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FOR IMMEDIATE RELEASE

RECORD LOW ASK PRICES ENTICING BUYERS – SALES PRIMARILY FOCUSED ON HIGHER QUALITY AIRCRAFT

October 18, 2017 – Trading of high quality aircraft remains active, as savvy buyers seek to derive value due to historically low prices. Due to ongoing high inventory levels among older, remaining inventory aircraft, and sellers' traditional Q4 desire to sell their aircraft prior to year-end, average values are expected to fall during Q4, according to Asset Insight's Market Report (AI² Market Report) covering Q3.

The October AI² Market Report analyzes values for every production year of every modern make / model Business Class aircraft, while the Report's maintenance analytics cover 92 fixed-wing models and 1,818 aircraft listed for sale.

Other trends detailed in the 14-page quarterly Market Report include:

- Overall demand improved slightly during Q3.
- Across the "for sale" fleet, Ask Prices fell 6% during Q3, marking a 16.7% decrease over the past 12 months.
- Ask Prices are expected to continue decreasing during Q4, although at a reduced rate for many models.
- For the first time since January 2015, the Asset Quality rating of the "for sale" fleet fell from "Excellent" to "Very Good" due to buyer focus on attractively priced, younger, higher quality assets.
- The embedded cost of future scheduled maintenance (Maintenance Exposure) across the "for sale" fleet improved in Q3.

"High quality assets and low pricing levels continue to provide great value for buyers," said Tony Kioussis, president of Asset Insight, LLC. "We anticipate the high number of inventory aircraft to continue pressuring Ask Prices. The three things sellers of older assets can do to improve their aircraft's marketability is to understand how it competes against other available assets, accept the reality of what their aircraft is currently worth, and maintain their aircraft in the highest marketable condition possible so they can be opportunistic."

Exclusively available from Asset Insight, the AI² Market Report includes eTrend™, a 90-day forecast for aircraft value by make and model. This tool is especially helpful to sellers who are evaluating offers on their aircraft while concurrently considering if their prospects are likely to improve.

Statistically, Asset Insight's eTrend™ forecasts are based on some of the most robust data analytics in the industry and have been thoroughly back tested to confirm a significant degree of accuracy.

To download the complete Market Report covering Q3 2017, visit www.assetinsight.com or [click here](#).

Asset Insight's proprietary Asset Grading System Process™ (AGSP) analyzed the average maintenance condition of jet and turboprop aircraft listed for sale as of September 28, 2017, (Source: AMSTAT) to generate the AI² Market Report.

The AGSP derives the Asset Insight Index, a standardized scale that allows any aircraft to be compared directly to any other aircraft by determining how each asset's current maintenance status compares to its Optimum Maintenance Condition – achieved on the day the aircraft came off the production line. The AGSP is based on proprietary algorithms that examine current age, flight hours and cycles on an aircraft's systems and major sectors - airframe, engine(s), propeller(s), APU, paint, and passenger interior - as well as the typical cost to repair or replace parts with no defined life.

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Asset Insight, LLC (www.assetinsight.com) provides a broad spectrum of machinery and equipment valuation services. As one of the world's largest aviation valuation firms, the company has been involved in thousands of aircraft appraisals, from light single engine to heavy airline transport aircraft, and has earned a reputation for quality service, responsiveness and innovative use of technology. Asset Insight also provides aircraft maintenance evaluation and asset financial optimization services. The company's proprietary "Asset Grading System Process" and related analyses, provide the ability to translate any asset's maintenance condition into easy-to-understand, actionable financial information. Asset Insight, LLC is headquartered in Las Vegas, NV, with offices in Chicago, IL, Atlanta, GA, Portsmouth, NH, Melbourne, FL, Washington, DC, London, UK, and Vienna, Austria.