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PRESS RELEASE

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ALTEA advises structured approach as business jet sales become increasingly complex

London, 6th August 2026: ALTEA, a multidisciplinary team of aviation specialists with a strong track record of buying, selling, and refurbishing business jets, has released a comprehensive Business Jet Pre-Sale Housekeeping Guide, designed to help owners address essential legal, technical, financial, and design details before bringing an aircraft to the market.

With OEM delivery delays and ongoing supply chain pressures driving demand for pre-owned jets, and recent tax incentives encouraging investment, it appears to be a good time to sell your business jet. However, tightening regulation, shifting global trade dynamics, and changing buyer expectations mean that selling a business jet in 2026 is far from straightforward.

“Preparation, timing, and accuracy are now critical to achieving a successful outcome,” says Robin Dunlop at ALTEA. “Sellers who approach the process without the right guidance risk delays, reduced value, or deals falling apart entirely.”

ALTEA identifies missing or incomplete maintenance logs as one of the most common points of failure in transactions. While reconstruction is possible, it is time-consuming, expensive, and often discovered too late. In addition, documentation standards have recently become more rigorous and less forgiving. Across FAA, EASA, and CAA oversight, there is greater emphasis on certification, traceability, and complete maintenance history.

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External market factors add further complexity. Buyer behaviour continues to be greatly driven by tax incentives, with activity concentrated around key financial deadlines. Sellers who miss this window may face reduced demand and extended time on the market. In addition, recent geopolitical uncertainty and newly introduced tariffs are complicating cross-border transactions, increasing both cost and risk.

ALTEA highlights the dangers of entering the market without a clear pre-sale strategy. Inconsistent marketing, listing with multiple brokers, or poorly coordinated sales processes can create confusion, encouraging buyers to negotiate more aggressively. With prolonged market exposure resulting in significant economic penalties, a structured approach to positioning, pricing and execution is crucial.

“Many sellers underestimate the importance of how their aircraft is presented to the market,” explains Dunlop. “Carefully planning the timing and location of delivery is more crucial than ever, and the structure and execution of the sales process itself can have a profound impact on final value.”

Buyer expectations are also shifting, with a younger demographic entering the market, placing greater emphasis on productivity and connectivity over traditional markers of prestige. Growing emphasis on sustainability also means lighter materials and environmentally conscious upgrades are becoming more attractive to buyers. Aircraft that lack these features may be perceived as outdated, even when technically sound, and sellers may find it harder to compete.

“Today’s buyers expect aircraft to function as efficient, connected environments. At ALTEA we work with owners to align interiors with current buyer expectations,” adds Dunlop.

ALTEA’s Business Jet Pre-Sale Housekeeping guide has been developed to address these challenges, providing a structured approach to preparing an aircraft for sale in today’s market. Through its advisory service, ALTEA works closely with owners to identify potential risks early, addressing any technical, legal, or commercial issues that may hinder sales. By combining market insight with hands-on experience, ALTEA provides owners with the clarity and preparation required to navigate complexity and achieve successful outcomes.

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/