



IADA EMBRACES GAMA INCREASING DELIVERIES

News / Business aviation



The International Aircraft Dealers Association is heartened that the delivery numbers for new business aircraft released by the General Aviation Manufacturers Association show an increase in new turbine airplanes entering the marketplace. In addition, IADA is pleased with the prospects for even greater new aircraft manufacturing activity in the coming years from GAMA companies and IADA OEM members.

“Many of IADA’s accredited preowned aircraft dealers embrace this influx of new business aircraft into the marketplace, which can begin to address the historically low inventory of newer and well-equipped business jets and turboprops,” said IADA Chairman David Monacell, Partner in CFS Jets, in Cornelius, N.C.

He added, “This dearth of good business jets for sale can eventually be addressed by additional new airplanes entering the marketplace, which can have the effect of bringing supply more in line with demand, while normalizing aircraft values for our industry’s customers. Obviously we anticipate the OEMs will only increase production rates when

business conditions align appropriately for the future."

ADA members recorded 1,372 business aircraft transactions in 2021, considerably over the 700 average annual transactions, while the available inventory of preowned aircraft for sale has plummeted to historic lows. GAMA companies delivered 1,237 new turbine powered airplanes in 2021 and anticipate increasing production into the future.

A popular product of IADA is AircraftExchange, the only site where every aircraft listed for sale is represented by an accredited dealer. To earn accreditation, IADA dealers must meet certain accreditation standards, receive sponsorship from current IADA Accredited Aircraft Dealers and undergo a formal review process. IADA Accredited Aircraft Dealers agree to adhere to a code of ethics that ensures fully transparent transactions between IADA dealers and aircraft buyers.

The AircraftExchange search portal enables organizations to create a confidential dashboard of business jets for sale, filtered based on their features and amenities, aircraft class, age, and price. Users can browse through data-rich listings for some of the most popular aircraft manufacturers, including Embraer, Cessna, Bombardier, and Gulfstream jets. For more info about AircraftExchange, go to www.AircraftExchange.com.

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