

An ALTEA Guide:

## ALTEA's Business Jet Pre-Sale Housekeeping Checklist

**Selling a business jet in 2026 requires more meticulous preparation than ever before.**

Factors such as connectivity expectations, sustainability trends, regulatory scrutiny, and shifting global trade relations all influence transaction speed and aircraft value. By addressing legal, technical, financial, and marketing details upfront, sellers can maximise value and mitigate risk. **ALTEA** can be your team of experts to meet your needs.

### 1. Technical & Maintenance Preparation

- Conduct a **pre-sale technical inspection** (independent MRO if possible).
- Ensure **all logbooks are complete, organised, and digitised**.
- Verify all **STC documentation** is included.
- Confirm **no missing entries** for repairs or minor damage.
- Review upcoming **major inspections** (C-checks, engine overhauls).
- Update or verify functionality of **avionics and cabin tech**, especially inflight connectivity as new LEO-based systems enter the market (e.g., Gogo Galileo, Starlink competition).
- Address maintenance items early due to **2026 maintenance slot shortages**.

### 2. Documentation, Legal & Compliance

- Perform a **title search** and resolve any liens.
- Confirm **ownership/trust documents** are up to date - important due to heightened EASA / FAA scrutiny around ownership transparency and registry issues.
- Verify **export/import paperwork** for potential international buyers.
- Ensure FAA/EASA **conformity documentation** is complete.
- Check compliance with new or evolving **charter oversight rules** (FAA increasing Part 135 enforcement in 2026).
- Ensure any modifications meet relevant regulatory standards.

### 3. Tax, Tariff & Financial Readiness

- Review **sales/use tax implications** for your region and the buyer's.
- Prepare clear **financial summaries**, including operating costs, depreciation schedules, and upgrade history.
- Assess potential **tariff or trade impacts**, given 2026's volatile trade relations environment.
- Resolve any outstanding **financial liabilities** attached to the aircraft.

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## 4. Cosmetic & Cabin Preparation

- Inspect and touch up **interior wear** (carpets, seats, veneers).
- Ensure cabin systems (IFE, lighting, WiFi) are all functional.
- Consider upgrades aligned with **2026 buyer expectations** for modern interiors and comfort features.
- Refresh minor exterior aesthetics (paint polish, decal repair).

## 5. Sustainability & Fuel-Related Considerations

- Document the aircraft's ability to use **SAF (Sustainable Aviation Fuel)** - important as SAF usage grows significantly in 2026.
- Highlight any eco-efficient upgrades or emissions improvements for buyer marketing.

## 6. Marketing & Presentation

- Commission **professional photography and videography**.
- Create a polished, accurate **specification sheet** with full equipment lists.
- Highlight luxury differentiators (custom interiors, premium connectivity, refurbished cabin), relevant due to 2026's luxury-focused buyer behavior.
- Benchmark pricing against **current market trends**, especially growing demand for large-cabin and long-range jets.
- Work with a broker who understands **2026 aviation trends**.

## 7. Timing, Supply Chain & Market Conditions

- Account for **supply-chain delays**, which can affect part availability and upgrade timelines through 2026.
- If you plan upgrades, book early—maintenance demand still exceeds supply.
- Understand current **regional market demand** (North America dominant; South America increasing growth).

## 8. Pre-Listing Strategy & Stakeholder Alignment

- Hold a kick-off meeting with your **broker, aviation attorney, and accountant**.
- Decide whether to complete certain maintenance or pass it to the buyer with price adjustments.
- Prepare a **disclosure package** to build buyer trust and avoid renegotiation.
- Determine your **target timeline** and acceptable price range.



Aircraft | inside & out

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### About ALTEA:

ALTEA is retained by those who want fresh thinking secured by experience in asset management; procurement and sales; financial solutions and design. Specialising in business jets, regional aircraft and helicopters, the expert team interprets knowledge and insight to achieve extraordinary results. Clients include financial institutions, operators, aircraft manufacturers, governments and private individuals who seek, a blend of specialist knowledge, integrity, and inspiration to resolve complex and sensitive aircraft projects. Visit: <https://altea-aero.com/>

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