



DASSAULT FALCON 7X MARKET OVERVIEW

FEBRUARY 2020



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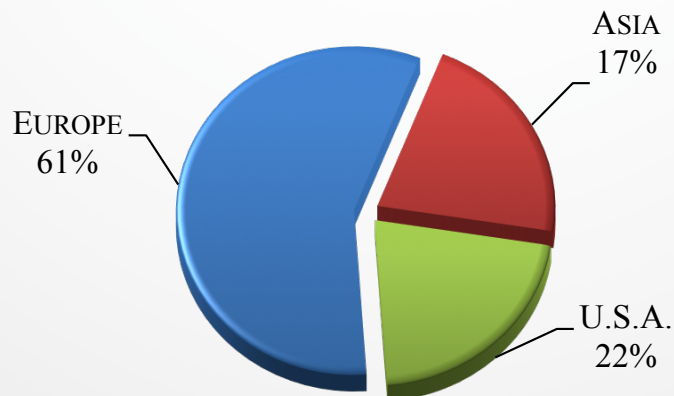
Currently, there are 18 Falcon 7Xs for sale of 282 aircraft, representing 6% of the active fleet.

CURRENT FALCON 7X MARKET SUMMARY

AIRCRAFT SUMMARY	LOW	HIGH	AVERAGE
ASKING PRICE	\$17,950,000	\$36,000,000	\$25,483,000
AIRFRAME TOTAL TIME	637	6,295	2,738
MANUFACTURE YEAR	2008	2017	2012
DAYS ON MARKET	21	1,036	275

