AEROCOR

Eclipse Aircraft Buyer's Guide & FAQ

Public Edition v1.27
Updated 1/1/24

Welcome to the world of Eclipse! We created this guide as a tool to help buyers better understand all aspects of the aircraft and the ownership experience. As the world's largest broker of pre-owned Eclipse aircraft, AEROCOR is uniquely qualified to educate buyers about all aspects of Eclipse acquisitions and ownership.

AEROCOR is one of the most successful light aircraft sales organizations in the world. By utilizing a unique method of combining proprietary market data with model specific aircraft knowledge, AEROCOR helps guide buyers to the right value. Key highlights include:

- Focus on Light Aircraft - AEROCOR strictly focuses on owner-flown aircraft, such as the Eclipse aircraft line. This allows us to fully understand the specific nuances and ultimately the specific values of these aircraft
- Proven Track Record - AEROCOR produces results that no other organization can match.
- Unique Incentives - AEROCOR is the only organization in the world that can offer unique incentives together with pre-owned Eclipse aircraft.
- Proprietary Market Data - We constantly gather market data that applies to your specific airplane. This allows you to buy or sell with confidence, knowing that you are getting the right price for your aircraft.

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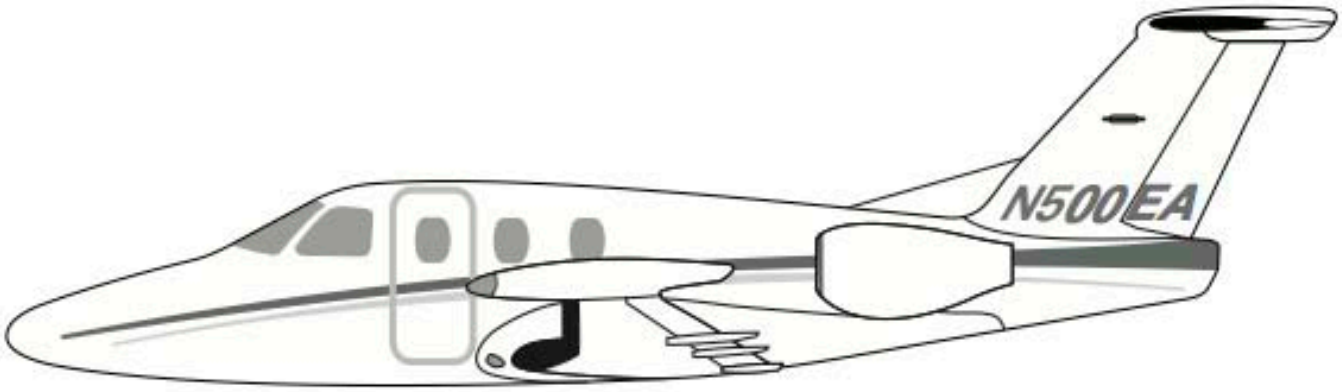
*CE - Customer Edition only (Available to AEROCOR Acquisition clients.)

Eclipse 500
Standard Paint Schemes

The original Eclipse 500 offered a total of seven different exterior paint schemes: three for the “Standard” version aircraft, and four for the “LX” version aircraft. The layouts available were as follows (LX shown on next page):

S-1



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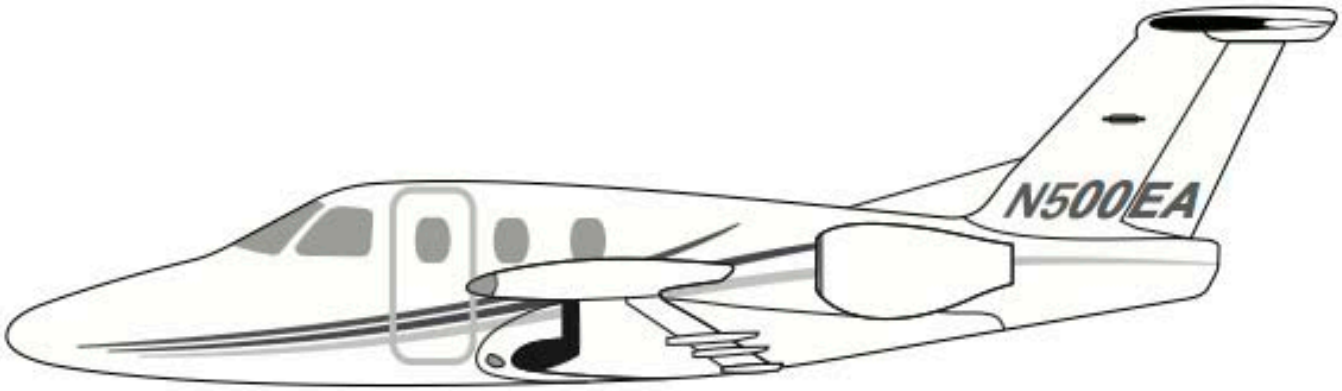

