



SPACE COAST
S O U R C I N G

DEALER ACQUISITION WELCOME PACKET

Aircraft opportunities. Clear information. Smarter acquisitions.

Space Coast Sourcing helps aircraft dealers identify promising piston-trainer opportunities and evaluate them efficiently before committing time and capital.

01 What we do for your acquisition team

- SOURCE** Find aircraft aligned with your fleet and resale objectives.
- QUALIFY** Collect seller-provided details, records and answers.
- COORDINATE** Help keep introductions, escrow preferences and next steps organized.

02 Three pages. One straightforward process.

- PAGE 1 Overview of how we work
- PAGE 2 Your editable acquisition profile and closing preferences
- PAGE 3 Our practical roadmap from opportunity to closing

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YOUR DEALER ACQUISITION PROFILE

Tell us what a good acquisition looks like.

Complete this page electronically. Fields marked * are requested for onboarding.

01 Dealer contact

DEALER LEGAL NAME *

PRIMARY CONTACT / TITLE *

EMAIL ADDRESS *

DIRECT PHONE

02 Aircraft acquisition criteria

AIRCRAFT TYPES / MODELS (LIST AS MANY AS NEEDED) *

PURCHASE PRICE RANGE

PREFERRED MODEL YEARS / AIRCRAFT HOURS

TARGET LOCATIONS / STATES / REGIONS (INCLUDE EXCLUSIONS) *

OTHER BUYING CRITERIA / AVIONICS / ENGINE / CONDITION

03 Purchase agreement and escrow preferences

☐ Our own purchase agreement

☐ Please suggest a template

☐ We have a preferred escrow company

☐ Open to a recommended company

ESCROW COMPANY / CONTACT / EMAIL (IF APPLICABLE)

We confirm closing-provider compatibility and fee-payment procedures before offers move forward.

Dealer representative:

HOW THE ACQUISITION PROCESS WORKS

A practical process, start to finish.

You make the purchase decisions. We make the sourcing and coordination easier.

01

SOURCE & REVIEW

We identify aircraft matching your criteria, gather available records and seller disclosures, and help answer the questions that matter to your evaluation.

02

EVALUATE & PREPARE AN OFFER

When an aircraft fits, your team determines the offer and inspection terms. We can deliver buyer-approved paperwork for the seller to review.

03

AGREE ON CLOSING & FEE PROCEDURE

Before an offer proceeds, we confirm the proposed escrow provider works for both sides and whether it accepts sourcing-fee wire disbursement.

04

INSPECT, CLOSE & CONFIRM

Your team selects an independent inspector and manages the acquisition. We facilitate introductions and request closing and payment updates.

05 Sourcing fee at the offer stage

Our standard fee is 2% of the completed aircraft purchase price (\$2,500 minimum, \$5,000 maximum). Before direct handoff, we ask your team to include our sourcing-fee provision in the offer and confirm how it will be wired at closing.

IMPORTANT CLOSING DETAIL

Escrow must separately accept fee instructions. If it cannot, dealer wire payment applies.