FIGURES BASED ON ASKING PRICES, NOT SALES PRICES. BASED ON 18 AIRCRAFT PRICES AND 18 AIRCRAFT FOR SALE

CURRENT FALCON 7X MARKET BY SELLER LOCATION

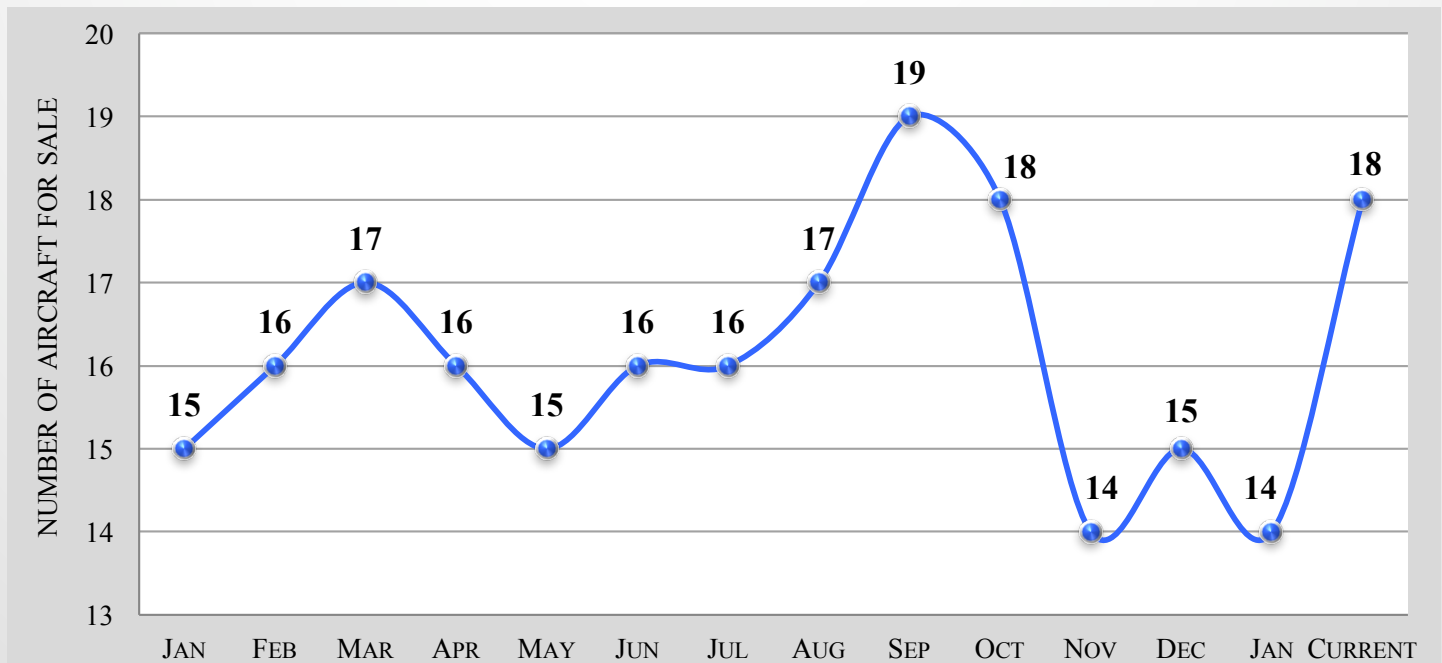




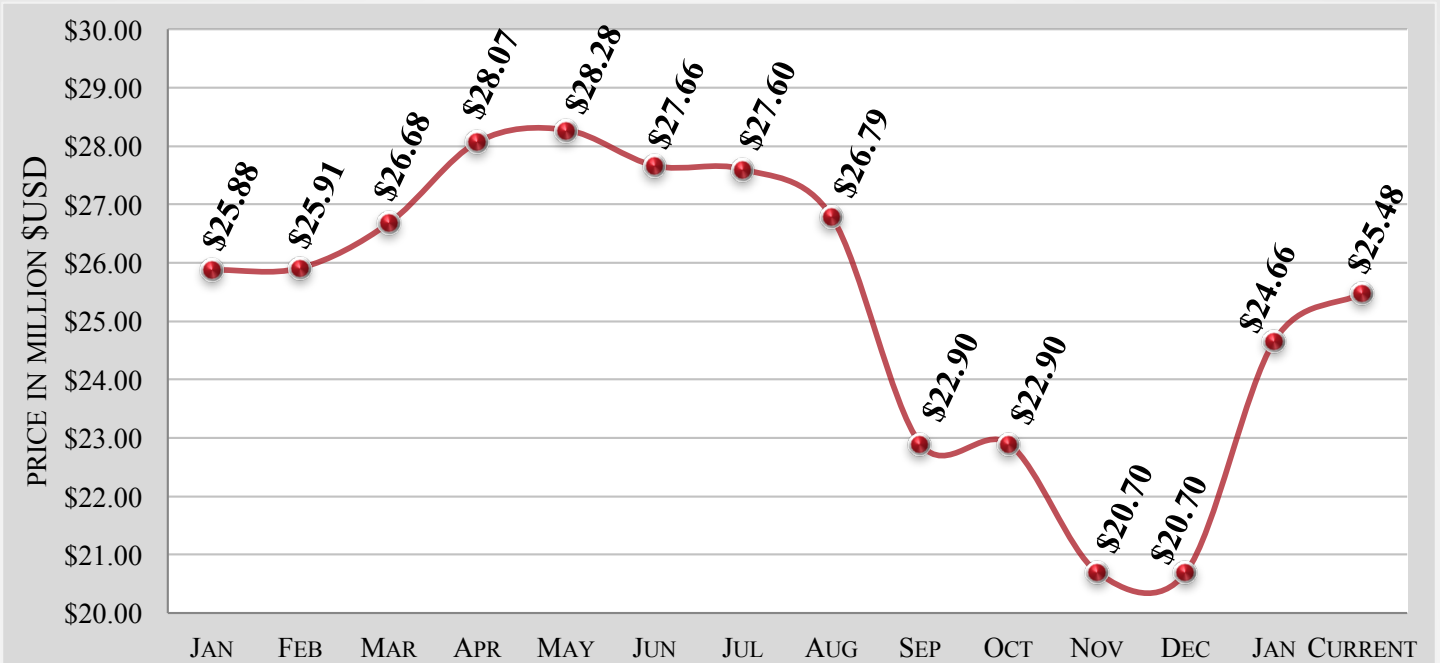
FALCON 7X – 6 MONTH MARKET HISTORY

MONTH	SEP	OCT	NOV	DEC	JAN	CURRENT	AVERAGE
AVERAGE ASK PRICE	\$22.9M	\$22.9M	\$20.7M	\$20.7M	\$24.7M	\$25.5M	\$22.9M
NUMBER FOR SALE	19	18	14	15	14	18	16
ACTIVE FLEET	280	280	280	280	280	282	280
PERCENTAGE FOR SALE	7%	6%	5%	5%	5%	6%	6%
AVERAGE YEAR	2012	2012	2012	2012	2012	2012	2012
AVERAGE DAYS ON MARKET	236	342	261	269	244	275	255
AVERAGE AIRFRAME TIME	2,231	2,283	2,252	2,448	2,948	2,738	2,483
TRANSACTIONS	1	3	2	0	0	TBD	6 TOTAL

