

# THE KING AIR BRIEF

MONTHLY INSIGHTS FOR KING AIR 350i OWNERS

AUGUST 2026

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VERITY JET MARKET INTELLIGENCE | THE TRUSTED RESOURCE FOR KING AIR 350i OWNERS

## EXECUTIVE SUMMARY

- Only four U.S. King Air 350i listed on JetNet (excluding fractionals)—inventory scarce.
- Strong off-market demand; multiple above-market unsolicited offers in past 30 days.
- Buyers seek low-time, well-maintained aircraft with strong avionics, complete records & programs.
- Proper pricing & presentation drive faster interest.

## MIKE'S MARKET OBSERVATION

One clear trend this past month: the strongest buyer activity occurs before aircraft are publicly listed. Several owners have received unsolicited offers above typical market expectations.

*Mike Munson*

## MARKET PULSE

JULY 2026

AUG 2026

|                        |         |         |                |
|------------------------|---------|---------|----------------|
| CURRENT INVENTORY      | 7       | 4       | ▼ -43%         |
|                        |         |         | vs. last month |
| AVERAGE ASKING PRICE   | \$6.44M | \$5.53M | ▼ -14.1%       |
|                        |         |         | vs. last month |
| AVERAGE DAYS ON MARKET | 121     | 68      | ▼ -43.8%       |
|                        |         |         | vs. last month |
| SOLD THIS MONTH        | 4       | 1       | ▼ -75%         |
|                        |         |         | vs. last month |
| ACTIVE WORLDWIDE FLEET | 463     | 463     | 0%             |
|                        |         |         | No Change      |

## BUYER BEHAVIOR

**Pre-buy inspections now focus on near-term financial exposure, not just airworthiness.** Buyers closely evaluate engine status, landing-gear calendar, and upcoming inspections. Aircraft with organized records and pre-addressed discrepancies better preserve value and avoid late renegotiation.

## SELLER STRATEGY

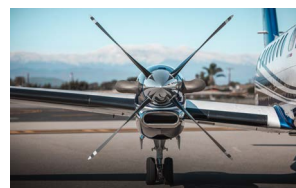
The market favors prepared sellers. Limited inventory drives buyers to desirable—and often off-market—aircraft. Focus on positioning, complete records, and realistic pricing to maximize interest and leverage.

## TRENDING MARKET DRIVERS

While total time remains important, recent activity shows that buyers evaluate the complete aircraft—not just airframe hours.

Avionics, maintenance history, engine program enrollment, interior condition, paint quality, and overall presentation influence value as much as raw flight time.

## DID YOU KNOW?



Engine-program enrollment boosts buyer confidence, but buyers value programs differently.

Provider, coverage level, payment status, transferability, engine times, and upcoming maintenance all shape how a program affects marketability and aircraft value.

## IN THE NEXT ISSUE

### How We Determine Market Value

*A closer look at the key factors that drive pricing strategy—and why two similar King Air 350i aircraft can sell for very different prices.*

### Year-End Aircraft Planning

*Why successful December deals start well before December 1.*



## FROM MIKE

I have a simple goal: I help King Air 350i owners make smarter decisions. If you have questions about the market, your aircraft, or your options, I'm always happy to help.

### MIKE MUNSON

30+ years Aviation & Business Experience

## LET'S TALK.

No pressure. Just real answers.

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Know someone who would benefit from this report?

Forward it to a fellow King Air 350i owner.



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