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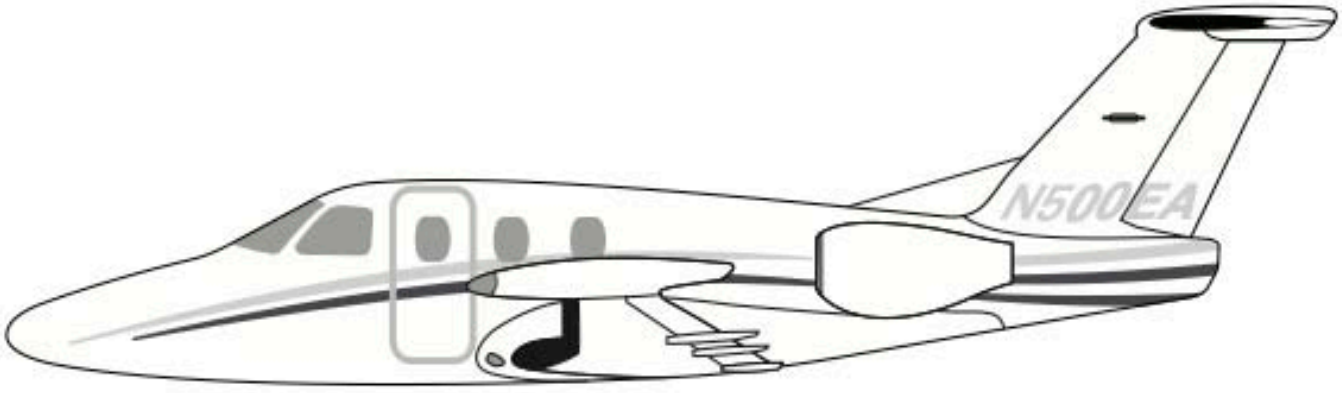
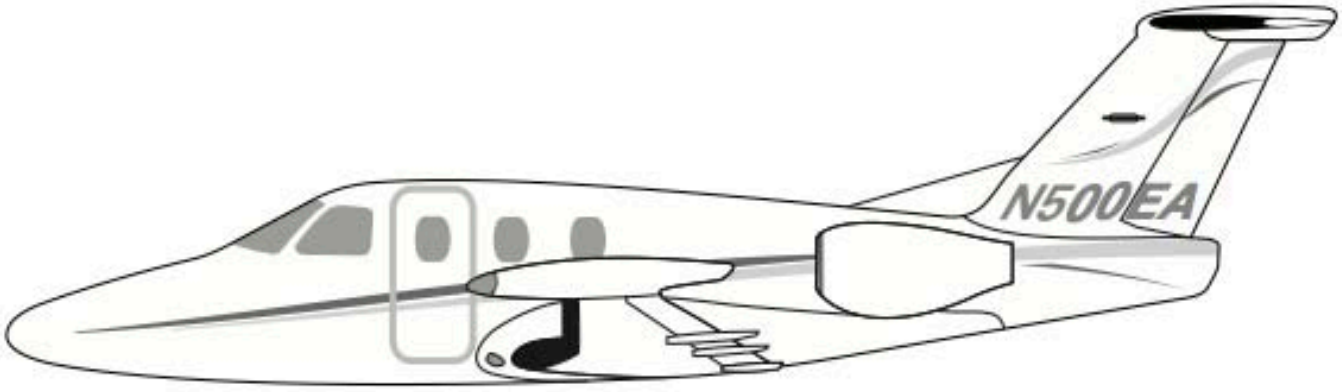
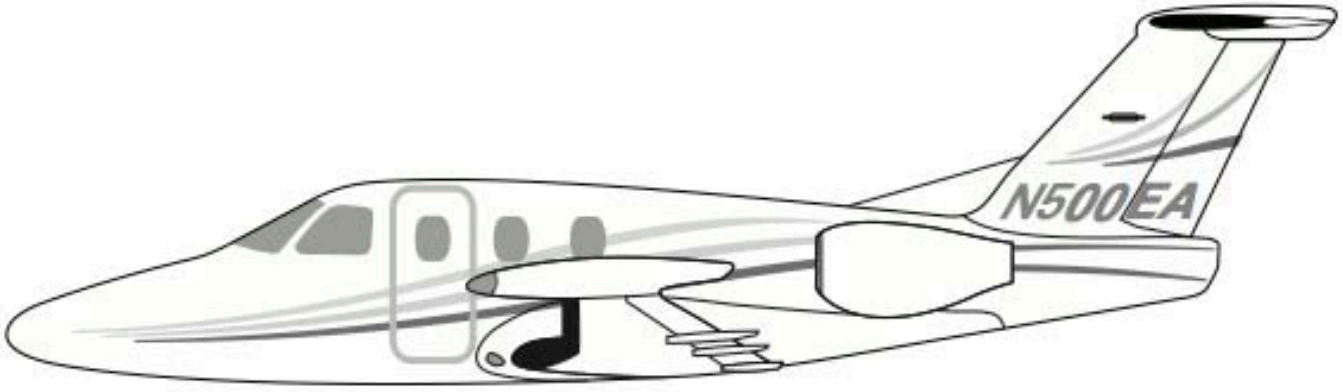


Eclipse 500
LX Paint Schemes

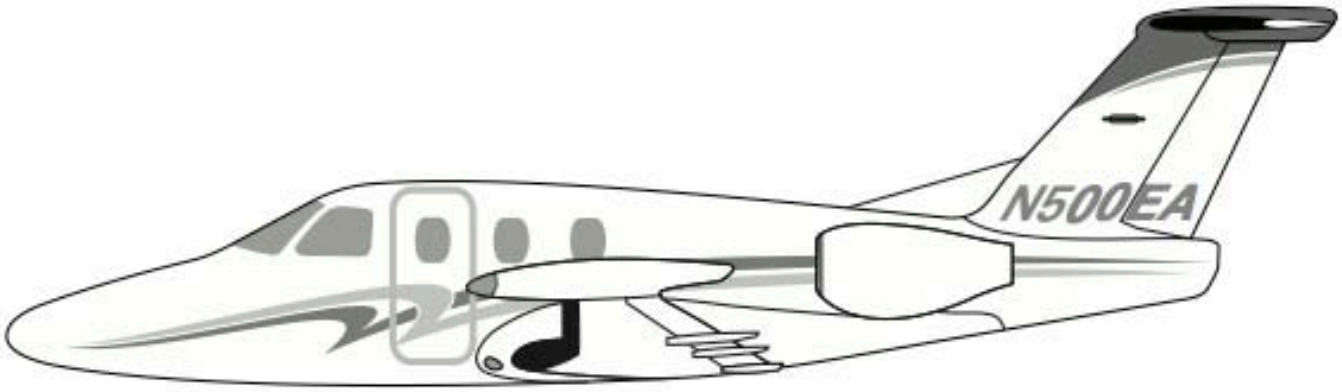
LX-1



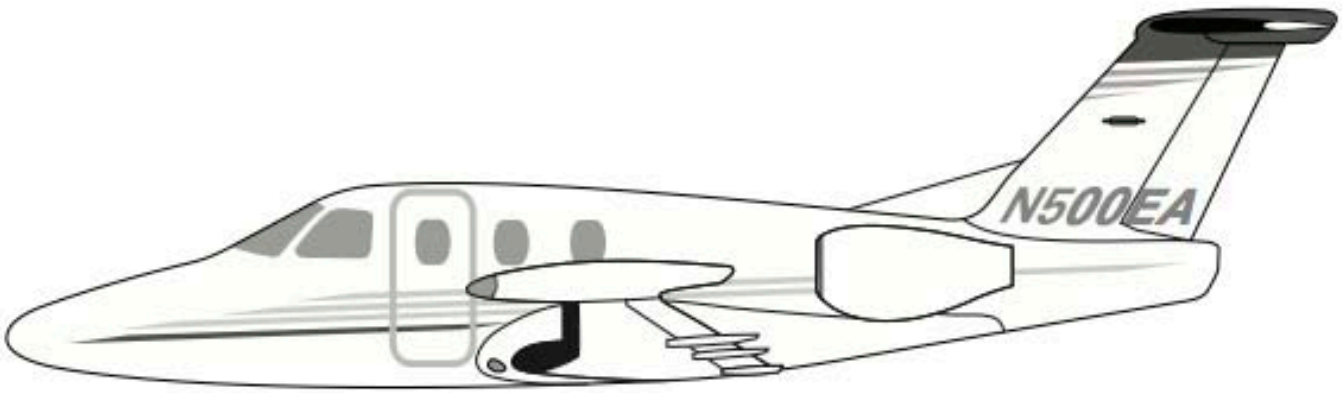
LX-2



LX-3



LX-4



Eclipse 500
Interior Variations

Standard Interior

As with all Eclipse aircraft, the standard interior is available in either a 5 seat configuration (standard) or a 6 seat configuration (optional). The photo here shows a standard interior with the 5th and 6th seats removed, which is a common setup by owners wishing to use the aircraft in a spacious 4 seat configuration.