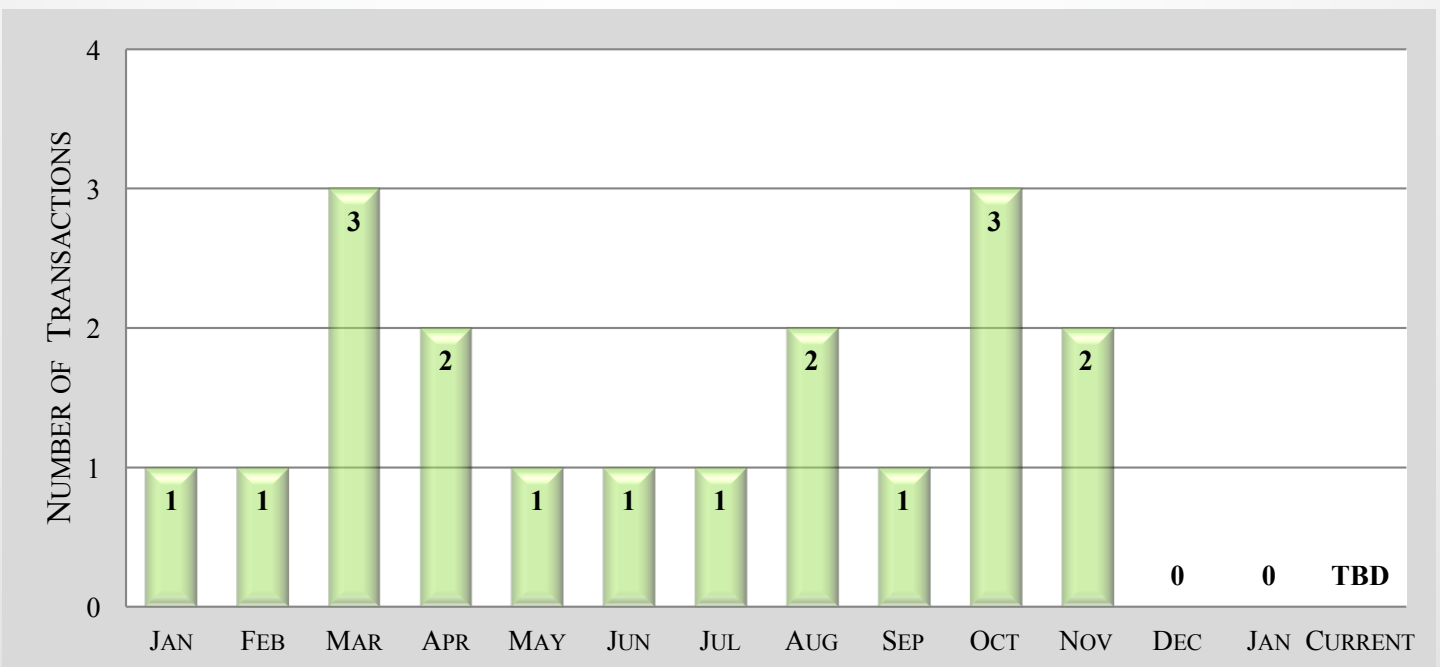
FALCON 7X – 12 MONTH FOR SALE INVENTORY HISTORY



FALCON 7X – 12 MONTH ASKING PRICE TREND



FALCON 7X – 12 MONTH TRANSACTION HISTORY





FALCON 7X – AIRCRAFT BLUE BOOK VALUATIONS

YEAR	AVERAGE RETAIL	AVERAGE WHOLESALE	TREND
2007	\$16,000,000	\$14,201,000	NO CHANGE
2008	\$17,000,000	\$15,088,000	NO CHANGE
2009	\$18,000,000	\$15,976,000	NO CHANGE
2010	\$19,000,000	\$16,863,000	NO CHANGE
2011	\$21,000,000	\$18,639,000	NO CHANGE
2012	\$24,000,000	\$21,301,000	NO CHANGE
2013	\$26,000,000	\$23,076,000	NO CHANGE
2014	\$28,000,000	\$24,851,000	NO CHANGE
2015	\$30,000,000	\$26,627,000	NO CHANGE
2016	\$33,000,000	\$29,289,000	NO CHANGE
2017	\$36,000,000	\$31,952,000	NO CHANGE
2018	\$38,000,000	\$33,727,000	-\$1,000,000
2019	\$42,000,000	\$37,277,000	-\$3,000,000
2020	\$53,800,000	\$47,750,000	NO CHANGE

The above data is valid from March through May.



