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Sent: Thursday, December 29, 2011 5:27 PM
To: jeevacation@gmail.com
Subject: GIV / GIVSP comparison

Jeffrey,
this article was posted Feb 2006, granted old info, but like the comparison and view of the GIV aircraft compared to the GIVSP, see article below,

note the table with smaller capt chairs, compared to dual seats,

Date February 2006 AvBuyer Sale report article: <http://www.avbuyer.com/articles/detail.asp?id=263>

Gulfstream IV airplanes for sale/Gulfstream IVSP jet aircraft for sale

A year ago this month we looked at the GIVSPs historical value, and also looked forward six months to predict its future value. While bringing you up to speed with the IVSP over the past year, we're also going to introduce the Gulfstream IV, its predecessor to the equation.

Down the years, the OEMs have done a tremendous job marketing their airplanes, and especially marketing their various replacement models designed as upgrades for older models in their product lines. The Gulfstream IV and Gulfstream IVSP jet aircraft for sale

<<http://www.avbuyer.com/AircraftSales/AircraftResults.asp?ListId=3D1&AircraftManufacturerId=81&subList=1258&NumberPerPage=3D10>> is a perfect example of this.

To this day, I still come across potential purchasers of a Gulfstream IV or a IVSP that tend to believe that these two airplanes come from different families. While it is true that there are a few internal differences, they're still the same airplane with the same fuselage, wing, and engines. The main differences include an updated avionics suite and a gross weight increase that is now standard on the IVSP. If you pulled both airplanes up on an FBO ramp side by side, you wouldn't know the difference.

The moral of that particular story: If you're thinking into the future about a Gulfstream IV or IVSP, you'll have to ask yourself how much more you're willing to pay per year for a newer year model.

If you have a certain budget in mind, then the answer you will seek will be clearer and more obvious. There have been more than 500 GIV/GIVSPs produced down the years, but which one appeals to you, your budget, and your needs the most? Let us take a look at some of the value trends that have taken shape over time.

It's truly amazing how well the Gulfstream IV business jets for sale has held its value (industry downturn excepted) - and we predict it will continue to do so. Nearly ten years ago, the average price of a straight GIV ranging from a 1986 model to a 1993 model was around \$18m with an average of two or three for sale at any one time. Almost 10-years into the future as 2005 ended, its value was just only just shy of that number at \$17.5m, with an average daily total of 11 airplanes for sale <<http://www.avbuyer.com/AircraftSales/default.asp>> at the end of December 2005. That represents

only 5% of the entire GIV fleet on the market. By comparison, in July of 2005, there were a total of 5 GIVs for sale representing 11% of the fleet.

So how does this compare to the Gulfstream IVSP aircraft sales <<http://www.vbuyer.com/AircraftSales/default.asp>> market? Ten years ago, the average price of a Gulfstream IVSP was \$25m with only two for sale in the world. Today, the average price of the Gulfstream IVSP is back at \$25m with a total of 14 for sale at the end of December, again representing just 5% of the fleet.

So in theory, the question still remains in our opinion, how much more are you willing to pay for a newer airplane?

As mentioned, a straight GIV can be almost the same as a IVSP with the exception of the avionics suite. This of course could be upgraded, but may not be cost effective in terms of the money, and certification process involved in the upgrade.

At the time of writing, the lowest priced GIV is around \$15.5m for a 198 model while the highest GIVSP price is \$28m for a much newer 2001 model. This fact alone should indicate that the entire Gulfstream IV fleet requires substantial consideration when you approach it.

As mentioned near the start of this monthly series, we can point out the price trends, but that can only be a starting point in the decision making process. We hope the above information gives you some insight when its time to start making a purchasing or selling decision