IADA REPORTS STRONG PREOWNED BIZJET SALES AND OPTIMISTIC FORECAST FOR 2025

News / Business aviation

IADA concluded 2024 with a rise in preowned business aircraft sales and an optimistic outlook for the year ahead. These results, along with robust market confidence, are detailed in IADA's Fourth Quarter 2024 Market Report, released today. IADA dealers completed 1,559 transactions in 2024 while the fourth quarter alone saw 562 aircraft deals finalized.

Post-election clarity boosts confidence

IADA Chairman Phil Winters, Vice President of Aircraft Sales and Charter Management at Greenwich AeroGroup and Western Aircraft commented: "Our fourth quarter 2024 perception survey indicates that members are entering 2025 with a collective sense of optimism. Expectations are high that the incoming U.S. Administration and Congress will enact policies favoring business growth and opportunity. This optimism is reflected in the anticipated strong demand for preowned aircraft across all size categories, supported by relatively stable prices, values, and additional inventory."

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IADA Executive Director Lou Seno said: “With post-election clarity in the U.S., market confidence has strengthened, leading to healthy sales projections and optimistic financial forecasts. IADA dealers handle over 50% of global preowned business aircraft transactions, cementing our members' position as authoritative transaction leaders that define the market.”

Key metrics from 2024

- New Acquisition Agreements:
- 130 new agreements were signed in the last 90 days of 2024, up 3% year-over-year from the fourth quarter of 2023.
- For the full year 2024, 1,176 agreements were signed, a 39% increase compared to 846 in 2023.
- Exclusive Retainer Agreements:
- Dealers signed 207 exclusive retainer agreements in the fourth quarter of 2024, consistent with 2023 levels.
- Online Marketplace Growth:
- Leads generated through AircraftExchange, IADA’s exclusive online marketplace, grew by 34% year-over-year in 2024, reflecting increased traffic and engagement from highly qualified buyers.
- Deal Volume:
- The fourth quarter of 2024 witnessed a 49% sequential increase in closed deals compared to the third quarter and slightly exceeded fourth quarter 2023 results.
- For the full year 2024, IADA dealers reported a total of 1,559 closed deals, up 10% year-over-year from 1,421 deals in 2023, supported by a larger number of reporting dealers.

Market trends and challenges

The IADA Fourth Quarter 2024 Member Perception Survey indicates heightened optimism among members about the preowned business aircraft market. Respondents anticipate a pro-business, pro-growth approach from the incoming U.S. Administration, further bolstering optimistic expectations for aircraft deal making over the next six months.

While market optimism reigned supreme in the fourth quarter of 2024, supply-side issues continue

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to constrain preowned transaction volumes and velocities. Supply chains and manpower pools have yet to rebound, with signals that factory deliveries continued to slide into 2025.

In 2025, a combination of market optimism, U.S. business-friendly policy, additional preowned aircraft supply, and general price stability should support a relatively healthy retail transaction environment for preowned aircraft. The IADA Perception Survey provides crucial insights into market trends, helping members and stakeholders navigate the evolving landscape with confidence.

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