LX interior

The LX interior features some notable additions to the standard interior including:

- Wood trim
- All leather seats
- 110v power outlets
- Arm-rests (optional)
- Additional metal trim details

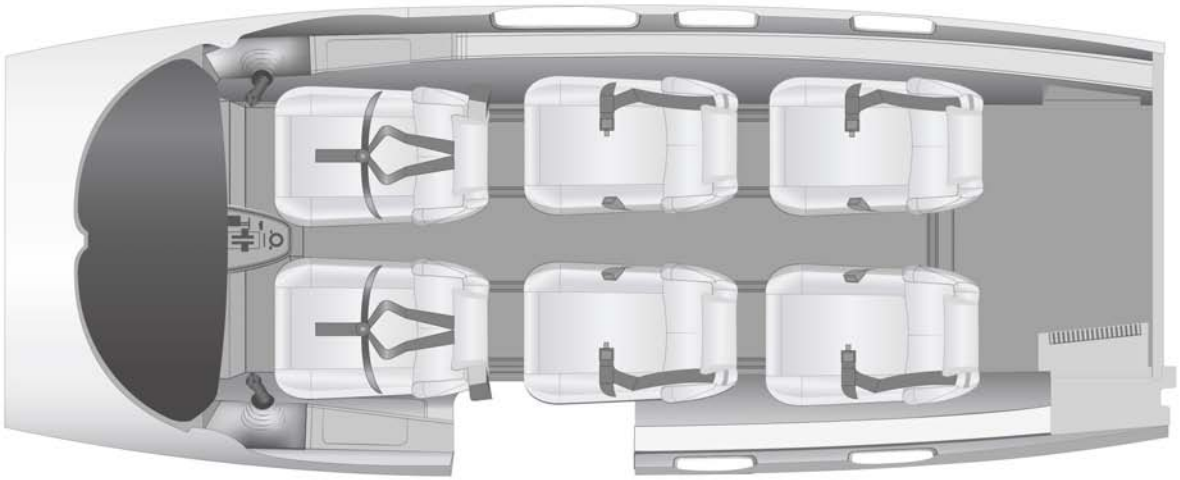
550 Interior

(Also installed on all “Special Edition” Aircraft, most “Total Eclipse” aircraft, and a select few Eclipse 500 aircraft. Available as an aftermarket upgrade from Hill Aero)

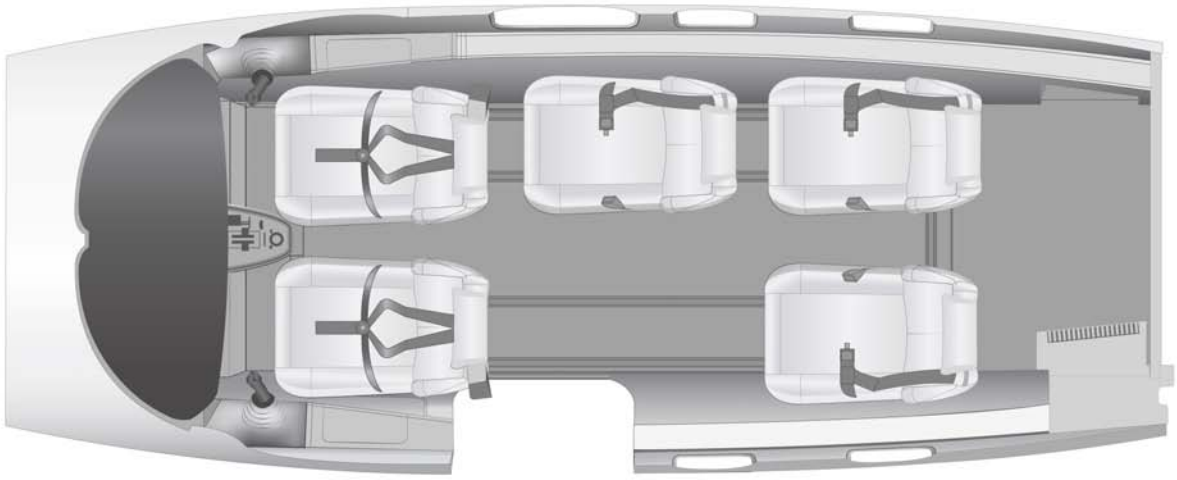
The 550 interior improves upon the same basic design of previous Eclipse aircraft, utilizing slightly firmer foam material in the construction of the seats. This interior also boasts additional leather piping/trim on the seats, additional wood trim on the sidewalls, redesigned elements such as a single piece upper side-wall, and additional color schemes not previously available.

Eclipse 500 Interior Layouts

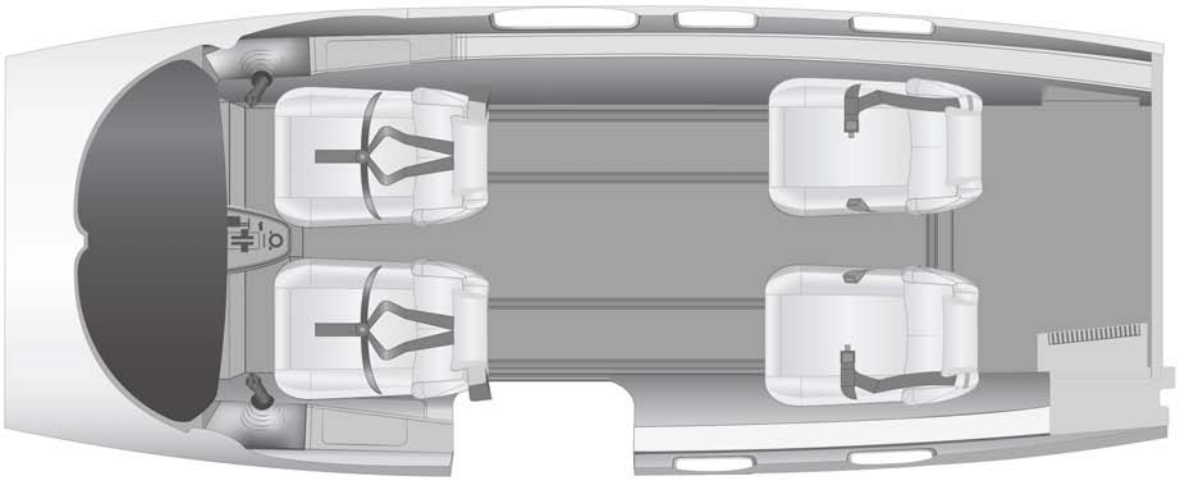
The interior can be reconfigured quickly and easily by adding / removing / relocating interior seats. The most popular interior configurations are:



Optional 6th interior seat installed



Standard 5 seat configuration



Common configuration offering extra space by utilizing only 4 interior seats

Eclipse 500 Interior Colors

The original Eclipse 500 interior offered three color options for the standard interior and four color options for the LX interior as follows

Sahara (Standard)

Diablo (Standard)

Slate (Standard)

Cayenne (LX)

Sahara (LX)

Diablo (LX)

Slate (LX)

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Eclipse 500 Versions and Features

