



DASSAULT FALCON 7X MARKET OVERVIEW JANUARY 2021

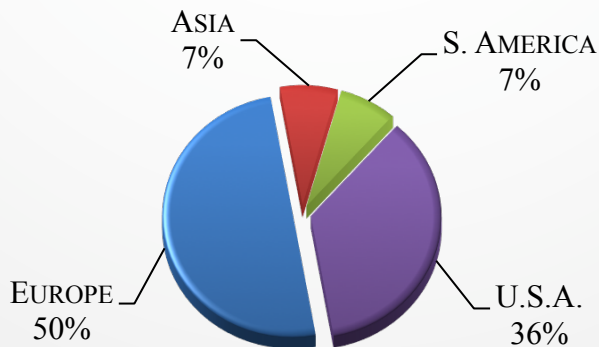
Currently, there are 14 Falcon 7Xs for sale of 283 aircraft, representing 5% of the active fleet.

CURRENT FALCON 7X MARKET SUMMARY

AIRCRAFT SUMMARY	LOW	HIGH	AVERAGE
ASKING PRICE	\$15,995,000	\$29,500,000	\$25,292,000
AIRFRAME TOTAL TIME	923	6,680	2,223
MANUFACTURE YEAR	2008	2017	2013
DAYS ON MARKET	51	689	256

FIGURES BASED ON ASKING PRICES, NOT SALES PRICES.

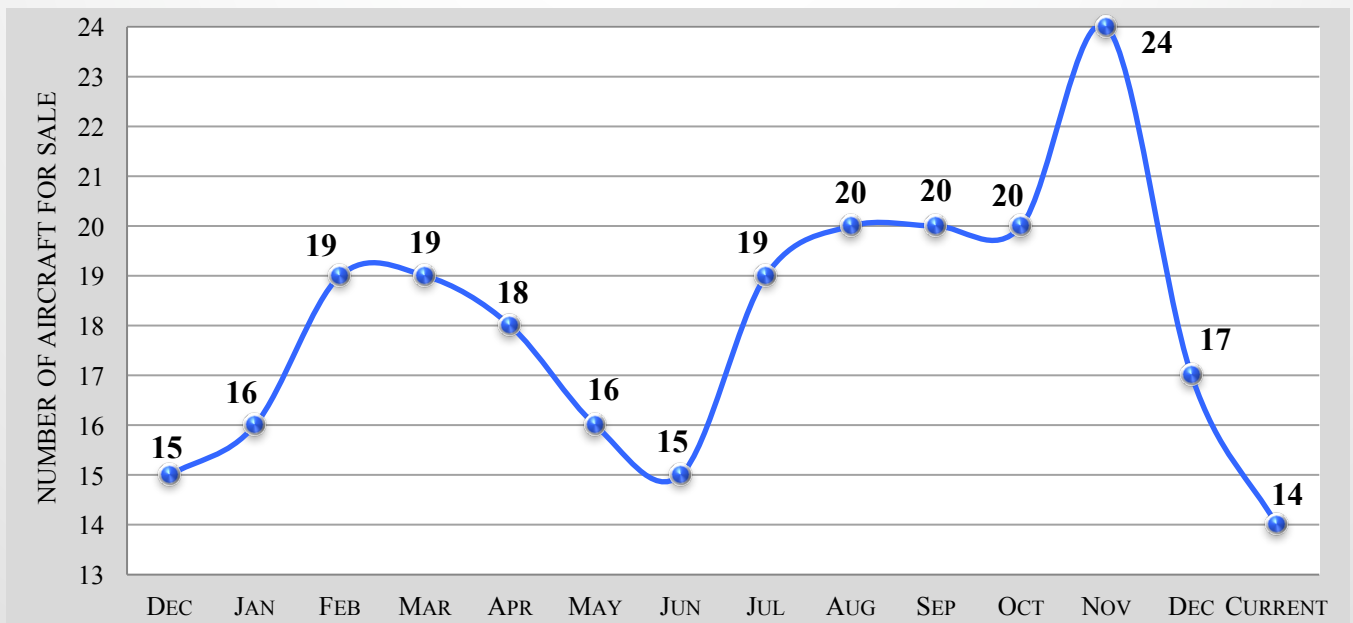
CURRENT FALCON 7X MARKET BY SELLER LOCATION



