

# Volume I, Part 7: Citation 525 Series

by Anthony Theis

**W**orld Aircraft Sales Magazine's asset evaluation series continues this month with a look at the Citation 525 Series. As usual, the evaluation is presented in such a way that readers can grasp meaningful, but easy to understand information on the series' 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.

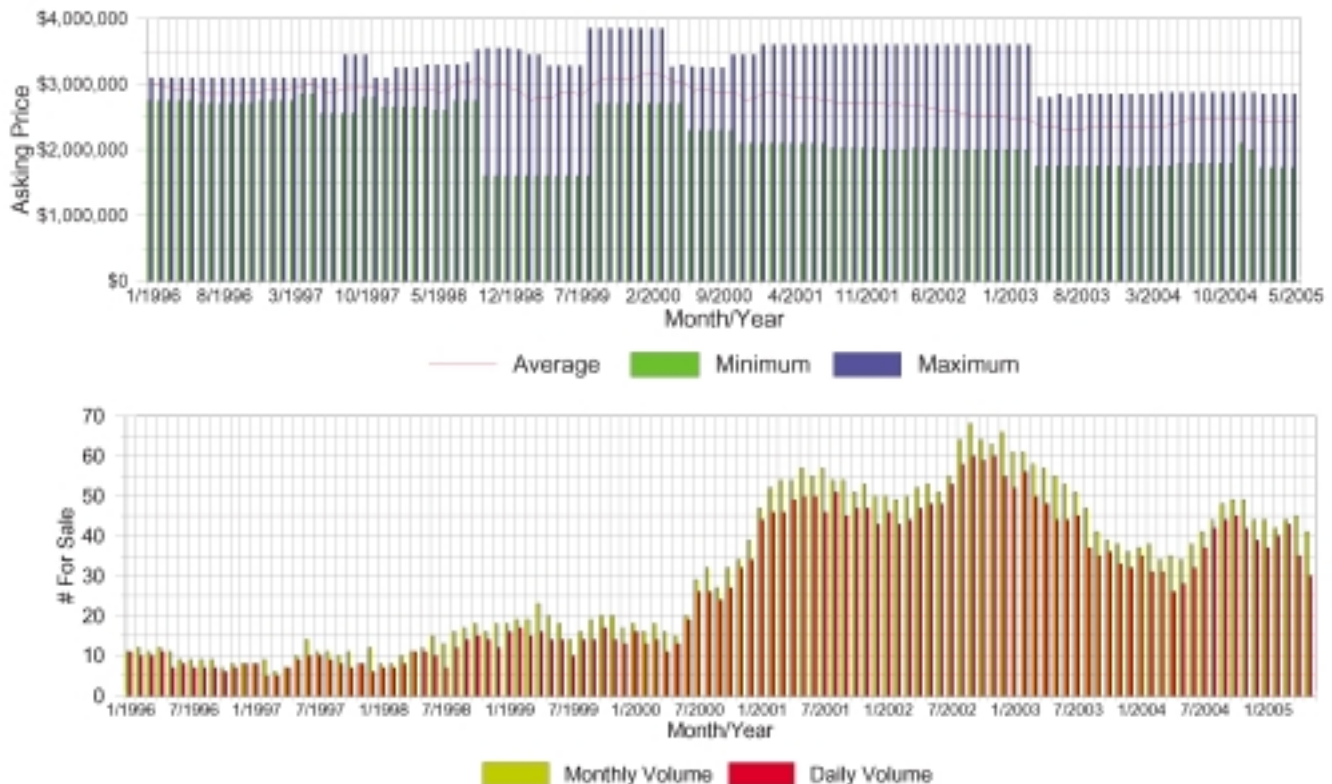
Simple to use and uncomplicated, you stay ahead of the market with the latest pricing information that's precise and accurate. Best of all, you'll see what happened 10 years ago, 5 years ago, and what to expect for the future.

## CITATION 525 SERIES

Cessna certainly engineered a phenomenal airplane introducing the original Citation 525 in the early nineties. Receiving type certification in 1992, the introduction of the Citation 525 brought a close to an era in which there really wasn't an economical jet with single pilot operation that could compete with the

## Citation 525 Aircraft For Sale

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turboprops. Since its initial inception, Cessna introduced three more updated versions of the Citation 525 with the CJ1, CJ2, and now its latest version – the CJ3.

The first Citation 525s, otherwise known as the CitationJet were delivered in 1993. The aircraft was designed to develop the original Cessna 500 series- powered by Williams FJ44 engines - that had previously proven to be truly efficient and reliable.

Cessna produced 359 CitationJets, before updating its product offering with the CJ1 in 1999. Over 190 CJ1's have been built offering an improved cockpit panel, and an increase

of 200 lbs gross MTOW.

Cessna again opted to build on its airplane with the CJ2 taking first deliveries in 2001. The CJ2 essentially incorporated a longer fuselage, added more gas, and offered more engine thrust than the original 525.

Today, of course, the latest of the product series - the CJ3 continues to improve the overall offering of the Citation 525, while the CJ1+ and CJ2+ are at varying stages on the production line.

