

Seller Preparation & Buyer Financing Guide

Reduce avoidable friction before the offer.



Inside this guide

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A practical guide to the decision

The seller can improve transaction readiness without promising that a buyer will obtain financing. Make the asset evidence and closing dependencies easy to investigate.

Use this guide with your transaction team

Mark each assumption as confirmed, provisional or unresolved. Assign a responsible person and a date to every material open item. Revisit the record when the aircraft, ownership entity, operating plan or financing structure changes.

Use this resource with qualified advisers for your transaction. Educational guidance does not replace tax, legal, technical or operational advice specific to the aircraft and facts.

Ask about the actual review stage

Through the agreed transaction channels, establish whether the buyer has only made an inquiry, supplied documents, received a conditional indication or satisfied the lender's requirements. The seller does not need unrestricted access to private borrower financials. Ask for an appropriate status statement and remaining aircraft or closing conditions, preserving the buyer's confidentiality and the lender's actual qualifications.

Prepare aircraft evidence promptly

Make identity, specification, current times, maintenance status, programs and relevant records available through a controlled process. Address known gaps and discrepancies directly. A well-organized package helps the buyer's advisers evaluate the aircraft; it does not replace independent inspection or require the seller to guarantee the lender's valuation. Keep a dated record of what was supplied and any later changes.

Align the agreement with dependencies

Have the parties' advisers address financing contingencies, deposit treatment, inspection rights, acceptance and timing. Avoid assuming an informal conversation changes signed obligations. If financing depends on final aircraft review, the contract and calendar should acknowledge it rather than placing every unresolved condition behind an already nonrefundable deposit without discussion.

Manage the closing checklist

Name who handles title review, lien releases, insurance, documents, funds and delivery. Confirm what evidence permits release of money and transfer of the aircraft. A buyer's lender can be ready while seller payoff documentation remains incomplete. Track each dependency separately and notify the team when price, date, aircraft condition or legal parties change.

Illustrative seller scenario

Illustrative only: the buyer has conditional credit approval but the lender has not accepted the aircraft's maintenance position. The seller can help by providing the requested records and allowing the agreed inspection. Describing the buyer as fully funded would omit a material condition. Update the shared timeline and contract discussions through the appropriate advisers.

Make the aircraft evidence easy to investigate

Organize identity, specification, equipment, airframe and engine records, inspections, maintenance tracking, modifications and programs. Mark which records are originals, copies or summaries. Identify the period covered and the person answering questions. A clean index saves search time while preserving the distinction between a status report and the underlying documents needed by technical advisers.

Reconcile serials, times, installed engines and modification descriptions across the listing and records. If a gap remains, explain what is known and what evidence is being sought. Do not manufacture missing history or quietly replace a signed record. Let the buyer's independent adviser determine the relevance of the gap and the inspection work needed.

Obtain a dated loan payoff

Request a dated payoff quote, validity period, interest treatment, notice requirements, payment instructions and expected release documents. Identify any restrictions or charges in the loan agreement. If aircraft or engines secure other obligations, have the advisers determine the scope. Do not assume that selling one asset automatically releases every interest or that a verbal payoff number is sufficient.

Arrange a qualified title review early. The FAA explains that the registration branch does not perform title searches and that recorded documents can include liens and releases. Keep a list of the

interests identified, the secured party and required discharge evidence. A historic paid balance should not be treated as proof that a record already contains the appropriate release.

Define the inspection and concession process

Have advisers document scope, access, costs, timing, operating flights, acceptance standards and the treatment of findings. An independent inspection should not become a debate about rules the parties never agreed. AOPA distinguishes pre-purchase diligence from ordinary maintenance inspection; the buyer's technical objectives and the lender's evidence requirements also need clarification.

Ask the technical team to distinguish airworthiness and operational issues, upcoming maintenance, cosmetic matters, records gaps and optional improvements. Do not let a seller or buyer assign technical significance without qualified input. Use written findings and estimates with their uncertainties rather than one unverified total offered under closing pressure.

Map the buyer financing dependencies

Record agreement, deposit, records delivery, inspection, findings, acceptance, valuation, lender conditions, title, insurance, funding and possession. Assign each to a responsible person and an expected date. Make prerequisites explicit. A document-delivery target and a condition-satisfied date are different milestones, and a seller should know which one has actually been reached.

