



DASSAULT FALCON 7X MARKET OVERVIEW JANUARY 2020

Currently, there are 14 Falcon 7Xs for sale of 280 aircraft, representing 5% of the active fleet.

CURRENT FALCON 7X MARKET SUMMARY

AIRCRAFT SUMMARY	LOW	HIGH	AVERAGE
ASKING PRICE	\$18,495,000	\$36,000,000	\$24,663,000
AIRFRAME TOTAL TIME	1,183	6,225	2,948
MANUFACTURE YEAR	2008	2016	2012
DAYS ON MARKET	37	951	244

FIGURES BASED ON ASKING PRICES, NOT SALES PRICES. BASED ON 14 AIRCRAFT PRICES AND 14 AIRCRAFT FOR SALE

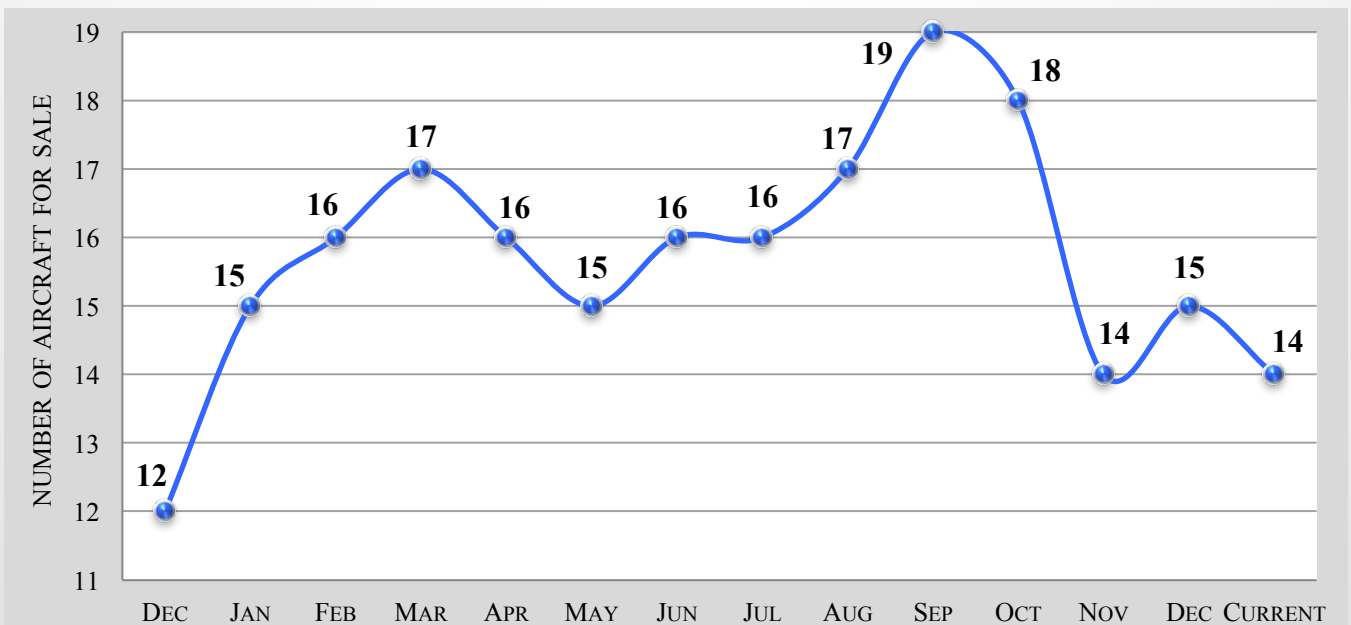
CURRENT FALCON 7X MARKET BY SELLER LOCATION



