IADA MARKET REPORT REVEALS RISING DEALER CONFIDENCE AS PREOWNED AIRCRAFT DEMAND REMAINS STRONG

News / Business aviation

Confidence among the world's leading accredited aircraft dealers strengthened in the third quarter of 2026, reflecting continued momentum in the preowned business aviation market. According to the International Aircraft Dealers Association's (IADA) Third Quarter Market Report, strong demand for preowned aircraft, constrained availability of sought-after models and ongoing manufacturer delivery delays continued to underpin a resilient global market.

IADA members rated current business aircraft sales conditions at 3.62 on a five-point scale, up from 3.45 in the second quarter and 3.47 during the same period in 2025. Drawing on their direct involvement in aircraft transactions, buyer activity, pricing trends, inventory levels and broader market dynamics, dealers reported sustained demand, particularly for late-model, well-maintained aircraft. At the same time, limited availability of quality inventory continued to enhance sellers' leverage in negotiations and support market stability.

IADA Executive Director Lou Seno commented**:** "Buyers need expert guidance, and they are

© 2015-2026 50SKYSHADES.COM — Reproduction, copying, or redistribution for commercial purposes is prohibited.

finding it with IADA Accredited Dealers and Certified Brokers. Many of the best aircraft now trade off-market through IADA Member relationships before ever being publicly listed. Overall, the market is strong and maturing, with buyers more selective and pricing increasingly tied to aircraft condition."

The third quarter report reflects the collective expertise of IADA Accredited Dealers, Certified Brokers and Verified Products and Services Members operating across North America, Europe, Latin America, the Middle East, Asia-Pacific and Africa. Accredited Dealers are subject to a rigorous independent accreditation process and annual reaccreditation, ensuring the highest levels of professionalism and industry integrity.

Drawing on extensive transaction experience, deep industry relationships and a commitment to strict ethical standards, these market participants provide valuable insight into evolving business aviation trends, buyer and seller behavior, inventory dynamics and overall market conditions worldwide.

IADA Dealer Transaction Activity Remains Robust

IADA Accredited Dealers continued to outperform broader market trends during the first nine months of 2026, completing 1,155 aircraft transactions, up from 983 during the same period in 2025. In the third quarter alone, dealers recorded 409 transactions compared with 367 a year earlier, underscoring sustained momentum across the preowned aircraft market.

Transaction activity was further supported by a rise in new acquisition agreements, which reached 510 during the first nine months of the year, while dealer inventory purchases increased to 127 aircraft. These results stand out against independent industry research pointing to more moderate transaction volumes across the wider preowned business jet sector.

IADA attributes this performance to the expertise of its Accredited Dealers, whose industry relationships, market insight and transactional experience continue to create value in an increasingly competitive and complex marketplace.

Growing Dealer Confidence Reflects Sustained Market Demand

The third-quarter survey highlights a fundamentally healthy preowned aircraft market, supported by strong financial markets, continued wealth creation, favorable U.S. bonus depreciation policies and limited access to near-term new aircraft delivery slots.

Extended manufacturer order backlogs, which in many cases stretch several years into the future, have prompted owners awaiting new aircraft deliveries to retain existing aircraft longer. This dynamic has constrained the supply of desirable preowned inventory, particularly among newer aircraft with preferred configurations, strong maintenance pedigree and lower flight hours.

On IADA’s five-point scale, where a score of 1 indicates a seller-favored market and 5 reflects a buyer-favored market, the latest results point to the strongest seller advantage seen in nearly three years. The trend is particularly evident in the late-model midsize and large-cabin segments, where limited inventory and consistent demand continue to support aircraft values and strengthen sellers’ negotiating positions.

IADA Dealers Offer Unique Insight Into Market Dynamics

The quarterly survey captures the perspectives of professionals actively involved in business aircraft transactions, providing a real-time view of market conditions that extends beyond public

© 2015-2026 50SKYSHADES.COM — Reproduction, copying, or redistribution for commercial purposes is prohibited.

listings and historical sales data. IADA Accredited Dealers and Certified Brokers frequently engage with buyers and sellers before aircraft reach the open market, giving them early visibility into emerging demand, prospective inventory, pricing expectations and evolving transaction trends.

According to survey respondents, well-maintained and competitively priced aircraft continue to attract strong interest and often sell quickly, with some transactions completed through longstanding industry relationships before being publicly marketed. Members also note that buyers are adopting a more disciplined approach, placing greater emphasis on maintenance status, aircraft pedigree, onboard equipment, registration history and long-term operating costs.

In this environment, where limited inventory is met by increasingly sophisticated buyer requirements, the expertise, market knowledge and professional guidance of experienced transaction specialists remain critical to successful aircraft acquisitions and sales.

Favorable Six- and Twelve-Month Market Outlooks

Looking ahead, IADA members expect demand for business aircraft to remain robust over the next six months, particularly in the late-model midsize and large-cabin jet segments. Their 12-month outlook also remains positive, with respondents anticipating broadly stable market conditions supported by continued demand and constrained inventory levels.

In a separate survey assessing expectations for the year ahead, IADA members forecast broadly stable market conditions, with sentiment continuing to favor improvement rather than deterioration. This longer-term outlook carries particular weight, as it reflects the perspectives of experienced aircraft dealers and aviation professionals whose businesses rely on accurately interpreting trends in aircraft availability, transaction volumes, pricing and evolving market dynamics.

Approximately 60% of respondents expect preowned Large Jet+ aircraft values to rise over the next six months, highlighting the ongoing scarcity of inventory within that segment. Across all four categories surveyed, turboprops, light jets, midsize jets and large jets, members generally anticipate stable to modestly higher pricing, while available inventory is expected to remain flat or decline slightly.

Confidence remains strong among market participants, with nearly 30% of dealers indicating an increased willingness to acquire aircraft for inventory. Despite geopolitical challenges, rising operating costs and persistent supply chain disruptions, the survey points to a resilient preowned aircraft market underpinned by robust demand and a continued shortage of highly desirable aircraft.

26 OCTOBER 2026

ARTICLE LINK:
https://connect.50skyshades.com/news/business-aviation/iada-market-report-reveals-rising-dealer-confidence-as-preowned-aircraft-demand-remains-strong

© 2015-2026 50SKYSHADES.COM — Reproduction, copying, or redistribution for commercial purposes is prohibited.