Request payoff information, title review, corporate authority, program transfers and records before the buyer needs them urgently. If the aircraft remains in use, agree how updated hours, cycles and maintenance will be reported. Do not wait for a lender's final document request to discover a missing release or inconsistent legal name that requires professional resolution.

Estimate net proceeds conservatively

Start with agreed price and identify any separate credits, adjustments or deposits. A buyer deposit generally contributes toward the total price under the contract; do not add it again as extra sale revenue. Use the final closing statement as the source for actual disbursements and label preliminary amounts as estimates.

Request payoff through the intended closing date, including contractual interest, charges and release conditions. A periodic statement balance may be insufficient. Refresh the quote if closing moves. Where more than one interest must be resolved, have the title and legal advisers identify each required payment or release rather than assuming one loan is the whole picture.

Plan the handover and retained records

Have advisers map technical acceptance, contract acceptance, lender conditions, document delivery, funds availability, disbursement, title transfer and possession. Identify who may authorize each step. The exact sequence depends on the transaction; a generic webpage should not replace the agreed closing instructions or imply that the aircraft can depart simply because one participant is ready.

Confirm legal names, signatories and aircraft descriptions across purchase, bill of sale, registration, financing and insurance documents. The FAA registration process uses the legal owner's name. Request the current official forms and professional review rather than copying a stale template or assuming an entity change is administratively inconsequential.

Your decision worksheet

The seller can improve transaction readiness without promising that a buyer will obtain financing. Make the asset evidence and closing dependencies easy to investigate.

For each line, record the known facts, the evidence or quote supporting them, who is responsible for confirmation and the next action. Date each entry so that a later reader can distinguish a current quote from an old assumption.

Planning item	Evidence to gather	Decision to record
Complete aircraft specification	A dated source, quote, agreement or adviser response	Confirmed / provisional / action required
Records and maintenance status	A dated source, quote, agreement or adviser response	Confirmed / provisional / action required
Existing loan and dated payoff	A dated source, quote, agreement or adviser response	Confirmed / provisional / action required
Inspection access and known discrepancies	A dated source, quote, agreement or adviser response	Confirmed / provisional / action required
Program transfer and service obligations	A dated source, quote, agreement or adviser response	Confirmed / provisional / action required
Buyer financing dependencies	A dated source, quote, agreement or adviser response	Confirmed / provisional / action required
Closing allocation and concessions	A dated source, quote, agreement or adviser response	Confirmed / provisional / action required
Estimated proceeds and excluded taxes	A dated source, quote, agreement or adviser response	Confirmed / provisional / action required

Before you commit

Resolve material unknowns with the professional responsible for that subject before taking the next irreversible step. Keep aircraft technical acceptance, lender requirements, insurance and tax advice distinct in the transaction file.

Use the related calculators to compare a base case with a less favorable case. Bring the complete inputs and assumptions into the next conversation, rather than relying only on the headline result.

Your next-step checklist

- ☐ Complete aircraft specification
- ☐ Records and maintenance status
- ☐ Existing loan and dated payoff
- ☐ Inspection access and known discrepancies
- ☐ Program transfer and service obligations
- ☐ Buyer financing dependencies
- ☐ Closing allocation and concessions
- ☐ Estimated proceeds and excluded taxes

Working notes & adviser questions

The seller can improve transaction readiness without promising that a buyer will obtain financing. Make the asset evidence and closing dependencies easy to investigate.

Record a decision, the supporting evidence, the responsible adviser and the next action. Keep a copy with the dated transaction file.

Before the next commitment

What would change the decision? Which condition could delay closing? What additional cash would be needed in a less favorable case?

Sources & next steps

[AOPA original purchase agreement guidance](#)

[AOPA original inspection guidance](#)

[FAA original clear-title guidance](#)

[AOPA original financing process](#)

[FAA original aircraft-registration guidance](#)

The complete HTML edition uses the same structured content and is available at </selling/seller-preparation/>. Primary sources support the relevant facts; original planning frameworks and examples remain illustrative.

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Submit a deal or arrange a financing call

Email an initial deal summary to jason@jakenaviation.com or call 833-264-7776. Include the aircraft, purchase price or value, financing request, available equity, intended use, California connection and timing.

Use the appropriate secure channel for sensitive supporting documents. Any lender decision requires separate review, documentation and current terms.

[Request a financing call](#)

[Explore documented program information](#)