"Model" Designation	Avio 1.0 "Pre-ETT"	Avio 1.0	Avio 1.3	Avio 1.5	Avio 1.7	IFMS Basic	Total Eclipse	Safety Enhancement Package (SEP)	"Plus" Package	Special Edition	Eclipse 550
Aircraft Group	"Legacy" Aircraft			"Garmin" Aircraft		IFMS Aircraft					
Avionics Software Version	v1.0	v1.0	v1.3	v1.5	v1.7	v2.0	v2.0	v2.5	v2.7 / v2.8 / v2.9		
Avionics Vendor (PFD/MFD, etc.)	Avidyne		Innovative Solutions and Support (IS&S)								
Full Parts Availability	No	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Basic Autopilot (HDG & ALT)	●	●	●	●	●	●	●	●	●	●	●
Advanced Autopilot (NAV & ILS)				●	●	●	●	●	●	●	●
Full Autopilot (LPV)						●	●	●	●	●	●
Tamagawa Actuators	○	○	○	○	○	○	○	○	○	●	●
Glass PPG Windshields			STC	STC	STC	○	○	○	○	●	●
Color Weather Radar			○	○	○	○	●	●	○	○	○
TAS (Traffic Alert System)			○	○	○	○	●	●	○	○	○
TAWS (Terrain Alert Warning Sys)			○	○	○	○	●	●	○	○	○
FIKI (Flight Into Known Icing)				●	●	●	●	●	●	●	●
GPS (Global Positioning System)				●	●	●	●	●	●	●	●
GPS Style	None (Handheld or custom installation only)			Garmin 400 or 625		Integrated LRU					
ADS-B	Aftermarket (Call for details)			○	○	○	○	○	○	○	○
Stormscope				○	○	○	○	○	○	○	○
Aux Pitot Probe Heater				○	○	○	○	○	○	○	○
Jeppesen E-charts					●	●	●	●	●	●	●
XM Weather					●	●	●	●	●	●	●
Moving Map					●	●	●	●	●	●	●
Integrated FMS (Flight Management System)						●	●	●	●	●	●
FMS Style						Single FMS			Dual FMS (Redundant)		
Dual Diversity Transponders						○	○	○	●	●	●
Iridium Satellite Telephone						○	○	○	○	○	○
Anti-Skid Brakes						○	○	●	●	●	●
Redesigned Interior								○* (see notes)		●	●
Full Size E- Charts / "Tall Charts"								●	●	●	●
Auto Throttles								●	●	○	○
Standby Display Unit								●	●	●	●
Co-Pilot Standby Display Unit								○	○	○	○
Synthetic Vision									○	○	○

○ - Optional Features ● - Standard Features

*Some early Total Eclipse aircraft were not equipped with upgraded interior.

Summary: Eclipse aircraft are generally categorized into one of three groups depending upon the version of avionics installed. We refer to aircraft equipped with v1.0 - v1.3 avionics as "legacy" aircraft, with v1.5 - v1.7 aircraft known as "Garmin" aircraft, and v2.0 and above known as IFMS aircraft (an acronym for "Integrated Flight Management System.")

NOTE: A more detailed breakdown of differences between avionics versions is available. Contact AEROCOR for more information

Eclipse 500
Avionics Panel Examples

Avio v1.0

(NOTE: some aircraft have been outfitted with one or more GPS units. These units are not integrated with the PFD, MFD or autopilot.)

Avio NG v1.3
&
Avio NG v1.5/v1.7

(Version 1.5/1.7 shown here. Distinguished by the installation of dual Garmin G400W GPS units or dual Garmin GTN 625 GPS units. NOTE: some v1.3 aircraft also have one or more GPS units installed which are not integrated with the PFD, MFD or autopilot.)

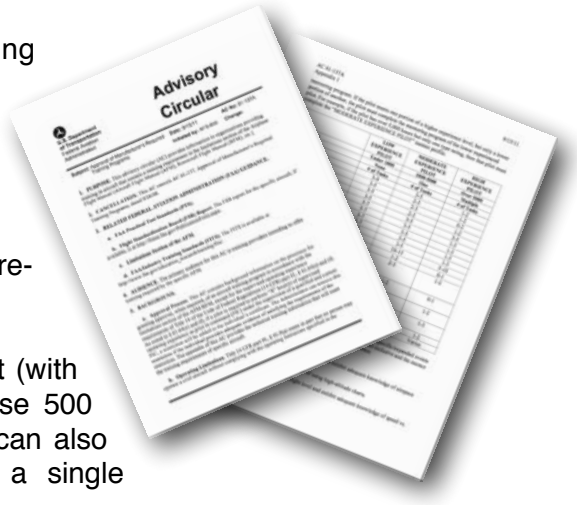
IFMS v2.06
&
IFMS v2.08

IFMS v2.5
&
IFMS v2.7/v2.8/v2.9

(Distinguished by a new “Standby Display Unit” or “SDU” to the left of the pilot’s PFD. Model shown here does not include the optional co-pilot SDU, which would appear to the right of the co-pilot’s PFD.)

Eclipse 500 Pilot Training Overview

The Eclipse 500 is subject to some unique training requirements. Full details of these requirements are outlined in FAA Advisory Circular 61-137A, which can be downloaded from the FAA website.



Pre-Requisites

Before beginning training, candidates must hold certain pre-requisites including:

Private Pilot's License - Pilots must have a Private Pilot (with instrument privileges) license before beginning the Eclipse 500 type rating course. Some Eclipse 500 training providers can also provide multi-engine instruction. (For these providers, a single engine license is sufficient to begin training).

Jet Basics Knowledge - This requirement can be fulfilled via a King Schools online course which takes approximately 4 hours to complete (This requirement can be waived for pilots with a previous jet type rating & 25 hours PIC in that aircraft).

Flight Skills Assessment - A flight skills assessment must be completed to ascertain the pilot's instrument proficiency level. This can usually be accomplished in 1 flight and is often included in the price of the course (The Skills Assessment can be waived for pilots with recent instrument experience as outlined by AC 61-137A).

Upset Attitude Recovery Course (Prior to solo flight) - Available at several locations throughout the country, this course involves flight training in aerobatic aircraft. Course completion time is typically 1 day or less, with typical course costs around $1,500. (This requirement can be waived for active military fighter pilots, active aerobatic pilots, and certain Part 135 operations.)

Type Training Options

Pilots can choose one of two options for their training including:

Simulator Training: Typically less expensive than in-aircraft training (when including aircraft operating costs), simulator training allows pilots to practice scenarios that cannot be conducted safely "in aircraft." While this training method is effective, other considerations may preclude pilots from considering this option. For example, training must be accomplished over a period of 14 continuous days, making this difficult for aircraft owners with busy schedules. Additionally, mentor requirements for pilots trained in the simulator are often more restrictive (for example, pilots obtaining their first type rating via a simulator are legally bound to completing at least 25 hours of mentor time).

In-Aircraft Training: For Eclipse aircraft, any in-aircraft initial type training must be accomplished via an approved course (including no less than 16 hours of flight training). Several provides offer initial courses (details on following page), providing greater flexibility than is available from simulator training. The training location can be moved to any airport in the country (including the pilot's home base), and the schedule & mentor requirements can be tailored to fit the needs of each individual pilot.

