MODEL	TOTAL	PERCENT	TOTAL	PERCENT
329	118	35.87%	CITATION	EXCEL	15	12.71%	28	7.55%
			CITATION	BRAVO	9	7.63%	43	12.91%
			KING AIR	B200	8	6.78%	91	8.3%
			CITATION	XLS	8	6.78%	26	7.88%
			CITATION	ENCORE	6	5.08%	10	6.06%

Upgrade From Path by Model Based on End User Transactions CITATION BRAVO								
OWNER(S) OF					WILL MOST LIKELY BUY CITATION BRAVO			
STARTED WITH		TOTAL UPGRADES	TOTAL UPGRADES TO MODEL	PERCENT WITH UPGRADE PATH	TOTAL UPGRADES TO	FOR SALE		
MAKE	MODEL					TOTAL	PERCENT	
CHALLENGER	850	3	1	33.33%	201	43	12.91%	
LEARJET	40XR	5	1	20%				
CITATION	II/SP	48	5	10.42%				
KING AIR	C90-1	36	3	8.33%				
CITATION	I	12	1	8.33%				

CITATION BRAVO Average Age of Fleet (Wholly Owned Aircraft)

YEAR RANGES	NEW			USED		
	ACTIVE FLEET	FOR SALE	% FOR SALE	ACTIVE FLEET	FOR SALE	% FOR SALE
TOTAL AIRCRAFT ALL YEARS	88	9	10.23%	245	34	13.88%
0 - 5 YEARS 2009 to 2005						
6 - 10 YEARS 2004 to 2000	44	4	9.09%	51	3	5.88%
11 - 15 YEARS 1999 to 1995	40	4	10%	171	26	15.2%
16 - 20 YEARS 1994 to 1990	4	1	25%	23	5	21.74%
21 - 25 YEARS 1989 to 1985						
26 - 30 YEARS 1984 to 1980						
30 PLUS YEARS 1979-BACK						

CITATION BRAVO Recent Market Activity (Last 30)

Date:	Status	Serial#	Reg#	Year MFR	Event Desc
11/19/2012	Off Market Due To Sale	550-1103	LZ-ABV	2004	New Owner: Awaiting Documentation
11/19/2012	Off Market	550-1002	N101JL	2001	Current Owner: Link Snacks, Inc.
11/9/2012	Off Market	550-0844	N550KL	1998	Awaiting Documentation
11/8/2012	Off Market Due To Sale	550-1028	N831HS	2002	New Owner: Hilltop Aviation, LLC
11/8/2012	Change in Asking Price/Status	550-0973	N129PB	2001	from: \$2,895,000.00 to: \$2,695,000.00
11/7/2012	Off Market Due To Sale	550-0864		1999	New Owner: Awaiting Documentation
10/31/2012	Change in Asking Price/Status	550-0922	OE-GAH	2000	from: Make Offer to: \$1,290,000.00
10/31/2012	On Exclusive	550-0922	OE-GAH	2000	Aircraftsales.com
10/31/2012	Newly Available	550-0922	OE-GAH	2000	Make Offer
10/30/2012	Off Exclusive	550-1042	M-WOOD	2002	
10/30/2012	Off Market	550-1042	M-WOOD	2002	Current Owner: Horizon Air Charter, LLP
10/30/2012	On Exclusive	550-1091	N335CS	2004	Cessna Finance Corporation
10/30/2012	Newly Available	550-1091	N335CS	2004	Make Offer
10/29/2012	Off Market Due To Sale	550-0945	N585KS	2000	New Owner: Awaiting Documentation
10/26/2012	Off Exclusive	550-0899	N235BS	1999	
10/26/2012	Off Market	550-0899	N235BS	1999	Current Owner: Setzer Aviation, LLC
10/25/2012	Change in Status	550-0997	N67BK	2001	from: For Sale to: For Sale/trade
10/25/2012	Change in Asking Price/Status	550-0997	N67BK	2001	from: \$2,295,000.00 to: Make Offer
10/22/2012	Change in Asking Price/Status	550-0906	N906MS	2000	from: \$2,195,000.00 to: \$2,095,000.00
10/19/2012	Change in Status	550-0945	N585KS	2000	from: For Sale to: Sale Pending
10/19/2012	Status to Sale Pending	550-0945	N585KS	2000	from: For Sale to: Sale Pending
10/15/2012	On Exclusive	550-0928	PH-DYN	2000	BAS Business Aviation Services
10/15/2012	Newly Available	550-0928	PH-DYN	2000	\$1,900,000
10/15/2012	On Exclusive	550-0927	PH-DYE	2000	BAS Business Aviation Services
10/15/2012	Newly Available	550-0927	PH-DYE	2000	\$1,950,000
10/9/2012	On Exclusive	550-0852	VH-FGK	1997	SMS Aircraft Pty. Ltd.
10/9/2012	Newly Available	550-0852	VH-FGK	1997	\$2,495,000
10/8/2012	Off Market Due To Sale	550-1007	N664DF	2002	New Owner: Awaiting Documentation
10/5/2012	Off Market	550-0927	PH-DYE	2000	Current Owner: ASL B.V.
10/5/2012	Off Market	550-0928	PH-DYN	2000	Current Owner: ASL B.V.

CITATION BRAVO Trends

