



## AIRCRAFT SALES AND ACQUISITION SERVICES

### *About Us*

Whether you're buying or selling an aircraft, you can rely on Avia Aero Services to help you gain the greatest advantage in your transaction. With over 25 years experience serving the aviation industry, we understand the marketplace and the complexities of aircraft sales and acquisitions. Avia offers the expertise, resources and commitment to serve as your personal broker, facilitating the entire process while saving you both time and money.

### *Aircraft Sales Service*

Selling an airplane can be a time-consuming and expensive undertaking, requiring extensive research, promotion, negotiation, banking, document submission and more. Avia will manage every aspect of this process for you, helping you obtain the best possible price for your aircraft in the shortest period of time.

**Aircraft Appraisal** Determining the fair market value of your aircraft based on current market conditions is the first step. Prior to representing an aircraft, we conduct a thorough market analysis of the aircraft using a variety of industry sources together with current comparable listings. As an option we can arrange to have your aircraft appraised by the National Aircraft Appraisers Association which provides an independent, comprehensive evaluation of your aircraft that is trusted by lenders, insurers and other industry groups.

**Promotion** With a competitive sales price established, we will prepare a wide array of professional advertising material to ensure that your aircraft is presented in the best possible way. In addition to a full color printed "specifications sheet", the aircraft information will be published on our website and disseminated throughout our dealer network. We will place and maintain effective advertisements in a variety of internet and nationally-distributed publications.

**Negotiation** One of the most tedious aspects of selling an airplane on your own is dealing with buyer inquiries. Telephone calls, emails and faxes come at all hours of the day and night, most of which are from people who are not seriously looking for an aircraft or simply do not qualify. Yet, each is entitled to a professional and prompt response. Using our toll-free number, email address or fax, prospective buyers will be able to contact us seven days a week for information, insulating you from annoying calls and unqualified buyers. We will present you only with bonafide written offers for your private consideration without having to meet with prospective buyers (unless, of course, you would prefer to do so).

**Closing** With an acceptable written offer in hand, we will complete a comprehensive Aircraft Sales Agreement, open the escrow account, obtain a deposit and prepare all FAA documents on your behalf. We can even accept credit card deposits from buyers if necessary. And we can arrange to have the aircraft ferried should the need arise. In short, we'll coordinate the entire closing for you from start to finish. Nothing could be easier!

**We are so confident in the quality and professionalism of our brokerage service that we offer our customers an unconditional guarantee. If you are not satisfied with our service for any reason, we will refund any money paid to us (less any amount spent on your behalf for marketing expenses or appraisals).**

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## ***Aircraft Acquisition Service***

At Avia, we realize that purchasing an aircraft is a significant commitment that oftentimes can represent the single largest investment one will make. Despite this, many buyers attempt to purchase an aircraft without the aid of a qualified and experienced representative, and in doing so, put themselves at unnecessary risk.

There are numerous challenges to buying a pre-owned aircraft, including suitability, aircraft history, market valuation, purchase negotiation, FAA title and document submission, contractual obligations, escrow and closing, and much, much more. Avia's professional aircraft acquisition service will guide you through each step of the process to ensure you obtain the right aircraft at the right price.

**Aircraft Suitability** We begin each acquisition process by first determining the buyer's typical mission and use for the aircraft. Too often, buyers purchase an aircraft that turns out to be unsuitable for their situation, forcing an early sale and unnecessary expense. Our individualized service will guide you in the selection process and accurately identify the type of aircraft that will serve you best now, and into the future.

**Qualification** Avia works closely with several national lenders that will pre-qualify you in advance. By being pre-qualified, you not only can rest assured that you have the immediate means to purchase an aircraft when the right one comes along, but you also add credibility to your purchase offers and negotiations.

**Aircraft Search** This is where the expertise and experience of a qualified broker becomes invaluable. Finding the right aircraft takes a great deal of research, knowledge and dedication. There are so many potential pitfalls to buying a used aircraft, that we could easily write an entire book discussing them. It is not uncommon for us to spend two to six months locating an aircraft for a client, and sometimes even longer depending on the market. Once we've narrowed the field to those aircraft we deem exceptional, we will meet with you to discuss each prospect and the method we used for evaluating each aircraft. Written offers will then be submitted and prepared on your behalf, with counter-offers to follow if necessary.

**Closing** Avia will expertly handle the entire closing from start to finish. From the pre-buy inspection, to the escrow compliance and FAA document submission phase, we do it all! We'll even arrange for the aircraft to be ferried to your local airport if necessary. And because of the extensive research and market valuation we do on your behalf, you'll actually save money purchasing an aircraft through Avia rather than trying to do so on your own. Not to mention the peace of mind that comes with having purchased an aircraft with the assistance of a qualified, experienced broker at your side.

**Training** Avia offers professional flight training services, from initial certification to aircraft-specific transition training. Our unique courses give you the skills, knowledge and proficiency to operate your new aircraft with confidence and peace of mind.

**We are so confident in the quality and professionalism of our buyer representation service that we offer our customers an unconditional guarantee. If you are not satisfied with this service for any reason, we will refund any money paid to us ... period.**

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## RATES

### Seller Representation Services

**Broker Fee**

5.00% of selling price on the first \$100,000.00; 3.50% on sales amount over \$100,000.00. A minimum fee of \$3,000.00 applies. A 50% deposit<sup>1</sup> is required at signing of Aircraft Brokerage Agreement, with the balance due upon sale of aircraft.

Description	Fee
AviaAppraisal™ Aircraft market valuation prepared in-house using a variety of industry sources, together with current comparable listings (refundable at signing of Aircraft Brokerage Agreement).	\$149.00
NAAA Appraisal (optional)	From \$300.00
Aircraft Detail (optional)	CALL FOR QUOTE
Aircraft Inspection (optional)	CALL FOR QUOTE

#### <sup>1</sup>SATISFACTION GUARANTEE

Avia offers an unconditional, money-back satisfaction guarantee on our brokerage service. If you are not completely satisfied with our service, we will promptly refund your deposit (less any advertising and/or appraisal fees paid for by Avia on seller's behalf).

### Buyer Representation Services

**Broker Fee**

3.00% of purchase price. A minimum fee of \$3,000.00 applies. A \$1,500.00 deposit is required, with the balance due upon aircraft purchase.

Description	Fee
FAA Title Search	\$59.00
FAA 337 Copies	\$59.00
FAA/NTSB Accident/Incident Report	\$59.00
All of the above	\$139.00
NAAA Appraisal Fee	From \$300.00
Escrow Account Fee	CALL FOR QUOTE
Pre-Purchase Inspection	CALL FOR QUOTE
Title Insurance	CALL FOR QUOTE

Rates subject to change without notice. Payment of brokerage fees by credit card subject to 2.5% surcharge to cover merchant service fee.

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