#### THE CITATION 525 MARKET...

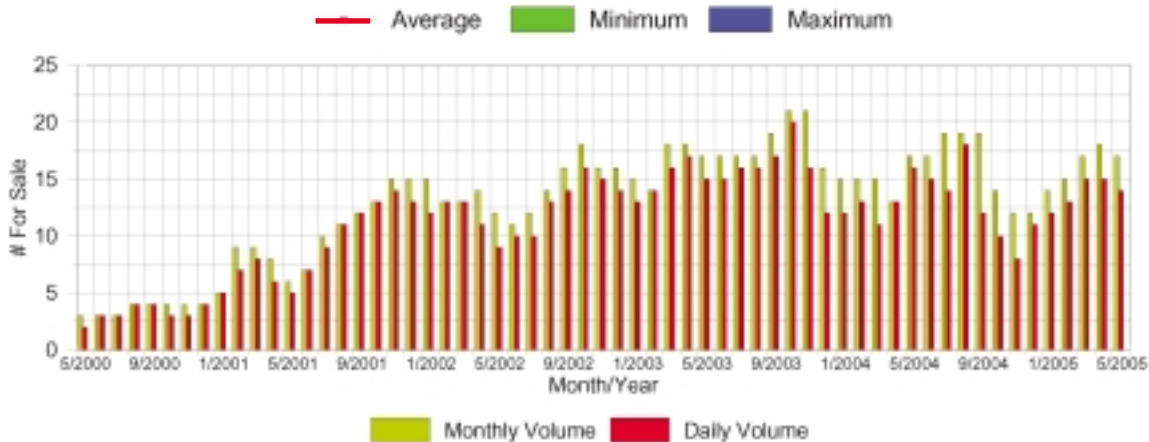
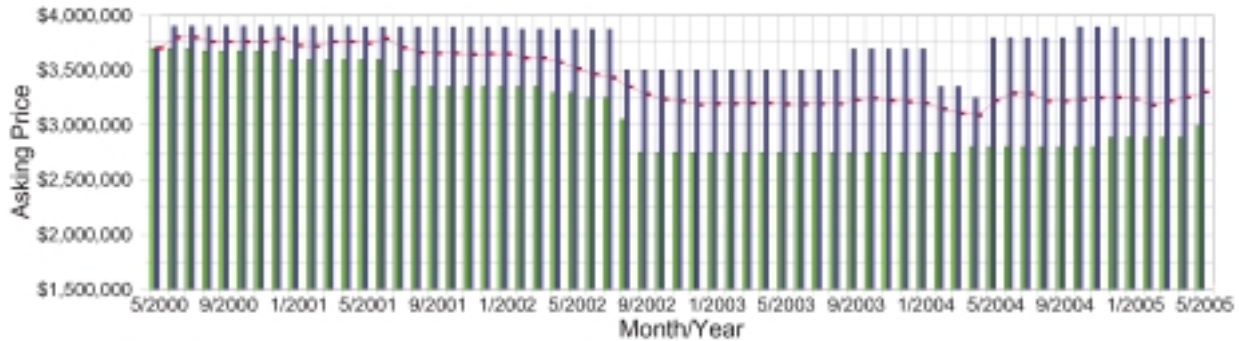
The overall market of the Citation 525 Series

has proved to hold considerable value. All the aircraft in the family are reliable, and offer low fuel burn rates thus causing operational costs to be relatively inexpensive. It's also worth noting that the early 525 models are still actually only 12 years old!

If you can operate a business jet for the same cost of a turboprop and go 100-150 knots faster there's something here to seriously consider, mission requirements aside. Yet I'm often surprised by results of research at *Central Business Jets* that more turboprop operators haven't moved into this type of aircraft.

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Looking at the original CitationJet (525) using the JetTrack graph, it is clear how well its value has held in the last ten years. Looking back to August of 1996, the average asking price was just under \$2.9 million. Today, the average asking price is right around \$2.5million, representing only a \$400,000 drop in nearly a decade for a mass-produced airplane.

Cessna has been making the 500 Series jets since the 1970's, and consequently has a vast support network, offering excellent parts availability, to add to a solid product. This may be one reason for the continued popularity of the original CitationJet.

Moving onto the CJ1 graph, there's a marked difference compared to the Citation

525. Its value hasn't held as well over the years – dropping \$500,000 over a five year period. Take into consideration that the only real difference between the CitationJet and CJ1 is an updated cockpit and increased gross weight, I just don't think for the average purchaser that this adds enough long-term value. The CJ1, after all, breaks the \$3 million mark, whereas the original CitationJet doesn't. Putting my neck on the block, I would predict that over time, as the fleet of the original 525s age more, the newer CJ1 will recoup some of its original value.

Let's turn our attentions to the CJ2, for which the average asking price has continued to climb since the beginning of 2000.

There are three things to note that contin-

ue to drive the airplane's value: First, there is the increased range on the CitationJet and CJ1, and the ability to carry more payload. The second factor reverts back to simple economics! There just hasn't been a great amount of supply. The third point involves the aircraft's position (until recently) at the top of the product line series - which generally, in sales terms, gives it greater value.

As mentioned above, the CitationJet really has marked a new era for entry-level business aircraft buyers down the years. Some basic parameters (below) comparing the Citation Series further illustrates this.

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

### BASIC CITATION 525 CATEGORY COMPARISONS:

	RANGE (AVERAGE CRUISE SPEEDS)	SPEED (AVERAGE CR)	MAX ALTITUDE	AVERAGE FUEL BURN (GAL/HR)	ENGINE TYPE
CE525	1,200	360	41,000ft	118	FJ44-1A
CJ1	1,200	360	41,000ft	118	FJ44-1A
CJ2	1,450	375	45,000ft	130	FJ44-2C
CJ3	1,675	395	45,000ft	140	FJ44-3A

### CJ2 For Sale

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