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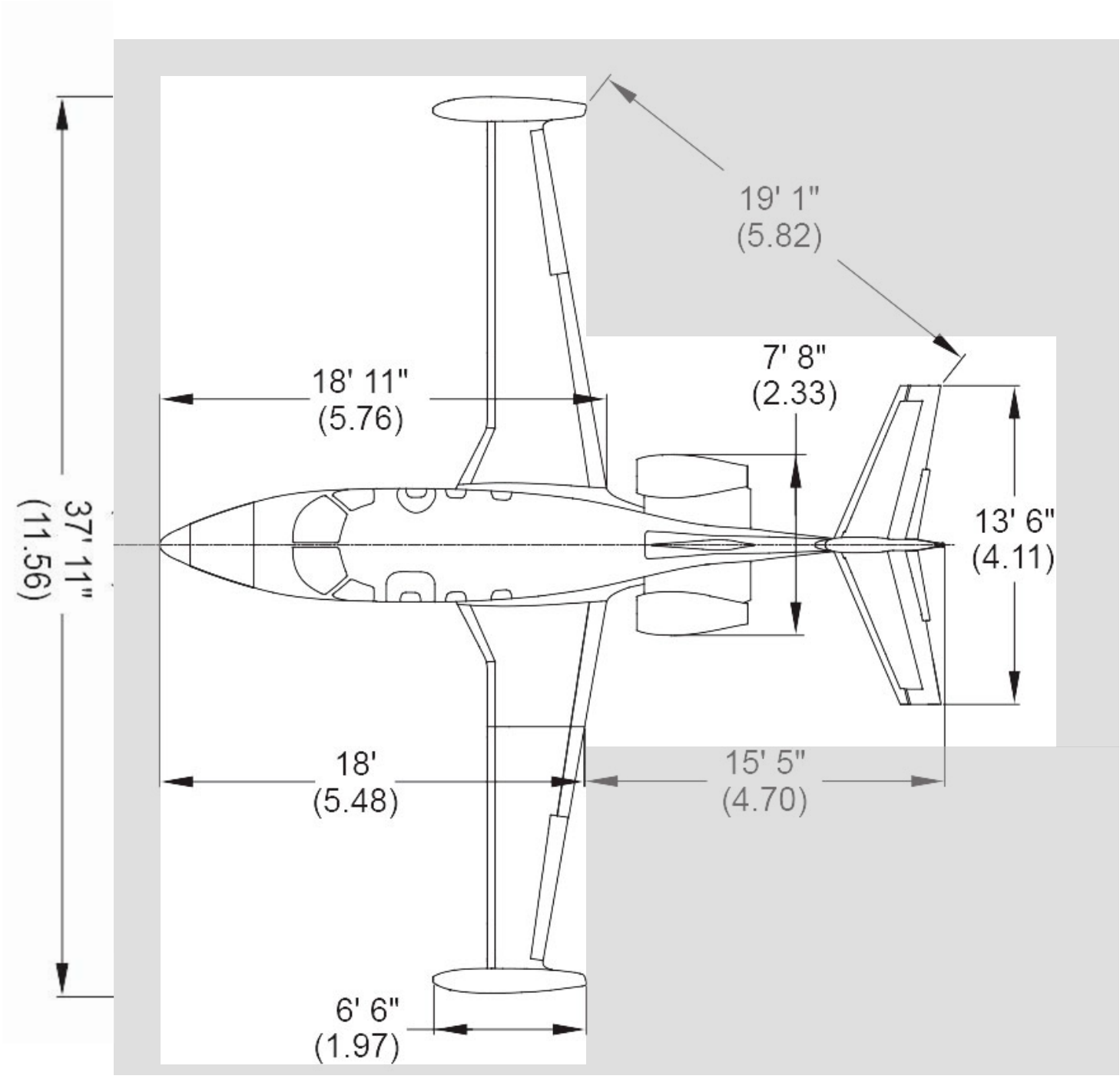
Eclipse 500 Training Providers

Provider	AEROCOR	Norton Aviation	SimCom
Date Prices Last Confirmed	1/1/24	1/1/24	1/1/24
Jet Basics Training (if required)	$482 (King Schools online course)	$482 (King Schools online course)	Included
Upset Recovery (if required)	Cost depends on provider	Cost depends on provider	Cost depends on provider
Flight Skills Assessment (if required)	Included (Or performed by local CFI at additional cost)	$1200 (plus expenses)	Included (Or performed by local CFI at additional cost)
Multi-Engine Rating (if required)	Included	Included	Not Available
Initial Type Rating Cost	$12,800 (instructor only. Aircraft costs not included)	$14,900 (instructor only. Aircraft costs not included)	$20,440
Minimum Course Flight Hours	16	16	N/A
Course Length	10 days	10 days	14 days
Base Locations	RIV	BCT, SRQ	MCO
Examiner	Typically $1,500 - $2,500 (plus expenses)	Typically $1,500 - $2,500 (plus expenses)	Included
Mentor	Only for any days beyond initial 10 included $1,000/day (plus expenses)	$1,200/day (plus expenses)	$1,000/day (plus expenses)
Typical Mentor / Travel Days Billed	0-1 days	3-5 days	20-25+ flight hours
Recurrent	$3,800 (instructor only. Aircraft costs not included)	$4,400 (instructor only. Aircraft costs not included)	$9,420 (2 day course)
Typical Instructor / School Costs Before Mentoring (no aircraft costs)	$16,782	$20,582	$21,940
Typical Total Costs Before Mentoring (includes aircraft costs at $1,000/hr)	$33,782	$37,582	$21,940
Typical Overall Costs (Includes aircraft costs at $1,000/hr & average mentor hours)	$43,782	$51,182	$49,940
Website Address	aerocor.com	nortonaviation.com	simulator.com

Note: Overall training costs are greatly impacted by the ability of a pilot to accomplish mentor requirements in conjunction with the normal use and operation of the aircraft. The above table assumes a pilot will require flights be made only for the purposes of fulfilling mentor requirements, and thus significant additional aircraft/fuel expense will be realized. Most pilots can complete mentor requirements through the normal operation of the aircraft (with the only cost beyond initial training being mentor pilot costs.)

Eclipse 500
Dimensions & Hangar

With a wingspan of just under 38', the Eclipse was designed to fit within the confines of a standard 40' wide hangar. It will will fit within many "T-hangars" as well, however, the wing on the Eclipse is positioned much farther aft than on most aircraft, meaning that the aircraft may not fit into all, smaller "T-hangar" structures (due to the length required to accommodate the structure forward of the wing tip tank.) Ensure your hangar has more than 18' between the hangar door and the first wall protruding behind the aircraft wing. The aircraft is roughly 11' tall (to the top of the tail), and thus will fit within the vertical confines of most hangars.