FALCON 7X – 6 MONTH MARKET HISTORY

MONTH	AUG	SEP	OCT	NOV	DEC	CURRENT	AVERAGE
AVERAGE ASK PRICE	\$19.9M	\$19.9M	\$20.6M	\$19.8M	\$20.3M	\$25.3M	\$21.0M
NUMBER FOR SALE	20	20	20	24	17	14	19
ACTIVE FLEET	283	283	283	283	283	283	283
PERCENTAGE FOR SALE	7%	7%	7%	8%	6%	5%	7%
AVERAGE YEAR	2012	2012	2012	2013	2013	2013	2013
AVERAGE DAYS ON MARKET	302	305	305	258	281	256	285
AVERAGE AIRFRAME TIME	3,254	2,914	3,047	2,661	2,209	2,223	2,718
TRANSACTIONS	2	1	1	5	2	TBD	11 TOTAL

FALCON 7X – 12 MONTH FOR SALE INVENTORY HISTORY



FALCON 7X – AIRCRAFT BLUE BOOK VALUATIONS

YEAR	AVERAGE RETAIL	AVERAGE WHOLESALE	TREND
2007	\$14,000,000	\$12,426,000	-\$1,000,000
2008	\$15,000,000	\$13,313,000	-\$1,000,000
2009	\$16,000,000	\$14,201,000	-\$1,000,000
2010	\$17,000,000	\$15,088,000	-\$1,000,000
2011	\$19,000,000	\$16,863,000	-\$1,000,000
2012	\$21,000,000	\$18,639,000	-\$1,000,000
2013	\$22,000,000	\$19,526,000	-\$2,000,000
2014	\$23,000,000	\$20,414,000	-\$3,000,000
2015	\$25,000,000	\$22,189,000	-\$3,000,000
2016	\$27,000,000	\$23,964,000	-\$3,000,000
2017	\$30,000,000	\$26,627,000	-\$2,000,000
2018	\$34,000,000	\$30,177,000	NO CHANGE
2019	\$38,000,000	\$33,727,000	-\$2,000,000
2020	\$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	\$15,000,000	\$13,290,000	-\$500,000
2008	\$16,000,000	\$14,176,000	-\$500,000
2009	\$17,000,000	\$15,096,000	-\$500,000
2010	\$18,000,000	\$15,984,000	-\$500,000
2011	\$20,000,000	\$17,760,000	-\$500,000
2012	\$22,000,000	\$19,580,000	-\$500,000
2013	\$23,500,000	\$20,915,000	-\$500,000
2014	\$25,500,000	\$22,695,000	-\$500,000
2015	\$27,500,000	\$24,750,000	-\$500,000
2016	\$29,500,000	\$26,550,000	-\$500,000
2017	\$31,500,000	\$28,413,000	-\$500,000
2018	\$34,000,000	\$30,600,000	-\$1,000,000
2019	\$39,000,000	\$35,919,000	-\$1,000,000
2020	\$49,000,000	\$44,198,000	-\$4,800,000

The above data is valid from December through February.

FALCON 7X – MARKET DETAILS AS OF JANUARY 2021
ARRANGED BY YEAR

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2008	51	\$17,500,000	2,051	U.S.A.
2009	689	\$15,995,000	6,680	U.S.A.
2011	610	\$21,350,000	2,182	Europe
2013	177	\$25,500,000	1,662	Europe
2013	304	\$25,500,000	1,586	U.S.A.
2013	64	\$25,000,000	2,808	S. America
2013	360	\$24,950,000	1,391	U.S.A.
2013	87	\$24,500,000	2,782	U.S.A.
2014	72	\$25,000,000	2,596	Europe
2015	639	\$34,000,000	1,959	Europe
2016	65	\$27,899,000	1,718	Europe
2016	65	\$27,899,000	1,590	Europe
2016	73	\$29,500,000	923	Asia
2017	330	\$29,500,000	1,199	Europe

FALCON 7X – MARKET DETAILS AS OF JANUARY 2021
ARRANGED BY DAYS ON MARKET

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2008	51	\$17,500,000	2,051	U.S.A.
2013	64	\$25,000,000	2,808	S. America
2016	65	\$27,899,000	1,718	Europe
2016	65	\$27,899,000	1,590	Europe
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2015	639	\$34,000,000	1,959	Europe
2009	689	\$15,995,000	6,680	U.S.A.

