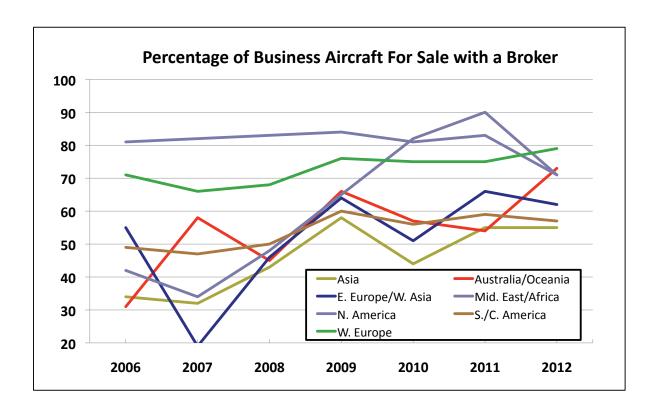
## A Change in Tactics



n recent years, AMSTAT's statistics show that a tumultuous economic climate does not significantly affect owners' habits when selling an aircraft. In most regions throughout the world, the pattern in the past six years of owners using an aircraft professional to sell their aircraft did not change despite difficult times. This year, however, reveals a shift in some owners saving on commission and going it on their own while others did the exact opposite and saw the value of using a pro.

The most noticeable differences were in the Mid East/Africa and North America regions. Last year at this time, 90% of the aircraft for sale in the Mid East/Africa region were represented by a broker. This year, that number has dropped to 71%. Similarly, in North America, last year 83% of the aircraft for sale were for sale with a broker. This year that number dropped to 71%.

The Australia/Oceania region did not follow this trend of saving on commission, rather, deciding to use the expertise of a professional. Last year, only 54% of the aircraft for sale in

that region were for sale with a broker, as compared to this year, where there are 73% of the aircraft for sale with a broker.

Western Europe, Eastern Europe/West Asia, South/Central America and Asia all remained fairly consistent with some notable changes. The percentage of brokers used in Western Europe increased 2% from last year to this year. The Eastern Europe/West Asia region dropped 4% this year; in addition, the South/Central America region dropped 2% this year. Asia stayed exactly the same in 2011 and 2012 with 55% of their aircraft sale with a broker.

While some of these statics may seem insignificant, the fact that they are changing after so many years acknowledges that aircraft owners are not content with the present situation. Some are trying to sell aircraft on their own while others are switching to brokers, the bottom line is that aircraft owners are striving to get the best deal on their aircraft and are willing to try different tactics to get it.