Eclipse 500 Maintenance Intervals

The Eclipse maintenance schedule was designed with the owner / operator in mind. Most Eclipse buyers are familiar with piston aircraft, which are typically subject to one "annual inspection" every 12 months. The Eclipse Part 91 recommended maintenance program is designed to mirror this annual inspection cycle as closely as possible, and thus owners flying 150 hours per year or less can accomplish all major maintenance in one annual visit. The most common major inspections for the Eclipse are as follows:

Maintenance Item	Interval	Costs (as of 1/1/24)
1 year engine inspection	12 months or 300 hours	$3,700 (includes both engines)
2 year airframe inspection	24 months or 300 hours	$12,700
4 year airframe inspection	48 months or 1,200 hours	$17,900 (for 48 month only) $22,400 (for 24 & 48 month combined)
4 year fuel bay inspection	48 months	$8,200

GRACE PERIOD - Airframe inspections carry a "grace period" which allows the aircraft to slightly exceed the inspection period as follows:

24 month / 300 hour - grace period of 1 month or 30 hours
48 month /1,200 hour - grace period of 2 months or 50 hours

Additional common maintenance items include:

Maintenance Item	Interval	Typical Costs (as of 1/1/24)
Engine Control System Interrogation	12 months or 300 hours	$185 (can typically be done locally)
Battery Capacity Check	6 months	$850 (can typically be done locally)
ELT & Fire Extinguisher	12 months	$350 (can typically be done locally)
Aileron Joint Assembly Inspection (Can be eliminated via compliance with optional Service Bulletin)	100 hours	$500 (can typically be done locally)
Engine Hot Section Inspection	1,750 hours	Covered by BEI engine programs, typically estimated to be roughly $110,000 per engine for properly maintained aircraft
Engine Overhaul	3,500 hours	Covered by BEI engine programs, typically estimated to be roughly $600,000 per engine for properly maintained aircraft (cost does not include shipment to the overhaul provider, etc.)
PhostrEx Engine Fire Extinguisher Canister Replacement	8 or 10 years*	$17,500 (plus ~$600 labor) (Price may vary based on part remaining life)

*Original PhostrEx FEC (P/N FX00200-2 or -3) had life limit of 10 years from date of manufacture. Redesigned PhostrEx FEC (P/N 26-123127-1001) has life limit of 10 years from date of manufacture, or 8 years from date of installation (whichever occurs first). An STC is available to remove the replacement requirement of this item.

Eclipse 500
BEI Engine Plan

The Pratt & Whitney engines used by the Eclipse 500 can be enrolled in a “power by the hour” maintenance plan (known as Boeing Engine Intelligence or BEI. This plan was previously referred to as the Eagle Service Plan or ESP.). This plan covers all major maintenance events and offers several levels of coverage including:

Coverage Level	Silver Lite	Silver	Gold Lite	Gold
Overhaul / Refurbishment, scheduled	●	●	●	●
Engine repair, basic unscheduled (BUER)	●	●	●	●
Hot Section Inspection - Scheduled or required	●	●	●	●
Service Bulletins, required	●	●	●	●
Engine shop labor & Troubleshooting labor	●	●	●	●
Engine parts (excluding Life Limited Parts)	●	●	●	●
Engine accessories, P&WC supplied	●	●	●	●
Rental /lease engine coverage (overhaul / BUER)	●	●	●	●
Engine Condition Trend Monitoring (ECTM) analysis	●	●	●	●
Life Limited Parts		●		●
Line removal / installation / access labor			●	●
Freight for engine, engine parts, accessories			●	●
Mobile Repair Team for unscheduled AOG			●	●

2024 BEI Program hourly rates are as follows:

	Silver Lite	Silver	Gold Lite	Gold
Basic*	$147.09	$155.16	$162.89	$184.72

*Based on no more than 1 cycle per flight hour over a 6 month rolling average

Other important notes about BEI:

1. There are no annual minimum hours, no enrollment fees, and no management fees.
2. The BEI Rates outlined above assume no more than 1 cycle (i.e. flight) per hour based on a 6 month rolling average. For aircraft which exceed more than 1 cycle per hour flown, a higher rate may apply
3. There are two enrollment methods for aircraft in operation:
    1. Standard - All unpaid hours are paid at the current rate upon enrollment (as an example, an aircraft with 500 hours total time would require a payment of $148,820 to enroll both engines on BEI Gold.)
    2. Flex - 10% of the hours are paid upon enrollment, with the remaining hours deferred. (Depending upon the specific number of unpaid hours, this time is usually deferred until the next overhaul event). As an example, an aircraft with 500 hours total time could be enrolled via the “Flex” option with a $14,882 payment, leaving payment for 450 hours deferred until overhaul of the engine (at the then current rate).

NOTE: It is very important to ascertain the exact number of any deferred hours when evaluating pre-owned aircraft as the value impact can be substantial and is often overlooked.

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Eclipse 500 Performance & Costs

The Eclipse 500 boasts impressive performance figures, with the lowest operating “cost per mile” of any twin engine jet.

	Meridian	Cirrus SF-50 G1	TBM 700-C2	Eclipse 500	Mustang
PERFORMANCE					
Maximum Operating Altitude	30,000' *(Non-RVSM)	28,000’	31,000'	41,000'	41,000'
Typical Cruise TAS	195-265 KTAS	240-300 KTAS	243-300 KTAS	330-370 KTAS	320-345 KTAS
Range (NBAA) MTOW, max fuel, HSC, 100nm alternate	1,000 nm	1,120 nm	1,315 nm	1,125 nm	1,150 nm
Takeoff Distance Sea Level, ISA, MTOW	2,638' (50 ft obstacle)	3,192’ (to 50 ft)	2,832' (50 ft obstacle)	2,394’ (to 50 ft)	3,110’ (part 23 rules)
Landing Distance Sea Level, ISA, MLW	2,410' (50 ft obstacle)	3,011’ (from 50 ft)	2,427' (50 ft obstacle)	2,789’ (from 50 ft)	2,380’ (part 23 rules)
WEIGHT					
Max Ramp	5,134 lbs	6,040 lbs	7,430 lbs	6,034 lbs	8,730 lbs
Max Takeoff	5,092 lbs	6,000 lbs	7,394 lbs	6,000 lbs	8,645 lbs
Max Landing	4,850 lbs	5,550 lbs	7,024 lbs	5,600 lbs	8,000 lbs
Max Zero Fuel	4,850 lbs	4,900 lbs	6,032 lbs	4,922 lbs	6,750 lbs
Max Payload (No Pilot)	1,433 lbs	1,328 lbs	1,343 lbs	1,288 lbs	1,390 lbs
Basic Empty Weight	3,417 lbs	3,572 lbs	4,689 lbs	3,634 lbs	5,360 lbs
Usable Fuel Cap.	1,160 lbs	2,001 lbs	1,887 lbs	1,698 lbs	2,580 lbs
Useful Load (No Pilot)	1,717 lbs	2,468 lbs	2,741 lbs	2,400 lbs	3,370 lbs
Payload w/ full fuel (No Pilot)	557 lbs	467 lbs	854 lbs	702 lbs	790 lbs
DIMENSIONS					
Total Seats (Including Pilot)	6	5 (optional 6-7)	6	5 (Optional 6)	6
Length	28' 5"	30’ 7”	34' 11"	33’ 4”	40' 7"
Wingspan	43' 0"	38’ 7”	41' 7"	37’ 9”	43' 2"
Height	11' 4"	10’ 9”	14' 3"	11’ 0”	13' 5"
Cabin Width	4' 2"	5’ 1”	4' 0"	4” 8’	4' 7"
Cabin Length	12' 4"	9’ 10”	13' 3"	7’ 7”	9' 9"
Cabin Height	3' 11"	4’ 1”	4' 0"	4’ 2”	4' 8"
Baggage Cap.	20 cu. Ft.	27 cu. ft.	13 cu. Ft.	26 cu. ft.	63 cu. ft.

