

# Volume 3, Part 11: Citation X (CE750)

by Anthony Theis

**W**orld Aircraft Sales Magazine's asset evaluation series continues this month with a look at the super midsize Citation X. The evaluation is presented in such a way that readers can grasp meaningful, but easy to understand information on its market value history. The goal is to give our readers highly useful applications so they remain informed.

Each featured aircraft is presented with a United States patented graph called JetTrack®. A proprietary program established in 1987, JetTrack® tracks price history, trends and transactions as a simple means to predict the value of your asset.

JetTrack® is broken up into two separate graphs in order to give you the best logical way of determining prices and trends. The top graph represents a history of true asking prices over a ten year period or since the inception of the aircraft (these prices do not represent new OEM deliveries). The bottom graph represents how many aircraft were for sale at the beginning of the month and how many remained for sale at the end of the month.

The clear picture between the two graphs is a linear understanding of the trends and prices. Since prices correlate with supply and demand, the graphs give you a simple understanding of the peaks and valleys. Not only can you predict the value of your asset, but you'll also know the best time to sell or buy.

Simple to use and uncomplicated, you stay ahead of the market with the latest pricing information that's precise and accurate. Best of all, you'll see what happened 10 years ago, five years ago, and what to expect for the future.

## CITATION X

This month we will focus on the Citation X because of its unique niche within the marketplace which we'll explain in detail.

The Citation X was categorized as a 'super-midsize' airplane when it was first introduced to the market - and today it still is very much a 'super-midsize' jet. However, the aircraft is really at the opposite end of the spectrum when you talk about other aircraft in the super-mid category, because on the one



hand it lacks in cabin size compared to other super-midsize aircraft (including the Challenger 300, Falcon 50EX, and Gulfstream 200), but on the other hand nothing matches it in terms of speed within civil aviation, and it offers a superb range.

Ultimately, the Citation X has become an aircraft that almost slots somewhere in between the mid and super-mid category and at a price point that makes it an attractive option when compared to some of the late model mid-size jets, including the Hawker 800XP, Citation XLS, and Lear 60.

## VALUATION

As you'll see in the charts (over page), from around 1999, the Citation X took a bit of a beating for those aircraft that were currently in service during that time, but it was by no means the only model to do so. In some instances, Citation X values dropped nearly 25%. Once this history had cleaned itself up, however, the Citation X seemed to find its niche, and values started to become more solid. Today, the Citation X is doing well. Nevertheless, we'll take a look at its overall fleet value, broken up by serial-number.

## S/N 1-100

Looking at the graph for this category (over page), the early Citation Xs have seen very little improvement in price since 1999. In 2006, there was a bit of a break in the downward trend when supply diminished a little, giving sellers of this aircraft a short window of opportunity.

Through the course of its life as we can see from our graphs, though, there tends to be a higher quantity from this range for sale at any given time, with 15 for sale at one high point and 17 for sale at another.

Most recently we've seen a downward trend in this serial number bracket with the supply level creeping back up toward 11 for sale. The year of make for this range spans between 1996 to 1999. We also see airframe times ranging between 2,700 hours to 9,200 hours.

## S/N 101-170

In contrast to what we have been seeing in the pre-101 serial number Citation Xs, the S/N 101-170 range has proven to be more solid to the marketplace.

When the entire Citation X fleet made its >

correction in early 2004, the 101-170 range stabilized, and has made a steady climb in value since the middle of 2006 where prices today are up just over 5% compared to 2004.

Over the course of our JetTrack graph, we've seen an average of just three aircraft within this range for sale at any given time. That's been on the increase since late 2006, and today we can see six for sale. Nevertheless, it is during this time-frame that the average price has risen slightly.

Average airframe times within this serial number range span from 1,800 hours to 3,000 and the year of make ranges between a 2000 and 2001.

### S/N 171+

In this, the newest range of Citation Xs available, the overall market has remained oddly flat over the last four years with a brief spike in value during the last six months or so.

