

FROM THE COCKPIT

2025 has been a year of momentum for Aircraft Researchers Group. Our Coffee Talks have grown into a cornerstone of professional development. As we look ahead into 2026, our focus remains clear: continuing to connect researchers, elevate standards across the industry and provide opportunities for every member to learn, share, and grow. Thank you for helping make ARG what it is today, your involvement is what gives this group altitude.

MARKET RADAR

By September 30, 2025, the pre-owned business jet market reflects stronger demand, more efficient absorption of inventory, and reduced slack compared to the same period in 2024. While new listings are slightly down year over year, higher sales volumes have tightened supply, creating a more competitive environment. Industry forecasts indicate the market remains active, with pricing continuing to adjust, inventory aging, and buyers adopting a more deliberate, value focused approach.

Year	Added to the Market	Transactions
Jan-Sep 2024	1,223	670
Jan-Sep 2025	1,209	757

COFFEE TALK 2025 HIGHLIGHT

This year, ARG Coffee Talks brought record participation, with members tuning in from across the industry.

June - Travis Karp, *What's New at Gulfstream: Fleet & Aircraft Insights*

Travis delivered our most-attended session, sharing insights on the evolving Gulfstream fleet, highlighting new programs and the outlook for long-range demand.

WHATSAPP GROUP



Join the conversation in real time. Our ARG WhatsApp chat is where members share news, ask questions, and connect between Coffee Talks.

Our annual **ARG Connect Event** is more than just a reception, it's the one time each year where the ARG community comes together in person. Held alongside **NBAA-BACE**, this evening brings together researchers in one of the most dynamic networking settings. Whether you're reconnecting with long-time colleagues or meeting new members for the first time, ARG Connect remains the highlight of our calendar. **We look forward to seeing you all on October 14th at BrewDog Las Vegas!**

Sponsor Spotlight

We thank our sponsors for fueling ARG's growth and Connect Event.



GET INVOLVED IN 2026!

We are actively seeking Coffee Talk sponsors AND speakers for the 2026 series.

If you or your company would like to be part of next year's programming, please reach out to the ARG Committee.

ARG Directory

The ARG Directory is now live! Fill out the Google Form on our website to be included and start connecting with members.

COMMITTEE CORNER

Meet our Chair, Mackenzie Messier. A mom of three boys with a love for aviation.

"Being part of ARG isn't just about the market updates and events, it's about the people. Working with our ARG community has been such a

rewarding experience and I'm constantly inspired by the energy surrounding us."