	Meridian	Cirrus SF-50 G1	TBM 700-C2	Eclipse 500	Mustang
OPERATING COST ESTIMATES*					
Fuel Consumption [gal/hr]	48	81	62	76	90
Fuel Cost per Flight Hour	$301	$501	$390	$477	$565
Maintenance Cost	$281	$413	$357	$421	$514
Engine Cost	$228	$149	$317	$517	$517
Misc. Trip Expense	$75	$95	$78	$95	$99
Total Variable Cost (Per Hour)	$885	$1,158	$1,142	$1,510	$1,695
Total Variable Cost (Per Mile)	$3.85	$4.29	$4.21	$4.31	$5.10

*Figures provided by Conklin & de Decker, January, 2024

Eclipse 500 Insurance

Insurance rates for the Eclipse 500 vary depending upon specific pilot qualifications and the amount of liability protection desired. Typical insurance premiums range as follows:

	Well Qualified Pilot	1st Year for new Eclipse Owner (Inexperienced Pilot)
Typical Hull Values	$1.0m - $1.6m	$1.0m - $1.6m
Typical Liability Limits	$1.0m - $10.0m	$1.0m - $5.0m
Premium	$15k-$30k (Annual rate)	$25k-$60k* (First year only. Lower thereafter)

*Preferential pricing is available to members of the Eclipse Owners and Pilot's Association (EJOPA). Contact AEROCOR or visit www.eclipsejetpilots.org for more information

Two popular sources for Eclipse insurance polices include:

AssuredPartners AEROSPACE

FALCON INSURANCE AGENCY INC. AVIATION INSURANCE

Josh Jabour

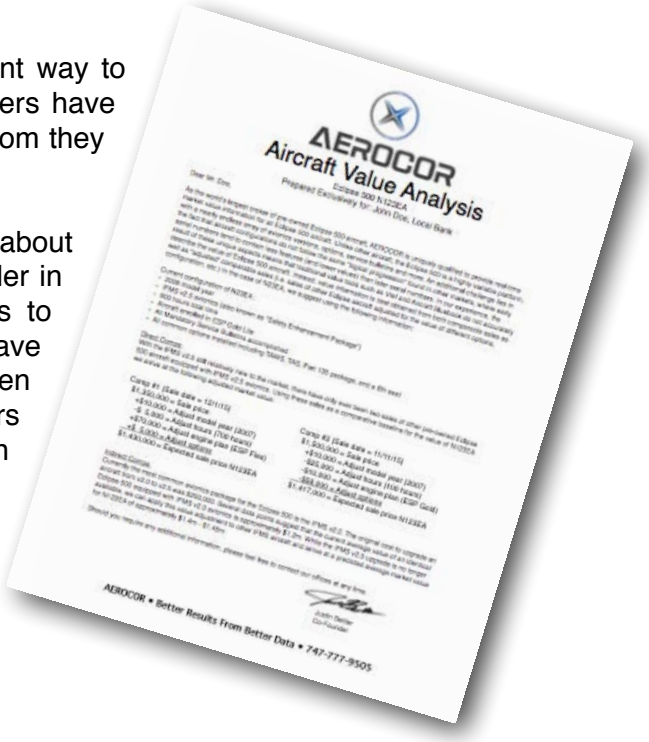
Assured Partners
Office: 972-532-2446
Mobile: 469-767-0486
email: josh.jabour@assuredpartners.com

Ken Maynard

Falcon Insurance Agency
Office: 636-519-8336
Mobile: 314-609-6027
email: kmaynard@falconinsurance.com

Local Options

Leveraging existing relationships can be a an excellent way to obtain financing at competitive rates. Often times buyers have been able to obtain financing from local banks with whom they have a solid relationship already established.



In the past, local banks have been very apprehensive about providing aircraft financing, however, as the world leader in Eclipse aircraft sales, AEROCOR has unique access to market data and expert product knowledge. We have been able to collaborate with several local banks, often times on their first aircraft loan. By educating lenders about the product and the market, we have been successful in helping our clients obtain competitive local financing in several instances. If you are interested in learning more about what we can do to help you obtain local financing, please contact our offices

Established Lenders

For customers without existing banking relationships, financing for the Eclipse 500 can readily be obtained from major aircraft lending sources. As of January 2024, typical lending terms available from Lending Associates are:

Down Payment: 20%
Interest rate: 6.5% - 8.5%
Balloon Period: 10 years
Amortization Period: 20 years

For more information contact:

LENDING ASSOCIATES
YACHT, AIRCRAFT & RV FINANCING

Grant Smalling
Lending Associates
Office: 866-723-3991 Ext. 4
Mobile: 727-439-1160
email: grant@lending-associates.com

Acquisition Services

For those looking to purchase an Eclipse 500 aircraft, AEROCOR offers a full range of "buyer assistance" programs aimed to help you analyze the market, find, inspect, and acquire the right aircraft.

AEROCOR currently maintains a proprietary database with details on all Eclipse 500 aircraft, and monitors every Eclipse transaction around this world. As a representative of the buyer or seller for 1 out of every 3 Eclipse aircraft sold globally, AEROCOR has unique access to recent market data and expert knowledge of aircraft values. Call our offices today to learn more about show we can help you acquire your very own Eclipse 500!

Experiences from an Eclipse Buyer:

"I was introduced to Justin Beitler by an executive at One Aviation who referred to Justin as 'the best in the business when it comes to buying used Eclipse aircraft.' I've worked with other aircraft brokers in the past, however, I found Justin to be the most professional, most organized, and the most fair. He created a matrix that benchmarked value of different aircraft with different equipment and hours so we could come up with a market value, and utilized comps available from his experience and his trusted network. Once we located an aircraft and negotiated the price, Justin's work didn't end – he stayed with the process until even after the closing, helping me with other documentation and information needed. I wouldn't hesitate to use him again to buy or sell an aircraft."

-Rod McDermott
Managing Partner
McDermott & Bull Executive Search

Experiences from an Eclipse Seller:

"Justin set my expectations appropriately, marketed the airplane professionally, negotiated with several buyers on my behalf and ultimately walked the transaction through with keen attention to every detail. Justin is superbly well qualified to serve Eclipse sellers. I would sign up with him again in a heartbeat."

