

JSI JETSET INSIDERS



THE INSIDER'S PLAYBOOK:

How Ultra-High-Net-Worth Travelers
Cut Private Jet Costs by 30-70%

2026 Market Intelligence Report — Confidential

THE PRICING PARADOX

THE \$20,000 MISTAKE MOST PRIVATE JET BUYERS MAKE

Two identical NYC

LA flights. Same aircraft. Same catering. One costs \$35,000. The other: \$55,000.

The Difference

Most private jet users overpay by \$10,000–\$50,000 per flight—not because they lack resources, but because they lack market intelligence.

The private aviation market operates on asymmetric information. Operators know aircraft positioning, empty leg availability, and demand fluctuations. Most buyers don't.



Ready to Stop Overpaying?

Get real-time pricing intelligence for your specific route!

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2026 PRICING INTELLIGENCE

Aircraft Class	Typical Range	Passenger Capacity	Market Rate	Insider Rate
Light Jet	500–2,000 mi	6–8	\$12,000–\$25,000	\$8,500–\$18,000
Super-Midsize	3,000–3,500 mi	8–10	\$30,000–\$55,000	\$22,000–\$40,000
Heavy Jet	4,000–6,000 mi	10–16	\$50,000–\$120,000	\$38,000–\$85,000

Insider rates reflect empty leg positioning, floating fleet access, and negotiated operator relationships.



Key Insight:

Aircraft positioning accounts for 40% of pricing variance. A jet already near your departure airport eliminates repositioning fees (\$3,000–\$8,000).

EMPTY LEG MASTERY

The secret weapon of sophisticated travelers

Empty legs (repositioning flights) offer 30–70% savings but require speed and flexibility.

Route	Typical Price	Empty Leg Price	Savings
NYC → Miami	\$18,000	\$7,000–\$15,000	17–61%
LA → Las Vegas	\$8,000	\$3,000–\$7,000	13–63%
London → Geneva	\$15,000	\$6,000–\$12,000	20–60%

The Reality Check



Time-sensitive (available 24–72 hours before departure)



Route-specific (must match your itinerary)



Not guaranteed (first-qualified, first-served)

Insider Strategy

Build relationships with brokers who have direct operator feeds.
The best empty legs never hit public marketplaces.

Access Pre-Market Empty legs

Get notified before inventory goes public

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AIRCRAFT SELECTION FRAMEWORK

**THE WRONG JET COSTS YOU \$15,000.
HERE'S HOW TO CHOOSE RIGHT.**

Decision Matrix

1–4 Passengers + <2 Hours

Light Jet



CJ3, Phenom 300

Why:

- Cost-efficient
- Access smaller airports

5–8 Passengers + 3–5 Hours

Super-Midsize



Challenger 350,
Gulfstream G280

Why:

- Transcontinental range
- Stand-up cabin
- Optimal cost-per-mile

9+ Passengers + >5 Hours or
Premium Experience Required

Heavy Jet



Gulfstream G650,
Global 7500

Why:

- Intercontinental range
- Full service
- Privacy



Red Flag

Operators may upsell larger aircraft. Verify your passenger count and baggage needs before accepting recommendations.

HIDDEN FEE DEFENSE

THE \$8,000 SURPRISE THAT SHOULDN'T EXIST

These five fees add 15–25% to your invoice — unless you know to negotiate them out.

Fee Type	What It Is	How to Avoid
Repositioning	Moving aircraft to your location	Source locally; use floating fleets
Landing/Parking	Airport-specific charges	Negotiate inclusive pricing upfront
Catering	In-flight dining	Specify requirements in initial quote
Deicing	Winter safety requirement	Book hangar space when possible
Short-leg Minimums	2-hour flight minimums on some jets	Match aircraft to trip distance



Non-Negotiable

Always request itemized quotes. “All-inclusive” pricing often excludes fuel surcharges and international fees.

THE BOOKING PROTOCOL

HOW INSIDERS SECURE OPTIMAL PRICING EVERY TIME

PHASE 1

T-30 Days

- Request 3–5 operator quotes
- Verify aircraft tail numbers (ensures specific jet, not “or similar”)
- Check operator safety ratings (ARGUS, Wyvern, IS-BAO)

PHASE 2

T-14 Days

- Leverage competitive quotes
- Ask about floating fleet availability
- Inquire about empty leg positioning for return flights

PHASE 3

T-3 Days

- Confirm crew experience (total hours, type ratings)
- Review insurance certificates
- Establish 24/7 contact protocol

Skip the research phase

We source 5+ quotes, verify safety ratings, and negotiate on your behalf

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2026 MARKET OUTLOOK

WHAT YOU NEED TO KNOW NOW

Supply Constraints

Post-2023 delivery backlogs continue. New aircraft availability remains tight through Q3 2026.

Pricing Pressure

Charter demand up 18% YoY. Expect 8–12% rate increases on peak routes (Northeast corridors, Florida winter, Teterboro/LAX).

Opportunity Window

Q2 2026 (April–June) historically offers best empty leg availability before summer surge.

Semi-Private Surge

JSX, Surf Air expanding routes. Viable for cost-conscious travelers not requiring full privacy.



NEXT STEPS

YOUR COMPETITIVE ADVANTAGE STARTS WITH ONE DECISION

You now possess market intelligence most private jet users never acquire.
The question is execution.

OPTION A

- Apply this framework independently.
- Expect 10–15 hours research per trip.
- Results variable based on operator relationships.

OPTION B

- Leverage Jetset Insiders' established network.
- Real-time pricing.
- Pre-qualified operators.
- Empty leg priority access.

All quote requests receive

- Multiple aircraft options within 4 hours
- Itemized cost breakdowns
- Empty leg alternatives when available

Request Your Custom Quote

No commitment. No hidden fees. Confidential service.

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Or



650-4JETSET
650-453-8738

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