



AIRCRAFT APPRAISAL SERVICES



JETCO Appraisal Services:

Our boutique style firm has an unmatched reputation for adhering to strong business ethical standards, we always strive for client satisfaction. Client satisfaction is provided through simple diligence, extensive knowledge and good, solid practices. We measure our rewards not only through the compensation we receive, but by the satisfaction we get by truly bringing value to the client.

Even on the most simple aircraft, the variables are so numerous and complex that prices can and do vary even between consecutive serial numbers of the same type. An on-site inspection of the aircraft and its records by a qualified appraiser can reveal a much different value.

Additionally, the aircraft resale market is a dynamic environment, and prices can change from month to month. There are many intangibles that should be considered. These include the availability of a particular model, damage history, maintenance history, and quality of refurbishments and upgrades. The Jetco Aircraft Appraisal Service can be used as a good starting point when attempting to determine the general retail value of an airplane. However, the true value of an aircraft can only be ascertained on a case-by-case basis resulting from a mutual agreement among the buyer, seller, and lender.



Most of our clients find that the Certified Appraisal best suits their needs for aircraft valuation. This type of appraisal requires a physical examination of the aircraft and logbooks. Our goal is to make this as easy as possible for our clients. All we need to get started is a contact at the aircraft location that can provide access to the aircraft and records, and we take it from there. Before you know it, the completed appraisal report will be in your inbox. Here is how it works:

- Client provides Air Appraisal Company with contact information for the individual that can provide access to the aircraft and logbooks.

An on-site appraisal inspection is conducted by a Senior Appraiser. The time required for the physical examination varies depending on the aircraft age and records organization. This process normally takes between 3-6 hours, and includes:

- Physical examination of the airframe, paint, and interior
- Digital photos detailing aircraft condition
- Records review (logbooks, maintenance tracking reports, AD and SB compliance, etc.)
- Avionics inventory
- Confirm the presence of installed optional equipment and aircraft modifications
- Market research is conducted on like year/make/model to the Subject Aircraft. Actual sales data is used whenever possible in the comparable analysis.
- A written appraisal report including digital photos is delivered via email in 7-10 days. A hard copy of the report and a CD with all photos can be shipped upon request.



Appraisal Purpose:

A Certified Aircraft Appraisal is an impartial opinion of the value of an aircraft, prepared by experts who know all the factors which make up the current behavior of the used aircraft market. It is an opinion of value based upon experience and repeated analysis of these factors.

It is an opinion of value which can be substantiated and justified. It is an opinion of value made by a certified, recognized, professional aircraft appraiser.

A Certified Aircraft Appraisal will help you to avoid using a "ballpark" value, and will remove all doubt as to the true and accurate value of the appraised aircraft. An accurate value is important for a number of reasons:

For the Buyer - The appraisal is an impartial, professional opinion as to the value of the particular aircraft being purchased. But it is much more than that. The Certified Appraisal is a valuable tool for the Buyer to use in determining a fair offering price based on all installed equipment and modifications. In addition, the appraised value will take into account the presence of any past or present damage, and the value will be adjusted accordingly. The Certified Appraisal Report will give the Buyer confidence that he is getting the right aircraft for his situation, and is paying a fair price.

For the Seller - The appraisal offers the confidence of knowing the general condition and current fair market value of the aircraft being sold as seen through the eyes of an independent third party. The Certified Appraisal Report is a great selling tool because it gives a potential buyer a solid "feel" for the aircraft in the words of the objective evaluator. After reading the appraiser's report, a potential buyer will have more confidence that the condition and appearance of the aircraft is as represented, and not just the Sellers biased opinion.



For the Banker - A Certified Appraisal clearly documents the general condition of the aircraft, and the bank can weigh these facts against the remaining exposure time in the loan, or against the required return provisions laid out in a lease agreement. The appraisal also supports the bank's collateral position at a given point in time by providing the current Fair Market Value and Orderly Liquidation Value. A Banker who performs self-evaluations without any manner of verifying the condition of the collateral, or that the aircraft is equipped as represented, is putting his bank at risk for a major loss should the client default. Why take on a risk of this magnitude when you can send Air Appraisal Company to conduct a thorough evaluation that will put you at ease?

For the Attorney - Air Appraisal Company's Certified Appraisals are professional, thorough, and are backed using factual information gathered during a physical, on-site examination of the subject aircraft. Normally, our reports are thorough enough to speak for themselves, however we are always willing to testify as to the accuracy of the report in a court of law should it become necessary.

A Certified Aircraft Appraisal provides the reader with:

- A detailed examination of airframe, engines, props, instrumentation, avionics, installed modifications and all relative systems.
- A careful review of aircraft documentation, log books, and associated records.
- A market comparable analysis of recent sales and current listings of like make/model aircraft.
- A Certificate of Appraisal and the detailed Certified Appraisal Report submitted to the client via email in pdf format, or as a hard copy if required.



Certified Appraisal:

A Certified Appraisal involves a physical examination of the subject aircraft and its records. The appraiser certifies through his own due diligence that the appraised value is accurate based on information obtained first hand. While other forms of appraisals rely on aircraft specifications provided by outside sources, a Certified Appraisal leaves no doubt as to the accuracy of the information used to determine market value. This type of appraisal allows the appraiser to document the condition of the airframe, paint, and interior of the aircraft with detailed digital photos which are included in the body of the summary appraisal report. The on-site inspection also gives the appraiser an opportunity to thoroughly review the aircraft logbooks, and the ability to determine the quality of maintenance history as well as the presence of any past or present damage to the aircraft. This type of appraisal produces the most accurate and detailed appraisal report that we offer.

Desktop Appraisal:

This type of appraisal relies on information provided by the client or another outside source. A Desktop Appraisal is still able to comply with the standards set forth by USPAP; however numerous assumptions must normally be made. The appraised value will only be as accurate as the information provided to Air Appraisal Company. Because the information and status of the subject aircraft have not been independently verified by one of our appraisers, we cannot certify the accuracy of appraised value. That being said, we still employ our full resources of available comparable data and market trends to the appraisal process, and the value can be expected to be accurate as long as the source of information provided can be relied on.



Future Value Projections:

We use historical value data and trends, along with current and projected economic indicators, in order to estimate future values. Contact us to discuss your specific aircraft model.

Book Value:

There are two publications that report “book values” for aircraft. One is Aircraft Bluebook Price Digest, and the other is Vref Publishing. We routinely refer to these books for general pricing information, as well as other very useful information contained within. However, these books do not provide an acceptable alternative to a certified appraisal, for a number of reasons. Even the publications themselves state clearly that they are intended only as a guide, and are not to be considered to reflect all factors in the appraisal process. Books are printed quarterly, and are updated on sales information willingly provided by outside sources. The lag time between market sales reports and the book publication can be as long as 6 months. In addition, a book cannot determine the effect on value of damage history. Nor can it adjust to rapidly changing market conditions. If you are interested in the reported book value of your aircraft, give us a call and we would be happy to discuss it with you.



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