-Marc Arnold
Founder
Stemme USA

Value Analysis

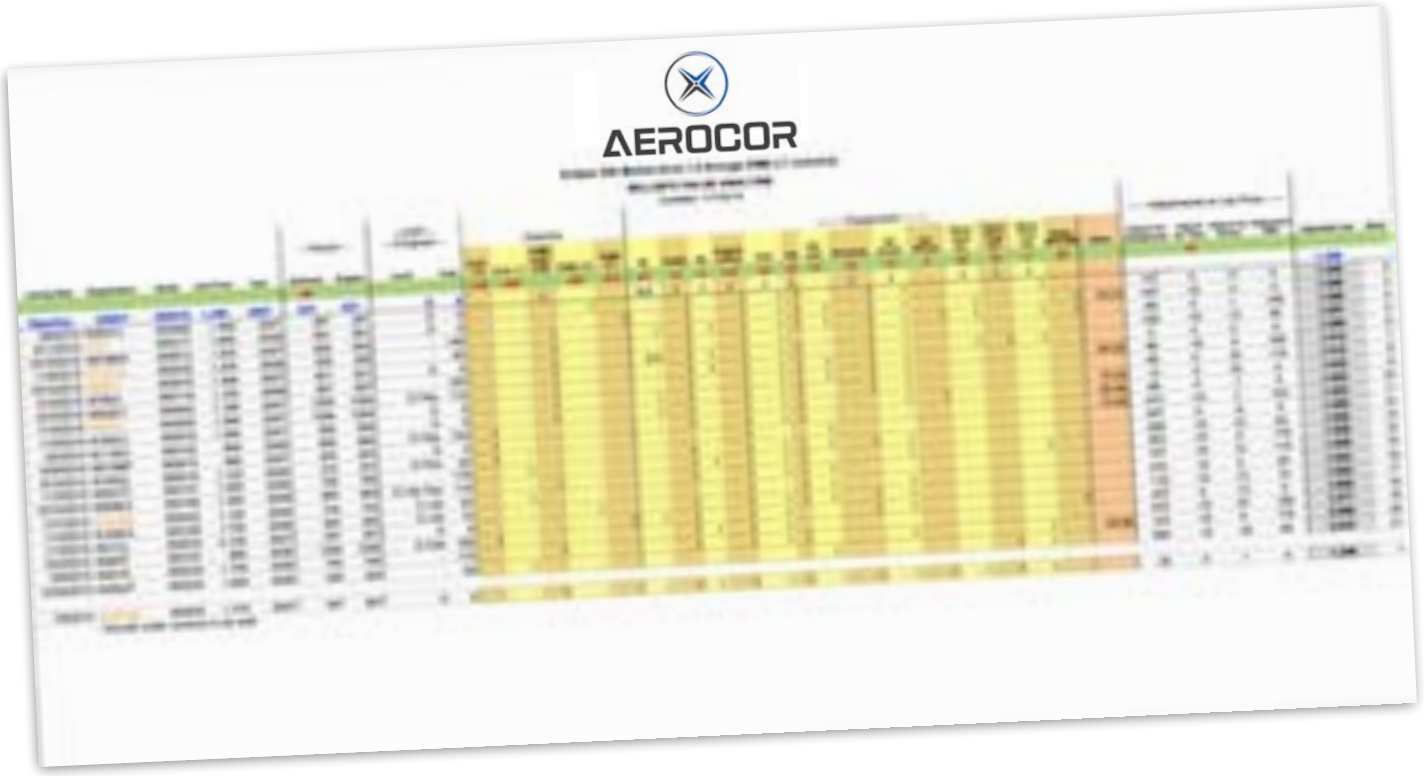
While buyers often focus on *price*, the more important factor is *value*. Comparing the relative value of different aircraft on the pre-owned market can be particularly complex for the Eclipse 500. There are many factors to consider including engine program enrollment, airframe hours, options installed, upgrade availability & costs, maintenance status, service bulletin compliance, and more. What makes this analysis even harder, is that many sellers don't know this information about their own aircraft.

Adjusted List	Rank
$1,352,071	1
$1,362,950	2
$1,378,250	3
$1,378,900	4
$1,384,650	5
$1,390,550	6
$1,392,889	7
$1,414,477	8
$1,418,100	9
$1,421,979	10

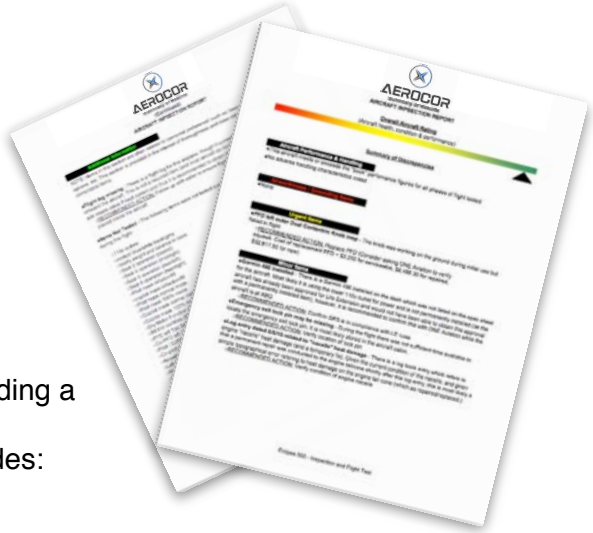
As a data driven organization, AEROCOR has developed a set of proprietary tools & practices which allow you to buy or sell with confidence. These include:

4. Data Collection - We maintain a proprietary database which tracks the history and configuration of all Eclipse aircraft in the world. Often times we have more information about an aircraft than what is available to the general public.
5. Micro Analysis - With a background in finance and software design, the founders of AEROCOR borrowed practices used to analyze stock values and applied them to aircraft. By accounting for the many factors which affect value, we can help you understand exactly which aircraft represents the "best deal" for your needs.
6. Macro Analysis - By closely monitoring other market factors (such as overall market supply, sub-market segment supply, etc.) AEROCOR arms buyers with additional knowledge to understand the context within which pricing negotiations will take place.

These practices are unique in the industry, and set AEROCOR apart from our competitors.



Operational Test & Evaluation Service



Buyers seeking to evaluate a specific Eclipse 500 aircraft can take advantage of AEROCOR's "Operational Test & Evaluation Service."

This service capitalizes on AEROCOR's extensive knowledge and experience with Eclipse aircraft, providing a clear, comprehensive outline of the condition and configuration of the target aircraft. The program includes:

Records Review - Uncover damage history and missing records
Maintenance Verification - Verify the status of all maintenance and inspections
Aircraft Specifications Audit - Confirm the aircraft is configured as advertised
Ground Functional Tests - Test EVERYTHING - from cup holders to emergency equipment
In-Flight Systems Checks - Expose the aircraft to real flight conditions in order to discover discrepancies that a normal pre-purchase inspection may miss
Performance Validation - Ensure the aircraft performs as advertised
Comprehensive Report - Summary of findings with supporting detailed report, from investigation of over 500 individual items, delivered to you in a simple, easy to understand format

Call our offices today to learn more about how you can take advantage of this unique program!

Experiences from an AEROCOR customer:

"For a new owner, who is unfamiliar with the airplane, this was an extremely valuable service. AEROCOR checked the condition of the entire plane and verified all the important flight parameters, the operation of each aircraft system and all interior components. A final 19 page report provided extensive, detailed information and was a great confidence booster. I highly recommend using this service from AEROCOR."

-Mike Hayden
Professor
University of Maryland, Baltimore

AEROCOR

Better Results From Better Data

(747)777-9505
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