

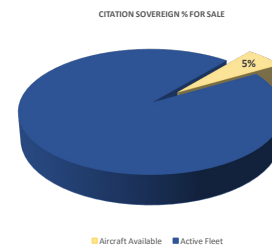
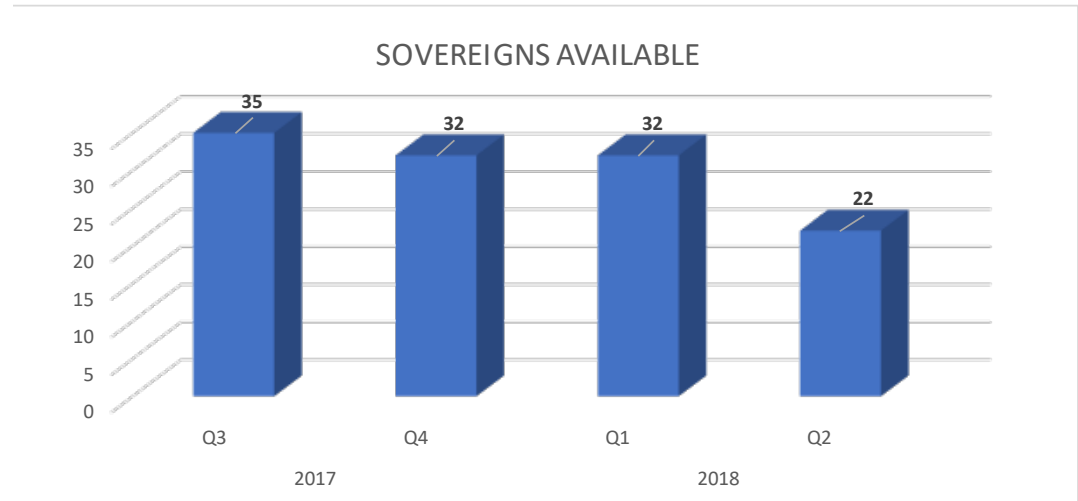
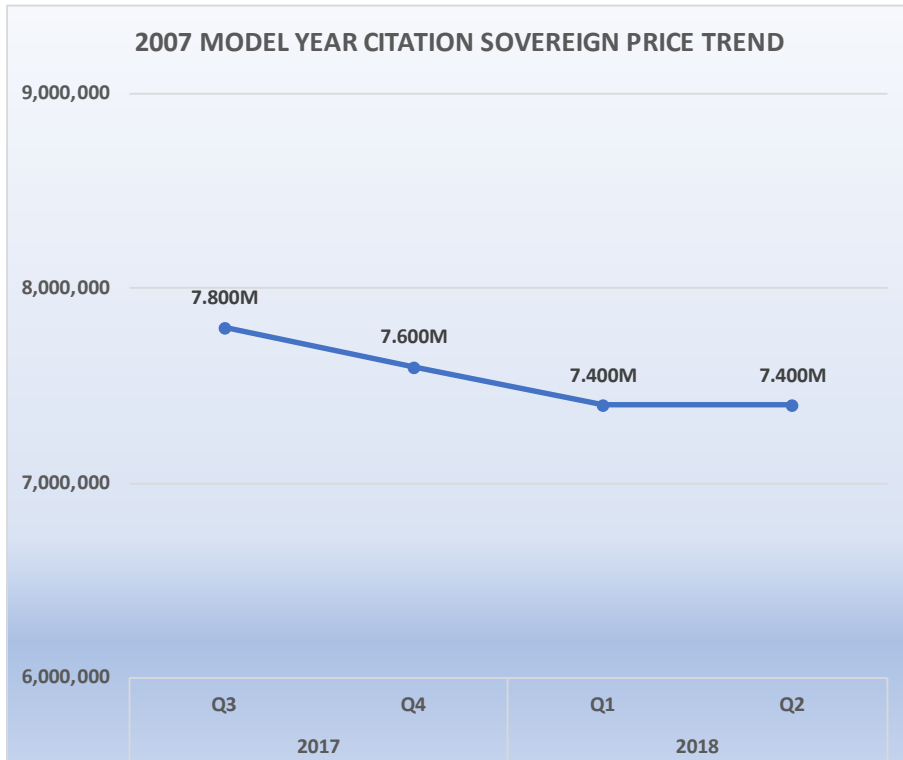


CITATION SOVEREIGN/SOVEREIGN+ MARKET REPORT BY STILAIR AVIATION SERVICES - SUMMER 2018



StilAir Aviation Services is a client-based sales and acquisition company located at the Columbia SC Metropolitan Airport. Our seasoned professionals, Harry Stiltner and Charley Lloyd, are ready to visit with you regarding the sale or acquisition of your next aircraft. If you have considered selling or buying, feel free to contact us for a marketing proposal and a client specific Sovereign evaluation. You are also welcome to contact regarding the latest market trends, please feel free to do so. Our most recent Sovereign transaction (acquisition) is 680-0237.

30 retail transactions took place in 2017 vs. 24 in 2016, an increase of 25%. Year to date, 28 Sovereigns have transacted on a retail basis versus 17 for the same period last year. This marked increase is substantial. This past May was particularly active with 6 retail transactions taking place. As of the writing 18 Sovereigns are available, representing 5% of the total fleet. The number of aircraft available and marketing periods have decreased since the first of the year. Transactions month over month have correspondingly increased over the same period. Used Sovereigns are generally priced in the \$5M to upper \$8M range. For years, the true retail figure in pricing guides such as Bluebook and Vref has been closer to the wholesale figure than retail. Today, transaction prices are trending toward book retail. This certainly appears to be a sign of a strengthening market. So, stay tuned.

