

## **PRESS RELEASE**

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FOR IMMEDIATE RELEASE

### **JETNET Releases 1<sup>st</sup> Quarter 2010 Pre-Owned Business and Turboprop Aircraft and Helicopter Market Information**

UTICA, NY – JETNET LLC, the leading provider of corporate aviation information, has released the 1<sup>st</sup> quarter 2010 results for the pre-owned business jet, business turboprop, and helicopter markets.

#### **Business Jet Aircraft**

Although the high inventory levels for pre-owned business jet aircraft witnessed in much of 2009 are gradually being reduced, pre-owned business aircraft remain in a buyer's market. At the end of March 2010, the percentage of pre-owned business jets for sale was at 15.6% compared to the high of 17.7% recorded in July 2009. The number of business jets for sale at the end of the 1<sup>st</sup> quarter of 2010 was slightly less than 2,800 aircraft.

As the "for sale" inventory has declined, the number of pre-owned retail sale transactions has remained at relatively low levels of activity, with 555 aircraft sold in the 1<sup>st</sup> quarter of 2010 compared to 595 in the same quarter of 2009. The 1<sup>st</sup> quarter of 2010 resulted in a 6.7% decline compared to the same quarter in 2009.

This decline marked a record low level for sales transactions, falling just below the previous record of 577 set in the 1<sup>st</sup> quarter of 2003.

Historically, the 1<sup>st</sup> and 3<sup>rd</sup> quarters have lower levels of sale transactions than the 2<sup>nd</sup> and 4<sup>th</sup> quarters of the year. If history repeats itself, the expectation is that the 2<sup>nd</sup> quarter of 2010 will see an increase in sales transactions compared to the 1<sup>st</sup> quarter of 2010, and hopefully exceed the 657 transactions recorded in the 2<sup>nd</sup> quarter of 2009.

Looking at another industry metric, the current average number of months that a pre-owned business aircraft remained on the market is at 10.7 months.

#### **Business Turboprop Aircraft**

The inventory levels for pre-owned business turboprop aircraft for sale in the 1<sup>st</sup> quarter of 2010 have followed the same pattern as the business jet aircraft market. The percentage of pre-owned business turboprop aircraft for sale was 11.1% in March 2010, and has declined from the peak set in both May and June 2009 of 12.0%. The number of business turboprops for sale at the end of the 1<sup>st</sup> quarter of 2010 was 1,400 aircraft, half the number of business jets currently for sale.

The number of pre-owned retail sale transactions for business turboprop aircraft fell to a new record low level of 329 in the 1<sup>st</sup> quarter of 2010, compared to 370 in the same quarter of 2009. This was a decrease of 11.1%, and unfortunately marks the lowest level recorded in any quarter since the year 2000.

The average months on the market for business turboprop aircraft was 11.6 months in the 1<sup>st</sup> quarter of 2010. The 2<sup>nd</sup> quarter of 2003 set the previous record high at 12.7 months.

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### Helicopter – Turbine

The number of pre-owned turbine helicopters for sale at the end of the 1<sup>st</sup> quarter of 2010 was less than 1,200 helicopters, or 200 less than the business turboprop market. The percentage for sale of 6.9% (a seller's market) in March 2010 is higher compared to 6.1% in the same month of 2009.

The number of pre-owned retail sale transactions for turbine helicopters of 328 in the 1<sup>st</sup> quarter of 2010 is the lowest quarterly level since JETNET started reporting helicopter transactions in 2006. Comparing the most recent quarter of 2010 to the same quarter in 2009 at 477, the number of transactions is down by almost a third.

The average months on the market for turbine helicopters was 9.7 months in the 1<sup>st</sup> quarter of 2010, compared to 7 months in the same quarter of 2009.

### Helicopter – Piston

The number of pre-owned piston helicopters for sale at the end of the 1<sup>st</sup> quarter of 2010 was less than 600 helicopters, or half the number of turbine helicopters. However, the percentage for sale of 6.7% (a seller's market) was slightly below the 6.9% level from the same period of 2009.

The number of pre-owned retail sale transactions for piston helicopters of 260 in the 1<sup>st</sup> quarter of 2010 is the lowest quarterly level since JETNET started reporting helicopter transactions in 2006. Comparing the most recent quarter of 2010 to the same quarter in 2009 at 400, the number of transactions is down by 35%.

The average months on the market for turbine helicopters was 7.4 months in the 1<sup>st</sup> quarter of 2010, compared to 5.6 months in same quarter of 2009.

For more information on JETNET LLC log on to [jetnet.com](http://jetnet.com) or contact Paul Cardarelli, JETNET Director of Sales and Marketing, at 800-553-8638 (USA) or [paul@jetnet.com](mailto:paul@jetnet.com); For international inquiries, contact Karim Derbala, JETNET Exclusive Agent, EMEA, at 41.0.43.243.7056 or [karim@jetnet.com](mailto:karim@jetnet.com)

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