

Aircraft Seller Preparation Checklist

What to Organize Before Taking an Aircraft to Market

Whitepaper by David Fisher

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Executive Summary

Preparation can have a direct impact on aircraft sale results. Sellers who organize records, understand value, address presentation, clarify maintenance status, and anticipate buyer questions are often better positioned for a smoother transaction and stronger buyer confidence.

Aircraft buyers, lenders, brokers, and advisors all look for evidence that an aircraft has been properly maintained, accurately represented, and realistically priced. Missing records, unclear maintenance exposure, incomplete engine program information, poor presentation, or unsupported pricing can slow the process and weaken negotiating leverage.

This checklist is designed to help sellers organize the information buyers will want, reduce avoidable friction, and support a more confident sale process before the aircraft is publicly listed or privately offered.

Why Preparation Matters

Buyers want confidence. Lenders want support. Brokers and advisors need accurate information. Any uncertainty can slow the transaction or weaken offers.

Organize Aircraft Records

- Airframe logbooks
- Engine logbooks
- Propeller logbooks, if applicable
- APU records
- Maintenance tracking reports
- Inspection history
- AD and service bulletin compliance
- STC documentation
- Weight and balance
- Equipment list
- Damage history documentation

Review Maintenance Status

- Current inspection status
- Upcoming inspections
- Engine time remaining
- Component life limits
- Recent maintenance
- Known discrepancies
- Deferred items
- Program enrollment
- Major events due soon

Confirm Engine and Program Details

For turbine aircraft, engine status is critical because it directly affects value, buyer confidence, and future cost exposure. Sellers should prepare engine serial numbers, time since new, cycles, time since overhaul, hot section or major event status, and any upcoming engine-related maintenance.

If the aircraft is enrolled in an engine program, include the provider, coverage level, payment status, transferability terms, and a brief summary of what is and is not covered.

Evaluate Avionics and Equipment

Prepare a current avionics and equipment list so buyers can quickly understand the aircraft's capability, compliance status, and possible upgrade needs. Include navigation, communication, ADS-B, autopilot, FMS, weather radar, traffic and terrain systems, and safety equipment.

Also note cabin connectivity, entertainment systems, cabin management systems, and any recent avionics upgrades. A clear equipment summary helps reduce uncertainty and supports marketability.

Prepare Marketing Materials

- High-quality photography
- Aircraft specifications
- Maintenance summary
- Equipment list
- Interior and exterior details
- Aircraft highlights and differentiators
- Clear contact process
- Buyer qualification procedure

Seller Preparation Checklist

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|---|---|
| ☐ Aircraft records are complete | ☐ Photos are professional |
| ☐ Maintenance status is current | ☐ Asking price is supported |
| ☐ Engine details are documented | ☐ Buyer profile is identified |
| ☐ Damage history is clear | ☐ Marketing plan is ready |
| ☐ Avionics list is current | ☐ Pre-buy expectations are understood |

ABOUT WESTERN AVIATION

Established in January 2000, Western Aviation brings decades of hands-on experience in turbine aircraft and helicopter transactions. The company has bought, sold, imported, exported, leased, and chartered hundreds of aircraft, giving clients practical insight into every stage of ownership and transaction strategy.

For aircraft owners, buyers, sellers, lenders, and advisors who need a dependable, results-oriented aviation broker and market resource, Western Aviation offers the experience, data, and transaction judgment needed to move forward with confidence.

NEXT STEP:

If you are considering buying, selling, upgrading, downgrading, or evaluating an aircraft, contact David Fisher and Western Aviation for a confidential aircraft strategy consultation.

If you'd like expert guidance on a current or upcoming sale or acquisition, I'm here to help.



David Fisher

Owner | Western Aviation

Sr. Accredited Appraiser with the American Society of Appraisers (ASA).

All appraisal reports are USPAP compliant.

[Book a FREE consultation today!](#)

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