FALCON 7X – VREF VALUATIONS

YEAR	AVERAGE RETAIL	AVERAGE WHOLESALE	TREND
2007	\$16,000,000	\$14,176,000	NO CHANGE
2008	\$17,000,000	\$15,062,000	NO CHANGE
2009	\$18,000,000	\$15,984,000	NO CHANGE
2010	\$20,000,000	\$17,760,000	NO CHANGE
2011	\$22,000,000	\$19,536,000	NO CHANGE
2012	\$24,000,000	\$21,360,000	NO CHANGE
2013	\$26,000,000	\$23,140,000	NO CHANGE
2014	\$28,000,000	\$24,920,000	-\$1,500,000
2015	\$31,000,000	\$27,900,000	-\$1,500,000
2016	\$33,000,000	\$29,700,000	-\$2,500,000
2017	\$36,000,000	\$32,472,000	-\$3,500,000
2018	\$40,000,000	\$36,000,000	-\$3,500,000
2019	\$47,000,000	\$43,287,000	-\$4,000,000
2020	\$53,800,000	\$48,527,600	NO CHANGE

The above data is valid from March through May.

FALCON 7X – MARKET DETAILS AS OF FEBRUARY 2020
ARRANGED BY YEAR

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2008	226	\$23,950,000	2,051	U.S.A.
2009	37	\$21,900,000	5,173	Europe
2009	408	\$18,495,000	5,833	U.S.A.
2009	303	\$17,950,000	6,295	Europe
2010	122	\$21,500,000	4,552	Europe
2011	n/a	\$22,500,000	2,332	Asia
2011	21	\$22,500,000	3,140	Europe
2011	329	\$22,900,000	2,059	Europe
2012	1,036	\$21,000,000	3,446	Europe
2012	262	\$24,800,000	1,993	U.S.A.
2013	84	\$24,000,000	637	Asia
2013	79	\$26,000,000	1,391	U.S.A.
2014	232	\$28,400,000	1,512	Asia
2015	358	\$34,000,000	1,843	Europe
2016	253	\$24,000,000	3,814	Europe
2016	422	\$33,800,000	825	Europe
2016	451	\$36,000,000	1,183	Europe
2017	49	\$35,000,000	1,199	Europe

FALCON 7X – MARKET DETAILS AS OF FEBRUARY 2020
ARRANGED BY DAYS ON MARKET

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2011	21	\$22,500,000	3,140	Europe
2009	37	\$21,900,000	5,173	Europe
2017	49	\$35,000,000	1,199	Europe
2013	79	\$26,000,000	1,391	U.S.A.
2013	84	\$24,000,000	637	Asia
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2016	422	\$33,800,000	825	Europe
2016	451	\$36,000,000	1,183	Europe
2012	1,036	\$21,000,000	3,446	Europe
2011	n/a	\$22,500,000	2,332	Asia

FALCON 7X – MARKET DETAILS AS OF FEBRUARY 2020
ARRANGED BY ASKING PRICE

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2009	303	\$17,950,000	6,295	Europe
2009	408	\$18,495,000	5,833	U.S.A.
2012	1,036	\$21,000,000	3,446	Europe
2010	122	\$21,500,000	4,552	Europe
2009	37	\$21,900,000	5,173	Europe
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2016	451	\$36,000,000	1,183	Europe

FALCON 7X – MARKET DETAILS AS OF FEBRUARY 2020
ARRANGED BY TOTAL TIME ON AIRFRAME

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2013	84	\$24,000,000	637	Asia
2016	422	\$33,800,000	825	Europe
2016	451	\$36,000,000	1,183	Europe
2017	49	\$35,000,000	1,199	Europe
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2009	408	\$18,495,000	5,833	U.S.A.
2009	303	\$17,950,000	6,295	Europe

FALCON 7X – MARKET DETAILS AS OF FEBRUARY 2020
ARRANGED BY LOCATION

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2011	n/a	\$22,500,000	2,332	Asia
2013	84	\$24,000,000	637	Asia
2014	232	\$28,400,000	1,512	Asia
2009	37	\$21,900,000	5,173	Europe
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2012	262	\$24,800,000	1,993	U.S.A.
2013	79	\$26,000,000	1,391	U.S.A.



FALCON 7X – MARKET DETAILS AS OF FEBRUARY 2020 RECENT CHANGES TO FOR-SALE INVENTORY

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION	STATUS
2013	43	\$23,750,000	3,086	Asia	Sold 2020-03
2013	90	\$27,495,000	1,783	Europe	Withdrawn 2020-03

Disclaimer

Market changes are based on responses from sellers and agents. These changes have been reported, but not yet confirmed. Altus Aviation offers the details of these aircraft in good faith but cannot guarantee or warrant the accuracy of this information nor warrant the condition of the aircraft. A buyer should instruct his agents, or his surveyors, to investigate such details as the buyer desires validated. These aircraft are offered subject to prior sale, price change, or withdrawal without notice.



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