COFFEE TALK RECAP

August 28, 2025 | "Understanding Aircraft Value"

Featured Speaker
David Crick
DavAirGroup

Key Takeaways

- Explored the three primary aircraft appraisal methods: Sales Comparision, Cost, and Income - and when each approach is most effective.
- Discussed how to value aircraft without comparable sales data, including alternative strategies beyond the sales approach.
- Examined how optional upgrades impact value: they add a premium when rare but lose value as they become common across the fleet.
- Highlighted how location, pedigree, and ownership history influence aircraft valuations and buyer perceptions.
- Covered why owners expectations often differ from market reality, as emotional attachment can create a value gap.
- Noted that even upgrades like showers can shift value, but their impact ultimately depends on buyer demand.