

Key Metrics

YTD 2021

TREND
vs Q1 to Q3 2020

RETAIL SALES VOLUME
ON & OFF MARKET

98 units \$263m

-2%

-26%

ABSORPTION RATE

1.5 years

-22%

Q3 2021

TREND
vs Q3 2020

SUPPLY FOR SALE
ON MARKET

196 units \$735m

-24%

-25%

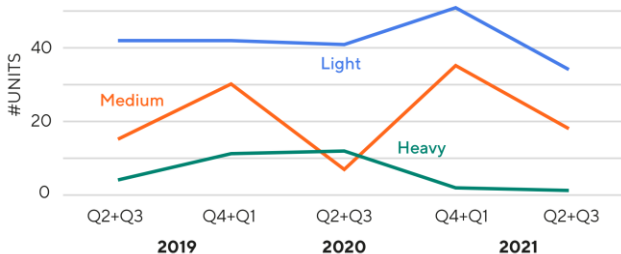
DEAL PIPELINE

16 units

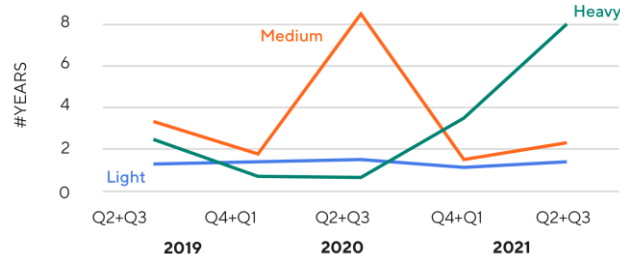
+23%

Semester Trends

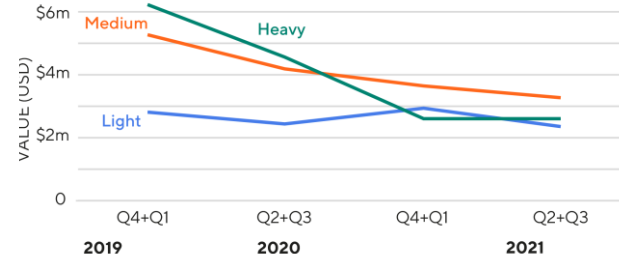
RETAIL SALES (ON & OFF MARKET)



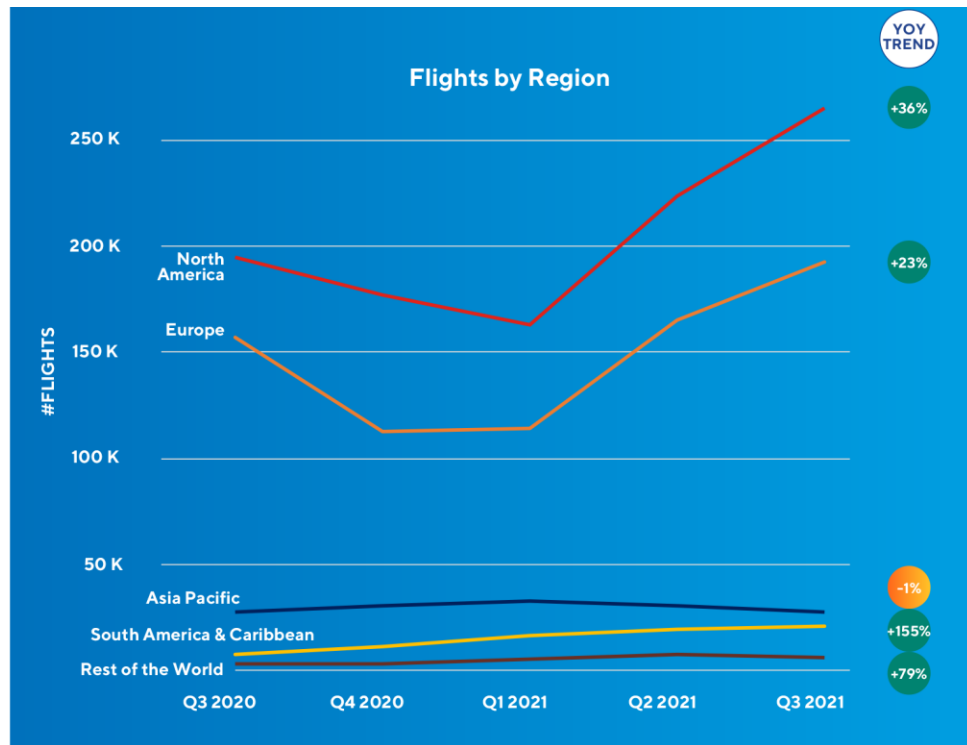
ABSORPTION RATE (#YEARS)



AVERAGE TRANSACTION VALUE



Heli Flight Trends



YTD 2021 Liquidity Lineup

RANK	MODEL	Q1 - Q3 YOY retail sales trend	Q3 YOY supply trend	YTD 2021 abs rate	YOY abs rate trend
1	EC145/H145	+20%	-50%	4 mth	-5mth
2	AW109S/SP	+111%	-44%	10 mth	-24yrs
3	S76C+/C++	+325%	-55%	11 mth	-7.4yrs
4	BELL 429	-40%	-62%	7 mth	-4mth
5	EC135/H135	-7%	+48%	2.1 yrs	+10mth
6	A109E POWER	-25%	-22%	1.8 yrs	+1 mth
7	S76D	+200%	-71%	6 mth	-4.8yrs
8	AW139	-10%	NO change	2.3 yrs	+3mth
9	EC155B1/H155	NO change	-38%	2 yrs	-13yrs
10	EC225/H225	-77%	NO change	2.3 yrs	+17yrs
11	BELL 412EP	-80%	-12%	17.3 yrs	+134yrs
12	S92A	-100%	+17%	N/A*	N/A*
13	AW169	NO change	+100%	N/A*	N/A*