

A twin-engine Cessna aircraft is shown on a tarmac. The aircraft is white with blue and red stripes. The tail number 'N41LF' is visible on the left side. The background shows a clear sky and distant mountains. The text 'TTCF Convention 2021' is overlaid in the center of the image.

TTCF Convention 2021

Twin Cessna Market
Conditions, Value, and Trends

My Bio

- Flew and Maintained a 421/425 for corporations .
- 10000 hrs + TT, 3000 hrs + Twin Cessna
- A&P
- ATP Single and Multi Engine
- CFII-ASEL/AMEL (Initial and Recurrent Training in 300/400 Series)
- FAA Designated Pilot Examiner
- CE-500(Single Pilot) and RA390S Type Ratings
- Senior Aircraft Appraiser (American Society of Appraisers (ASA) and Professional Aircraft Appraisers Organization (PAAO))
- Member of Organization of Flying Insurance Adjusters #171
- Guinness World Record Holder (Most Airports Visited 24 Hours Fixed wing Aircraft)

Agenda

- Talking about 2020-2021 Trends
- What's on the market right now!
- JTA Sales Trend Data.
- What do JTA aircraft look like. (equipment etc).
- What questions do brokers get asked.
- Where a broker can help selling and buying.

2020-2021 An Unexpected Year for GA

- Good demand for quality Twin Cessna's. (ALL GA)
- Created lower inventory numbers.
- Shrinking inventory causing uptick in prices.

Why? This change?

In my humble opinion!

1. Some companies had PPP money to spend.
2. Airlines (Shrinking Schedule, Mask Mandate, COVID-19)
3. Too much time on my hands (pandemic) leads to spending time on Controller/Trade A Plane Etc.

Shrinking Inventory 421

- Cessna 421C's for sale as high as 133 in 2018
- Currently 73 421C available for purchase (JETNET).
- 54% reduction in aircraft on the market since 2018.

Shrinking Inventory 414

- Cessna 414 for sale in 2018 73 total
- Currently 32 414A available for purchase (JETNET).
- 43% reduction in aircraft on the market since 2018.

Cessna 421C Data

- Average asking price Q1-2019 \$320,000
- Average asking price Q2-2021 \$350,000
- 10% Increase. (Does not include “Call for Price”)
- High asking price \$550,000 (2019)
- High asking price \$650,000 (Q2 2021)
- Low asking price \$119,000 (2019)
- Low asking price \$122,000 (Q2 2021)

Cessna 414A

- Average asking price Q1-2019 \$341,000
- Average asking price Q2-2021 \$322,000
- 10% Reduction in average asking price. (Not sure why?)
- High asking price \$595,000 (2019)
- High asking price \$675,000 (Q2 2021)
- Low asking price \$125,000 (2019)
- Low asking price \$118,000 (Q2 2021)









What is JTA Selling?

- 10% Cessna 310
- 36% Cessna 340
- 27% Cessna 414
- 27% Cessna 421
- Also 425, 441, and PA46

What is JTA Selling



- 28% Of Aircraft have NO GLASS
- 15% Touch Screen GPS
(GTN or AVIDYNE)
- 57% of Aircraft have
G500/G600/TXI or
ASPEN

What is JTA Selling?

- 88% of Aircraft we Sold 2019-2021 modified by RAM.
- Low number in 310
- Slightly Higher in 421
- Very high number 340/414