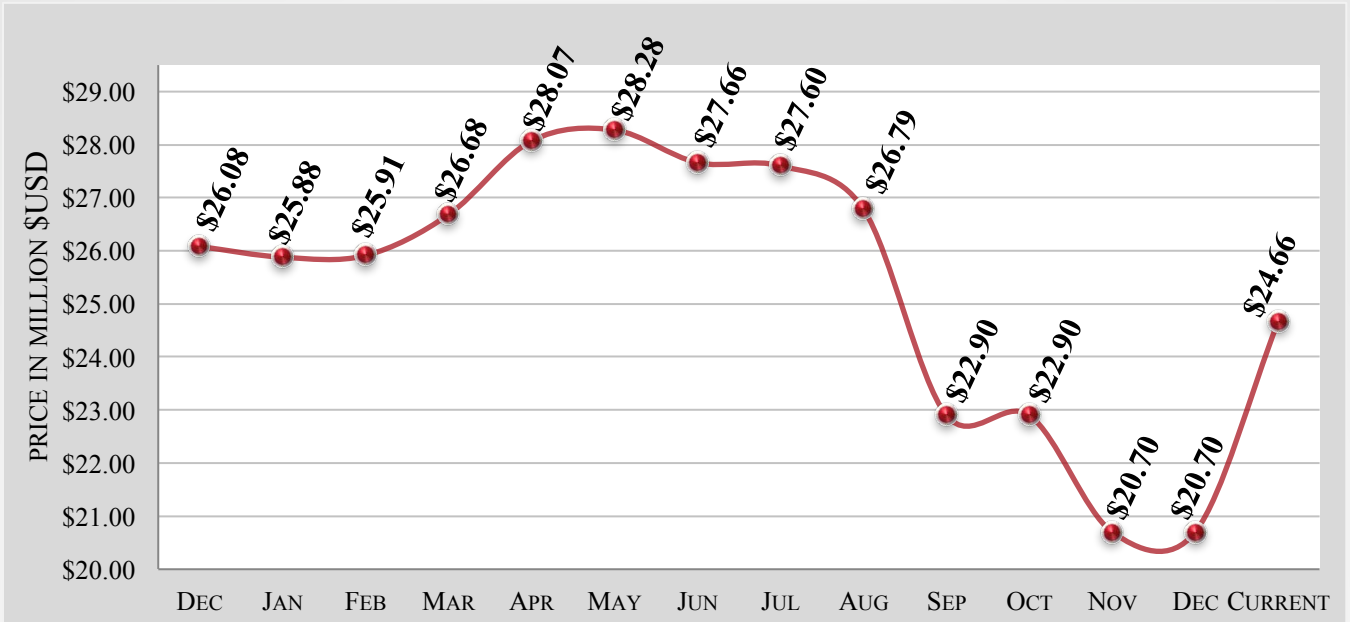
FALCON 7X – 6 MONTH MARKET HISTORY

MONTH	AUG	SEP	OCT	NOV	DEC	CURRENT	AVERAGE
AVERAGE ASK PRICE	\$23.5M	\$22.9M	\$22.9M	\$20.7M	\$20.7M	\$24.7M	\$22.6M
NUMBER FOR SALE	17	19	18	14	15	14	16
ACTIVE FLEET	280	280	280	280	280	280	280
PERCENTAGE FOR SALE	6%	7%	6%	5%	5%	5%	6%
AVERAGE YEAR	2012	2012	2012	2012	2012	2012	2012
AVERAGE DAYS ON MARKET	236	236	342	261	269	244	248
AVERAGE AIRFRAME TIME	2,258	2,231	2,283	2,252	2,448	2,948	2,403
TRANSACTIONS	2	1	3	2	0	TBD	8 TOTAL

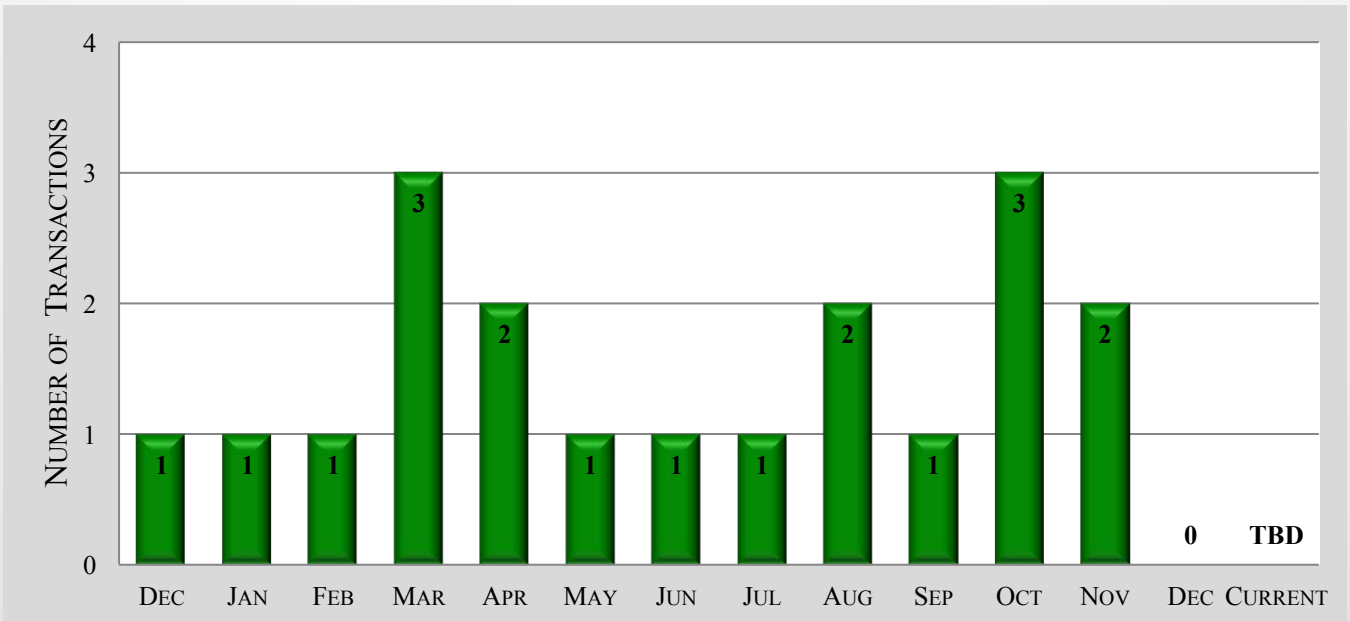
FALCON 7X – 12 MONTH FOR SALE INVENTORY HISTORY



