

Standards of Professional Practice and Conduct

The National Aircraft Appraisers Association has established rigid standards of professional practice and conduct to which every Association Member must adhere. It is essential to all parties receiving and relying upon appraisals that these standards be meticulously maintained.



AVIATION BUSINESS SUPPORT INC. provides a broad range of service to the aviation industry through its professional approach to aircraft valuations thereby setting the standard for aircraft appraisal. Bankers, insurers, purchasers, sellers, and owners immediately recognize the value of an independent aircraft appraisal.

AVIATION
BUSINESS SUPPORT INC.

**Call or Email us today for a quote
and FREE consultation**

Phone: +1 (613) 332-6272

Email: info@abs.aero www.abs.aero

What is the Purpose of an Appraisal?

- To obtain a professional opinion of the present fair market value on an aircraft.
- To obtain a professional opinion of the value on an aircraft to be renovated or modified.
- To obtain a professional opinion of the value of an aircraft as a prudent safeguard against excessive tax assessments, capital gains and other taxes.
- To verify damage claims resulting from fire, hail, windstorms, accidents and other disasters.
- To provide the basis for decision-making in the commitment of funds for aircraft acquisition.
- To provide persuasive, independent evidence of the condition of an aircraft.
- To assist a prospective purchaser in obtaining financing or insurance.
- To assist a financial institution in substantiating the nature and value of the aircraft as it relates to collateral.
- To assist a financial institution by supporting the loan portfolio for examination by the loan committee and/or bank examiner.
- To distinguish **YOUR** aircraft from others that may be listed for sale. An Aircraft Appraisal written by a member of NAAA may reduce the time required to sell an aircraft by 50%.

AVIATION
BUSINESS SUPPORT INC.

Certified NAAA / USPAP Aircraft Appraisal

**Aviation Business Support Inc.
is a member of the
National Aircraft
Appraisers Association**



**Buying, selling, financing
or insuring an aircraft?**

**The only true way to determine an
aircraft's fair market value is to
have an appraisal performed by a
certified NAAA member**

www.abs.aero/appraisals

Uniform Standards of Professional Appraisal Practice

An Aircraft Appraisal provided by **AVIATION BUSINESS SUPPORT INC.** is a Valuable Tool

It's been said that "An aircraft is worth what someone will pay for it." Therefore, when setting a selling price for something as valuable as an aircraft more factual advice than that given by a well-meaning friend is both a necessity and just common sense. Costly mistakes can be avoided through the use of a professional aircraft appraiser.

Improper evaluations of aircraft by persons who are not qualified to make them, or by those who have their own agenda in pricing the subject aircraft, lead to trouble for unsuspecting buyers. High values are far more common than low values. No matter whether you are a buyer, seller, banker, or insurance company executive, you have a major stake in ensuring that the amount paid for the aircraft is reasonable. And how do you know what is reasonable unless an independent, objective, third party examines the aircraft and its records to verify that it is what is expected?

- **For the Buyer** - The appraisal is an impartial, professional opinion as to the value of the particular aircraft being purchased. But it is much more than that. It is a thorough description and inventory of the aircraft that verifies the major selling points for the buyer and financing entity. Further, the appraisal can assist in expediting the sale of the aircraft because the buyer and seller know the fair market value and relative condition of the aircraft through the independent appraisal. Information is knowledge, and that is what you get in a certified aircraft appraisal from **AVIATION BUSINESS SUPPORT INC.**
- **For the Seller** - The appraisal offers the confidence of knowing the general condition and current fair market value of the aircraft being sold as seen through the eyes of an independent third party. An Appraisal by **AVIATION BUSINESS SUPPORT INC.** is a great selling tool because it gives a potential buyer a solid "feel" for the aircraft in the words of the objective evaluator. After reading the appraisal report the potential buyer will have more confidence in the condition and appearance of that airplane than he would another airplane where all that is available is the owner's description.
- **For the Banker** - An Appraisal written by **AVIATION BUSINESS SUPPORT INC.** documents the value and general condition of the aircraft. The appraisal also supports the bank's collateral position in the aircraft loan by verifying that the aircraft is what it is said to be. Any Banker who does self-evaluations without any manner of verifying the collateral exists, or that the aircraft is equipped as represented, is putting his bank at risk for a major loss should the client default. There is absolutely no reason to accept a risk of that magnitude when **AVIATION BUSINESS SUPPORT INC.** backed by the current data and methodology of the NAAA can detail the value and general condition of the aircraft for you.

An appraisal written by **AVIATION BUSINESS SUPPORT INC.** is an impartial opinion of the value of an aircraft, prepared by an expert who knows all the factors which make up the current behavior of the used aircraft market. It is an opinion of value based upon experience and repeated analysis of these factors. It is an opinion of value which can be substantiated and justified. It is an opinion of value made by a certified, recognized, professional aircraft appraiser.

A professional aircraft appraiser must acquire all the facts about the aircraft in question. The appraiser thoroughly examines the aircraft log books, inspects the exterior and interior surfaces of the aircraft, and pays close attention to the general condition as well as the maintenance history of the aircraft. One of the tools used by **AVIATION BUSINESS SUPPORT INC.** is the National Aircraft Appraisers Association's extensive computer based system that provides the appraiser with accurate data on the subject aircraft.

An Aircraft Appraisal written by **AVIATION BUSINESS SUPPORT INC.** provides the reader with:



- A detailed examination of airframe, engines, props, instrumentation, avionics and all relative systems.
- A careful review of aircraft documentation, log books, and associated records.
- A computer analysis of relevant value data.
- A Certificate of Appraisal and a detailed computerized report.

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