That brief spike could be expected because this range of aircraft are late-model, low-time and in demand, with between zero to 1,700 hours. Availability of supply has been somewhat low at around four to five aircraft too.

The average price of an aircraft above S/N 171 has reached \$17.5m, compared to an average \$14.4m paid out for an aircraft between S/N 101-170. From experience, I would expect this serial number break to sustain its

\$3m price gap into the future. If you're considering the purchase of a Citation X, pay close attention to what you're getting, and have a clear idea of how long you expect to own the aircraft, as clarity on these issues will make every bit of a difference to your purchase because the buy is what makes the sale down the road. Buyers should also be aware that if they are considering a late model midsize jet or even if they own a midsize jet already, the gap in price between owning an aircraft in that category and a step-up into the super midsize category isn't immense.

► More information from Central Business Jets, Inc; Tel: +1 952.894.8559; Website: www.cbjets.com ■

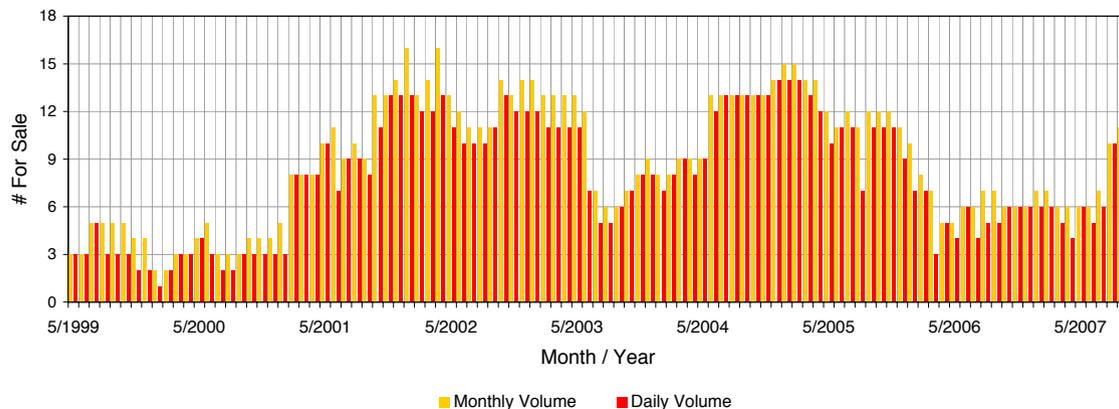
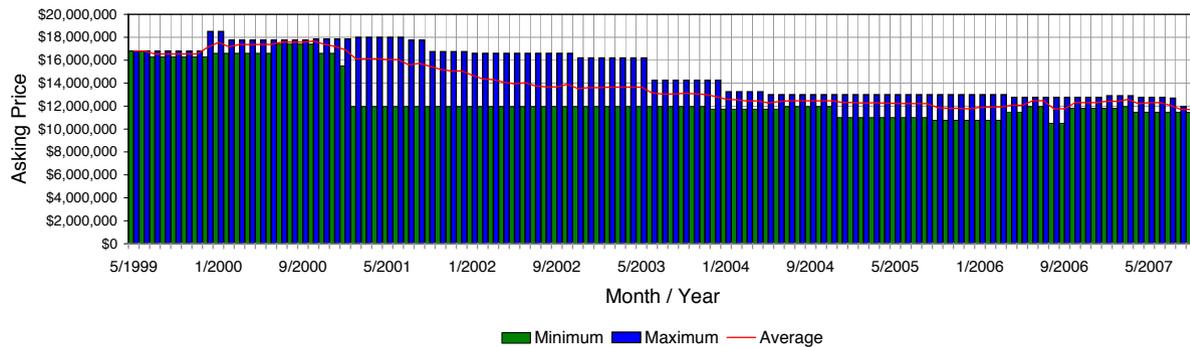
## AIRCRAFT COMPARISONS