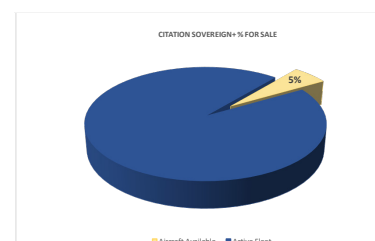
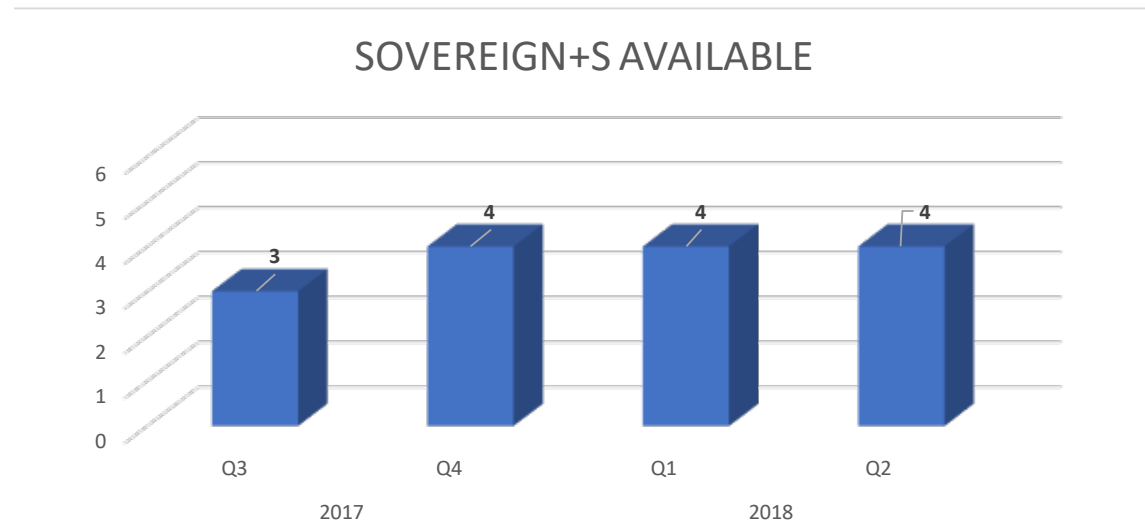
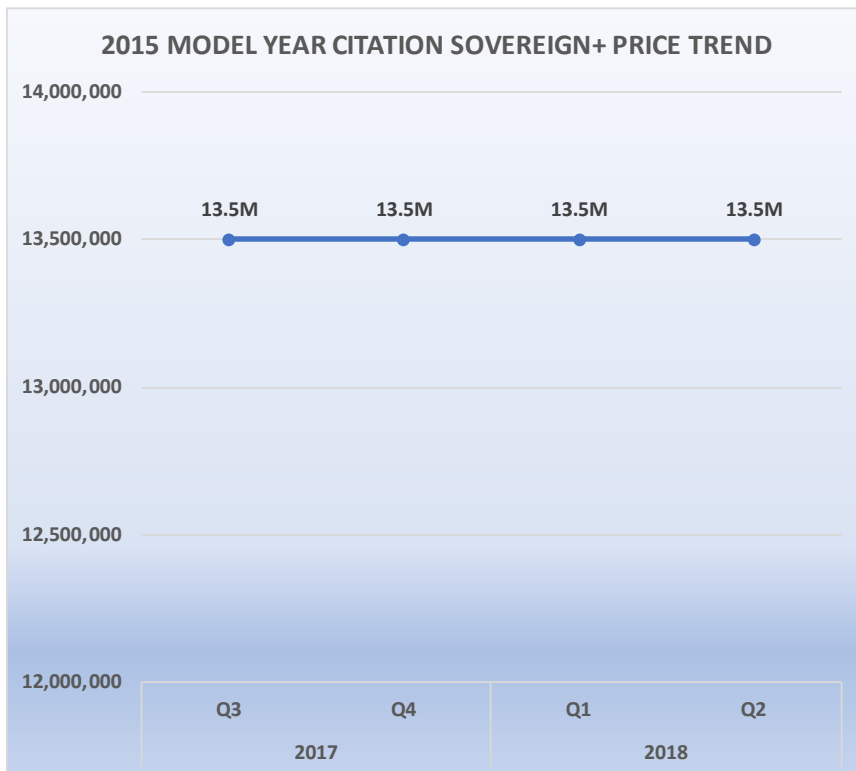


CURRENT MARKET SNAPSHOT

AIRCRAFT AVAILABLE	18
AVERAGE ASKING PRICE	\$6,500,000
AVERAGE YEAR MODEL	2007
AVERAGE AIRFRAME TIME	3,000 Hours

Over the last two years, three to four Sovereign+s per year typically trade on the resale market. Four traded in 2017 and three traded in 2016. As of this writing one Sovereign+ has traded and one is currently under contract. Generally speaking, there are no more than four to five +s available in the open market. Currently, four aircraft are available, representing about 5% of production. Depending upon year model, pricing ranges from the low \$11M mark to just under \$14M. Vref pricing has remained stable for the last several quarters as have actual transaction prices. The 2013 and 2014 models typically trade quicker than the later model aircraft as they have the same features and are still materially less expensive than a new Sovereign+. Simply stated, a used Sovereign+ represents a great value in today's market.

The Sovereign and Sovereign+ are both quite capable midsize aircraft with great combination of speed, range and unrivaled short field performance.



CURRENT MARKET SNAPSHOT

AIRCRAFT AVAILABLE	4
AVERAGE ASKING PRICE	\$12,600,000
AVERAGE YEAR MODEL	2015
AVERAGE AIRFRAME TIME	810 Hours