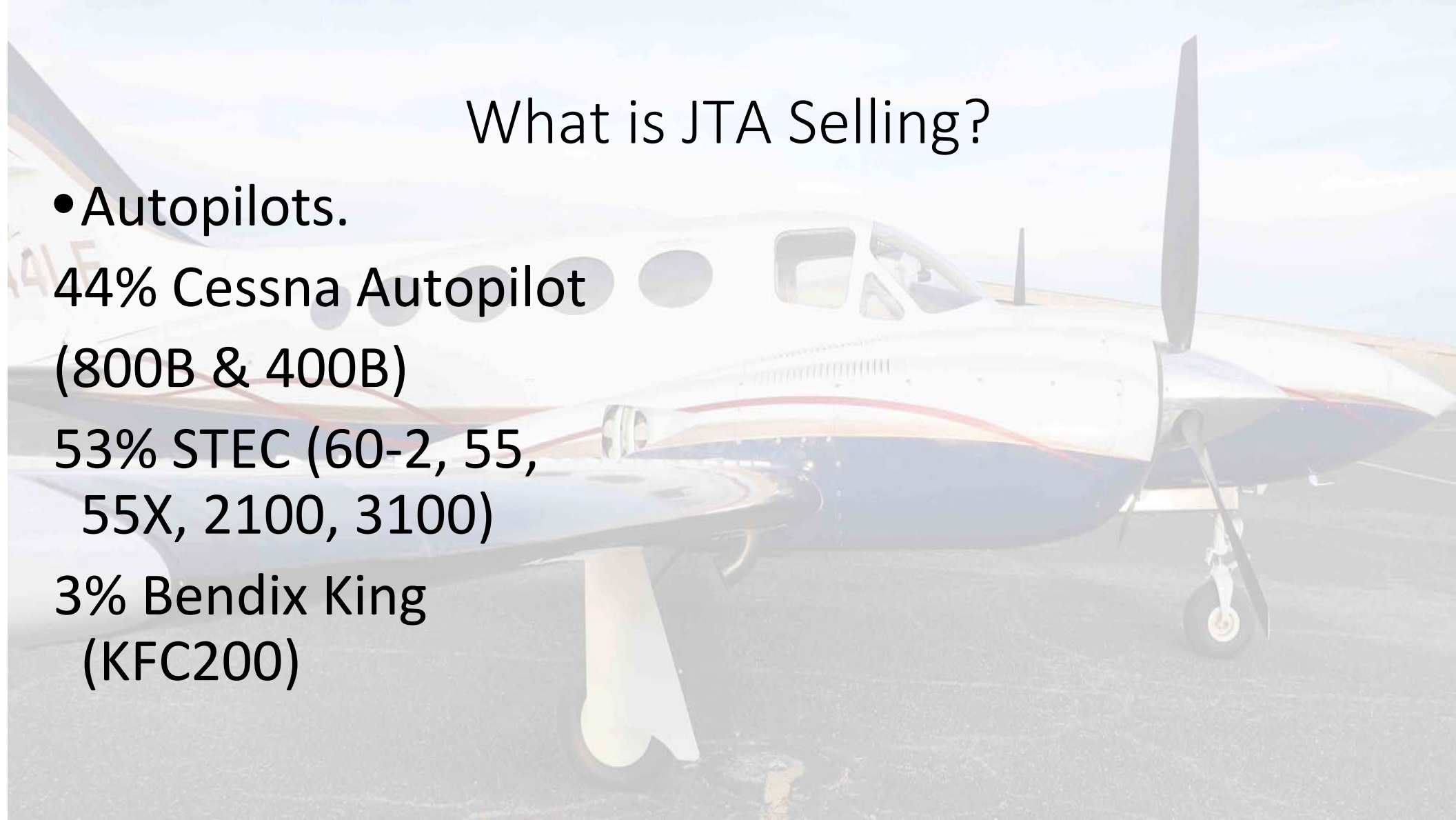
What is JTA Selling?

- Autopilots.

44% Cessna Autopilot
(800B & 400B)

53% STEC (60-2, 55,
55X, 2100, 3100)

3% Bendix King
(KFC200)



What is JTA Selling?

- Engine Times
- 30% Low Time Engine (0-500)
- 51% Mid Time (500-1000)
- 19% High Time (Over 1000)

Most Common Question A Broker Answers

- Digital logs. Do you have the logs scanned?
JTA Scans all logs for aircraft we sell.
- Who has done the maintenance?
- How much longer can Twin Cessna's fly?
- What about the SPAR AD?
- Can you get parts for the STOL KIT?

What A Broker Can(Should) Do For You! (Selling)

- The broker helps take the emotional strain out of selling. (Tire Kickers)
- The broker has seen many situations and has experience in what works and does not work.
- Brokers have first hand knowledge of what airplanes are selling for.
- Brokers have a step by step system (checklist) for how a sale should proceed.

What A Broker Can(Should) Do For You! (Buying)

- The broker helps take the emotional strain out of buying.
- You can run your business while the brokers runs around and looks at aircraft for you!
- It only take a few bad squawks missed to pay a brokers fee!
- Brokers have a step by step system (checklist) for how a purchase should proceed.