	RANGE (AVERAGE CRUISE SPEEDS)	CABIN VOLUME (cubic ft.)	MAX ALTITUDE	AVERAGE FUEL BURN (GAL/HR)	D.O.C (USD)
CITATION X	490	633	51,000	317	\$1,893
HAWKER 800XP	430	604	41,000	272	\$1,709
LEARJET 60	450	453	51,000	216	\$1,473

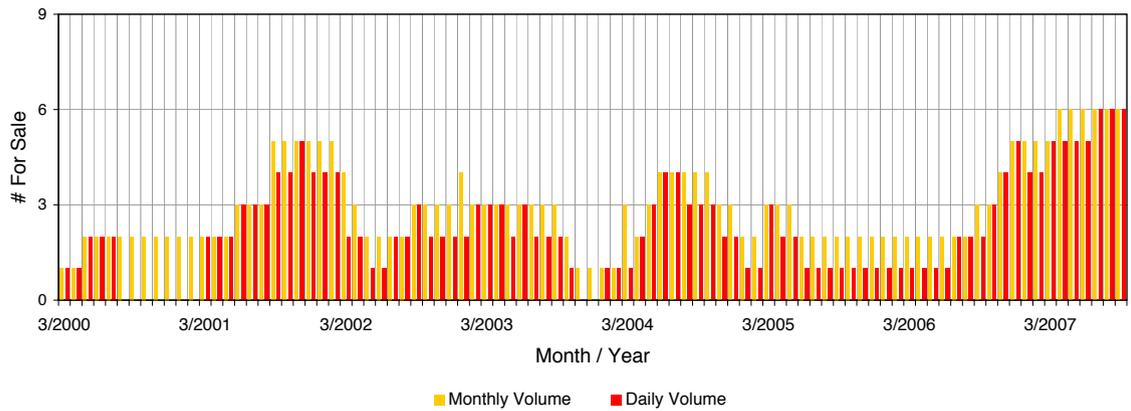
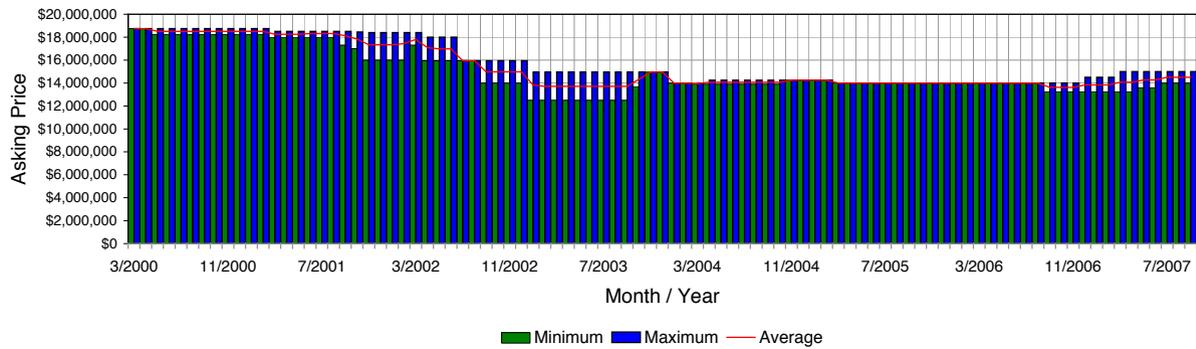
1. The average D.O.C. uses \$3.75 USD / gal.
2. Range is calculated using max fuel on board with IFR reserves.
3. Total D.O.C. costs are derived from operator feedback and include airframe & engine inspections, life limited components, fuel burns, engine, APU, and avionics reserves.

Source: Central Business Jets JETCOST® REPORT

## Citation X SN 1-100 Aircraft For Sale



## Citation X SN 101-170 Aircraft For Sale



## Citation X SN 171 & Above Aircraft For Sale

