

STRAIGHT TALK ABOUT BUYING & SELLING A BUSINESS AIRCRAFT

The 5 Most Important Things to Know for First-Time Buyers and Sellers

Contributions by Duncan Aviation's Aircraft Sales & Acquisitions Team



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*Founded in 1956
as an aircraft
brokerage
organization.*



EDITOR'S NOTE

When it comes to buying or selling a business jet, your success depends on more than just market timing. It requires the guidance of a trusted partner who understands every nuance of the transaction and is fully committed to protecting your interests.

Whether you're looking to purchase a private jet for the first time or preparing to sell a business aircraft, here are the five most important things you need to know to navigate the process with confidence:

1. Understand the True Costs of Aircraft Ownership
2. The Right Aircraft Makes All The Difference
3. Pre-Purchase and Pre-Sale Evaluations Are Critical
4. Title, Legal, and Tax Pitfalls Can Derail A Deal
5. Buying or Selling A Jet Is More Than A Transaction

Duncan Aviation Aircraft Sales & Acquisitions Team

1. UNDERSTAND THE TRUE COSTS OF AIRCRAFT OWNERSHIP (OR SALE)

Buying A Jet?

It's not just about the acquisition cost. You'll also need to account for:

- **Cost of the PPE (pre-purchase evaluation):** The examination verifies airworthiness, confirms maintenance compliance, checks for prior damage, and ensures all records are complete.
- **Operating Costs:** Fuel, hangar rental, insurance, crew salaries, maintenance programs, and ongoing service.
- **Upgrades & Modifications:** You may need to invest in avionics upgrades, interior refurbishments, compliance modifications, or exterior paint.
- **Depreciation:** Business aircraft depreciate over time. Understanding tax implications and opportunities as well as long-term resale value is essential to protect your investment.

Selling A Jet?

Prepare for:

- **Pre-sale Expenses:** Minor cosmetic repairs, logbook organization, and maintenance clean-up can significantly boost your aircraft's marketability.
- **Market Conditions:** Aircraft resale values fluctuate with demand. Accurate pricing requires up-to-date market insight.

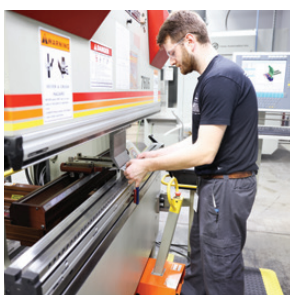
2. THE RIGHT AIRCRAFT MAKES ALL THE DIFFERENCE

For Buyers:

The ideal aircraft must match your mission profile:

- How far do you typically fly?
- How many passengers do you carry?
- Are there airport, runway, or hangar constraints?

Choosing the wrong aircraft—whether it's overkill or underpowered—can lead to significant inefficiencies.





For Sellers:

Presentation matters. Position your aircraft to highlight:

- Performance history.
- Equipment and avionics packages.
- Maintenance pedigree.
- Cosmetic appeal.

3. PRE-PURCHASE AND PRE-SALE EVALUATIONS ARE CRITICAL

Whether buying or selling, the pre-purchase evaluation is the most important safeguard in the process.

- **Buyers:** The evaluation confirms airworthiness, maintenance compliance, prior damage, and complete records.
- **Sellers:** A proactive pre-sale evaluation builds trust and accelerates negotiations.

4. TITLE, LEGAL, AND TAX PITFALLS CAN DERAIL A DEAL

Aircraft transactions are high-value, legal events that often span state and international jurisdictions. Missteps can be costly.

- Is the aircraft free of liens or encumbrances?
- Are you using the right legal entity for the transaction?
- Will you owe sales tax or use tax?



5. BUYING OR SELLING A JET IS MORE THAN A TRANSACTION

Buying or selling a business jet isn't just a financial decision; it's a strategic one. From legal compliance to emotional attachments, it's a journey that deserves expert guidance every step of the way. Working with an experienced aircraft sales advisor can make a world of difference, whether this is your first or your 10th aircraft transaction.

FINAL WORD:

Whether you're moving up from fractional ownership or parting with your first private aircraft, Duncan Aviation's Aircraft Sales and Acquisitions team is your full-service partner in aviation. With decades of experience and a full spectrum of technical, operational, and market expertise, we're not just brokers. We're your dedicated advocates and aviation advisors



Download:
[www.DA.aero/
market-sum](http://www.DA.aero/market-sum)

1. Duncan Aviation is a long-term partner and if you are buying an aircraft, we help you project and manage costs so there are no surprises along the way. If you are selling your aircraft, we help you showcase your aircraft's value in the most compelling ways possible.
2. Our team ensures your selection fits your real-world needs, now and in the future, with the use of a comprehensive and up-to-date Model/Market Summary. (www.DA.aero/market-sum)
3. Duncan Aviation's network of in-house evaluation teams ensures results are interpreted accurately and fairly. In aviation, what's written in the report can make or break a deal.



4. We coordinate with aviation attorneys and tax professionals to ensure the title is clear, FAA paperwork is compliant, and liabilities are anticipated instead of discovered too late.
5. Duncan Aviation's team:
 - Negotiates on your behalf with full market awareness.
 - Understands current aircraft values and historical price trends.
 - Connects you with trusted providers for escrow, legal, insurance, and upgrades.
 - Oversees the technical review and closing process from beginning to end.

Our reputation is built on integrity, long-term relationships, and consistently maximizing value for our clients—first-timers and seasoned jet owners alike.

Duncan Aviation Aircraft Sales & Acquisitions is the only pre-owned business jet dealer offering:

- Direct access to the largest and most comprehensive technical resources team for business jets.
- Decades of proprietary industry data.
- A global network of aviation experts.
- An in-house import/export team.

This combination ensures our clients worldwide receive unmatched, seamless support at every stage of their unique aircraft ownership journey.

READY TO TAKE THE NEXT STEP?

Contact the Aircraft Sales & Acquisitions Team today and experience a smarter way to buy or sell your next business jet.

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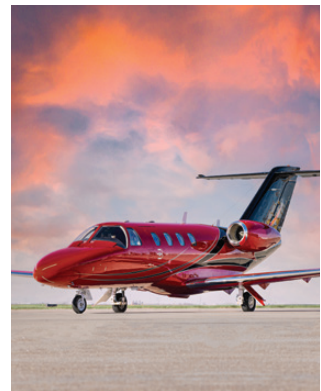
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