

5 THINGS TO KNOW before Vegas

SEPTEMBER 2026 | PRE-NBAA EDITION

There's never a shortage of things to see, hear and talk about at NBAA-BACE. As we get ready for Las Vegas, we're looking at the market, listening to our research community and keeping an eye on the conversations ahead. Here are five things worth bringing to the show.



01 THE MARKET *Q4 MARKET SNAPSHOT*

1042
added to market
YTD 2026

696
sold
YTD 2026

Q2 STRONGEST
362 added
289 sold

Q3 TO DATE:
314 added
180 sold

Sales = nearly **80%** of new supply

TAKEAWAY

Supply remains measured, with sales absorbing a meaningful share of new inventory. Will Q4 tighten the balance further?

02 ARG PULSE *ARG COMMUNITY POLL*

WE ASKED THE ARG COMMUNITY,
What are you watching most closely going into Q4?



Pricing pressure led the conversation, capturing 75% of responses. Inventory remains on the radar, but heading into Q4, attention appears to be shifting from how much is available to where market is pricing.

03 ON THE RADAR *WHAT WE'RE TALKING ABOUT*

Behind the Deal

AircraftPost is bringing together four perspectives on one aircraft transaction, using the data behind the decision.

[Learn more at aircraftpost.com](#)

SyberJet World 2026

This invite-only event will spotlight the new SJ36 light jet. On Oct. 19 at HND, SyberJet plans to debut a full-scale SJ36 mockup, present the design and program roadmap, and discuss an early-owner incentive program.

04 TAKE NOTE *QUESTIONS WORTH ASKING*

WHAT'S NOT IN THE PRESS RELEASE?

What should researchers know beyond the announcement?

WHAT'S CHANGED?

What's different from what you were saying a year ago?

WHAT ARE YOU HEARING?

What keeps coming up in conversations with clients and operators?

05 NBAA-BACE 2026 *KNOW BEFORE YOU GO*

MAP YOUR MUST-STOPS

Flag the OEMs, engine programs, MROs and data providers you want to prioritize.

DON'T LEAVE WITHOUT...

Badge in your wallet. Floor map saved. Portable charger packed. Notes ready.

TAKE THE PHOTO

Data plates, specs and program updates. Capture it in the moment, not from memory later.

KNOW WHO YOU NEED

Looking for someone specific? Connect before the show and schedule a time to meet.

ARG ANNUAL CONNECT

TUESDAY, OCTOBER 20

¡VIVA! by Ray Garcia | Resorts World Las Vegas

INTERESTED
IN JOINING US?



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