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	\$12,201,000	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	-\$1,000,000
2016	\$33,000,000	\$29,289,000	-\$1,000,000
2017	\$36,000,000	\$31,952,000	-\$1,000,000
2018	\$39,000,000	\$34,614,000	-\$1,000,000
2019	\$45,000,000	\$39,940,000	-\$8,800,000

The above data is valid from December through February.

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	\$29,500,000	\$26,255,000	-\$500,000
2015	\$32,500,000	\$29,250,000	-\$500,000
2016	\$35,500,000	\$31,950,000	-\$500,000
2017	\$39,500,000	\$35,629,000	-\$500,000
2018	\$43,500,000	\$39,237,000	-\$500,000
2019	\$51,000,000	\$46,971,000	-\$2,800,000

The above data is valid from December through February.

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

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2008	141	\$23,950,000	2,047	U.S.A.
2009	323	\$18,495,000	5,833	U.S.A.
2009	218	\$18,495,000	6,225	Europe
2010	37	\$19,500,000	4,552	Europe
2011	n/a	\$22,500,000	2,332	Asia
2011	244	\$22,900,000	2,028	Europe
2012	951	\$21,000,000	3,446	Europe
2012	177	\$24,800,000	1,881	U.S.A.
2013	43	\$23,750,000	3,086	Asia
2013	90	\$27,495,000	1,783	Europe
2014	147	\$28,400,000	1,512	Asia
2015	273	\$34,000,000	1,555	Europe
2016	168	\$24,000,000	3,814	Europe
2016	366	\$36,000,000	1,183	Europe

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

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2010	37	\$19,500,000	4,552	Europe
2013	43	\$23,750,000	3,086	Asia
2013	90	\$27,495,000	1,783	Europe
2008	141	\$23,950,000	2,047	U.S.A.
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2009	323	\$18,495,000	5,833	U.S.A.
2016	366	\$36,000,000	1,183	Europe
2012	951	\$21,000,000	3,446	Europe
2011	n/a	\$22,500,000	2,332	Asia

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

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2009	218	\$18,495,000	6,225	Europe
2009	323	\$18,495,000	5,833	U.S.A.
2010	37	\$19,500,000	4,552	Europe
2012	951	\$21,000,000	3,446	Europe
2011	n/a	\$22,500,000	2,332	Asia
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2015	273	\$34,000,000	1,555	Europe
2016	366	\$36,000,000	1,183	Europe

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

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2016	366	\$36,000,000	1,183	Europe
2014	147	\$28,400,000	1,512	Asia
2015	273	\$34,000,000	1,555	Europe
2013	90	\$27,495,000	1,783	Europe
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2009	323	\$18,495,000	5,833	U.S.A.
2009	218	\$18,495,000	6,225	Europe

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

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2014	147	\$28,400,000	1,512	Asia
2011	n/a	\$22,500,000	2,332	Asia
2013	43	\$23,750,000	3,086	Asia
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2008	141	\$23,950,000	2,047	U.S.A.
2009	323	\$18,495,000	5,833	U.S.A.



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

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION	STATUS
2016	337	\$33,800,000	825	Europe	Deal Pending 2020-01

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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