FALCON 7X – MARKET DETAILS AS OF JANUARY 2021
ARRANGED BY ASKING PRICE

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2009	689	\$15,995,000	6,680	U.S.A.
2008	51	\$17,500,000	2,051	U.S.A.
2011	610	\$21,350,000	2,182	Europe
2013	87	\$24,500,000	2,782	U.S.A.
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2016	73	\$29,500,000	923	Asia
2017	330	\$29,500,000	1,199	Europe
2015	639	\$34,000,000	1,959	Europe

FALCON 7X – MARKET DETAILS AS OF JANUARY 2021
ARRANGED BY TOTAL TIME ON AIRFRAME

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2016	73	\$29,500,000	923	Asia
2017	330	\$29,500,000	1,199	Europe
2013	360	\$24,950,000	1,391	U.S.A.
2013	304	\$25,500,000	1,586	U.S.A.
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FALCON 7X – MARKET DETAILS AS OF JANUARY 2021
ARRANGED BY LOCATION

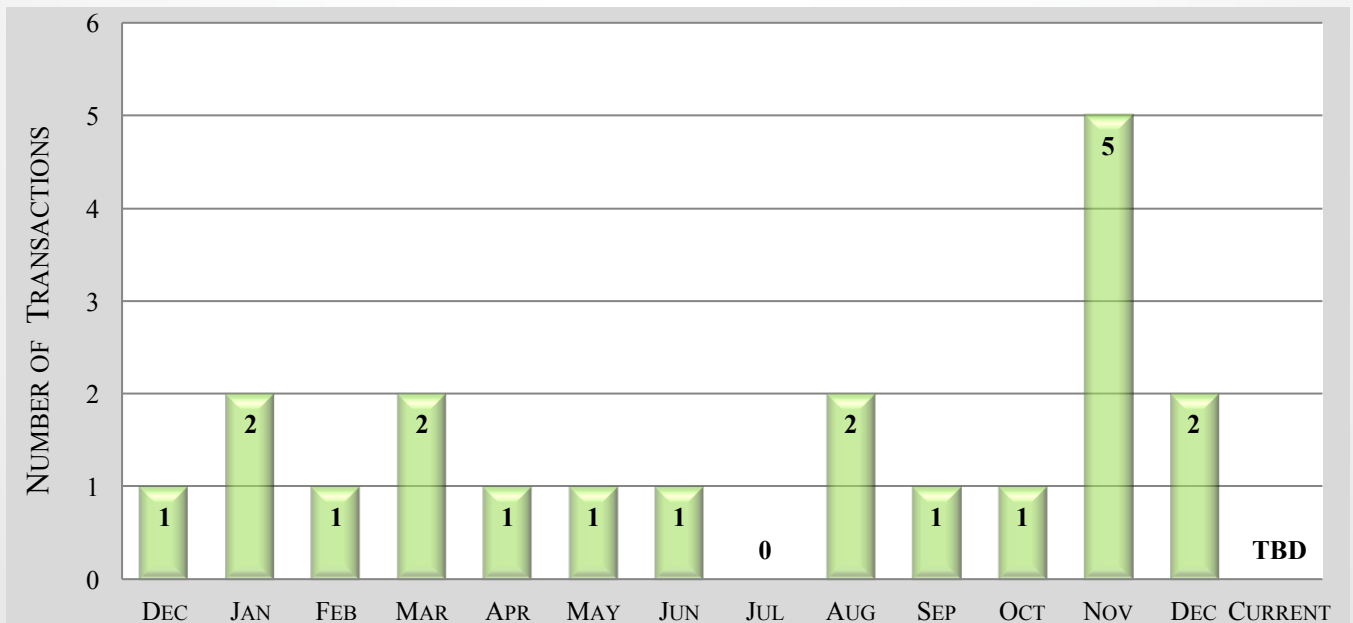
YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2016	73	\$29,500,000	923	Asia
2017	330	\$29,500,000	1,199	Europe
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2008	51	\$17,500,000	2,051	U.S.A.
2013	87	\$24,500,000	2,782	U.S.A.
2009	689	\$15,995,000	6,680	U.S.A.

FALCON 7X – MARKET DETAILS AS OF JANUARY 2021

RECENT CHANGES TO FOR-SALE INVENTORY

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION	STATUS
2008	61	\$16,750,000	5,522	U.S.A.	<i>Sold 2020-11</i>
2010	266	\$21,500,000	4,552	Europe	<i>Withdrawn 2020-09</i>
2011	302	\$22,500,000	3,140	Europe	<i>Deal Pending 2020-11</i>
2011	82		2,026	Europe	<i>Sold 2020-10</i>
2013	313	\$24,000,000	654	Asia	<i>Deal Pending 2020-11</i>
2013	134	\$20,000,000	2,267	Europe	<i>Sold 2020-11</i>
2013	119		1,759	Europe	<i>Deal Pending 2020-11</i>
2013	130		1,537	Australia	<i>Deal Pending 2020-11</i>
2014	110	\$29,950,000	1,296	Asia	<i>Deal Pending 2020-11</i>
2016	482	\$24,000,000	3,814	Europe	<i>Sold 2020-11</i>
2016	732	\$36,000,000	1,183	Europe	<i>Deal Pending 2020-11</i>

FALCON 7X – 12 MONTH TRANSACTION HISTORY



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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