



CHALLENGER 605 MARKET OVERVIEW

JANUARY 2018



CHALLENGER 605 MARKET OVERVIEW JANUARY 2018

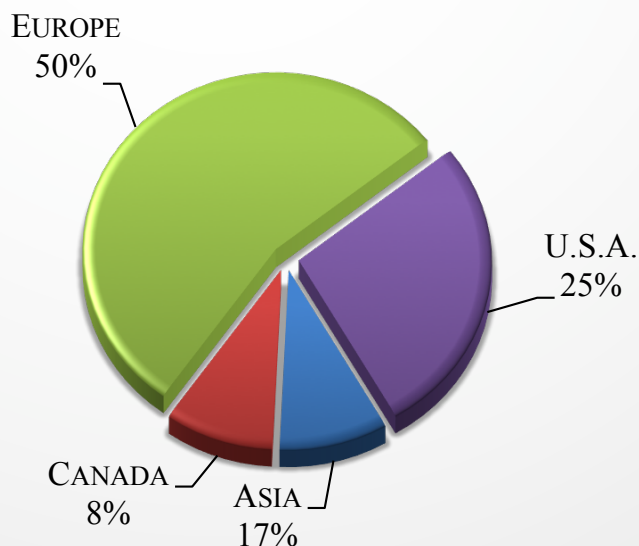
Currently, there are 12 CL605s for sale of 287 aircraft, representing 4% of the active fleet.

CURRENT CHALLENGER 605 MARKET SUMMARY

AIRCRAFT SUMMARY	LOW	HIGH	AVERAGE
ASKING PRICE	\$8,995,000	\$12,800,000	\$10,483,000
AIRFRAME TOTAL TIME	1,811	5,180	3,117
MANUFACTURE YEAR	2007	2012	2010
DAYS ON MARKET	1	960	186

FIGURES BASED ON ASKING PRICES, NOT SALES PRICES. BASED ON 12 AIRCRAFT FOR SALE AND 12 AIRCRAFT PRICES.

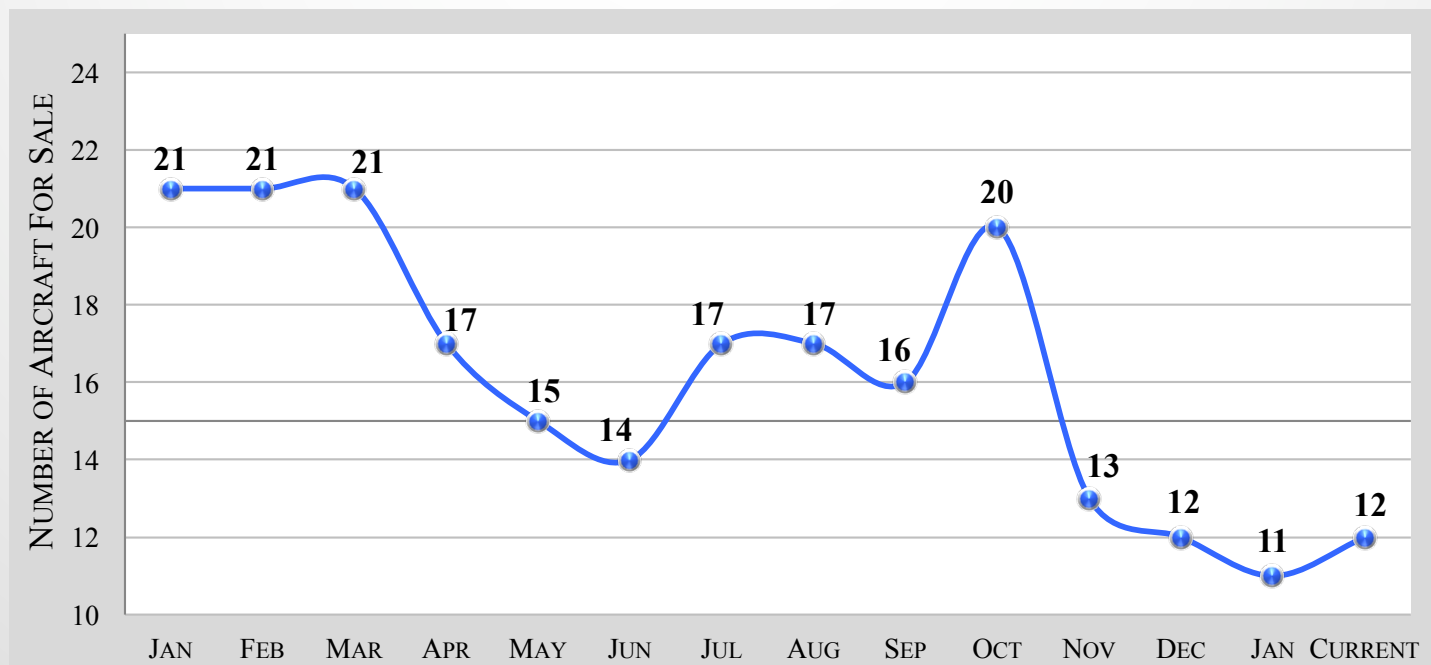
CURRENT CHALLENGER 605 MARKET BY SELLER LOCATION



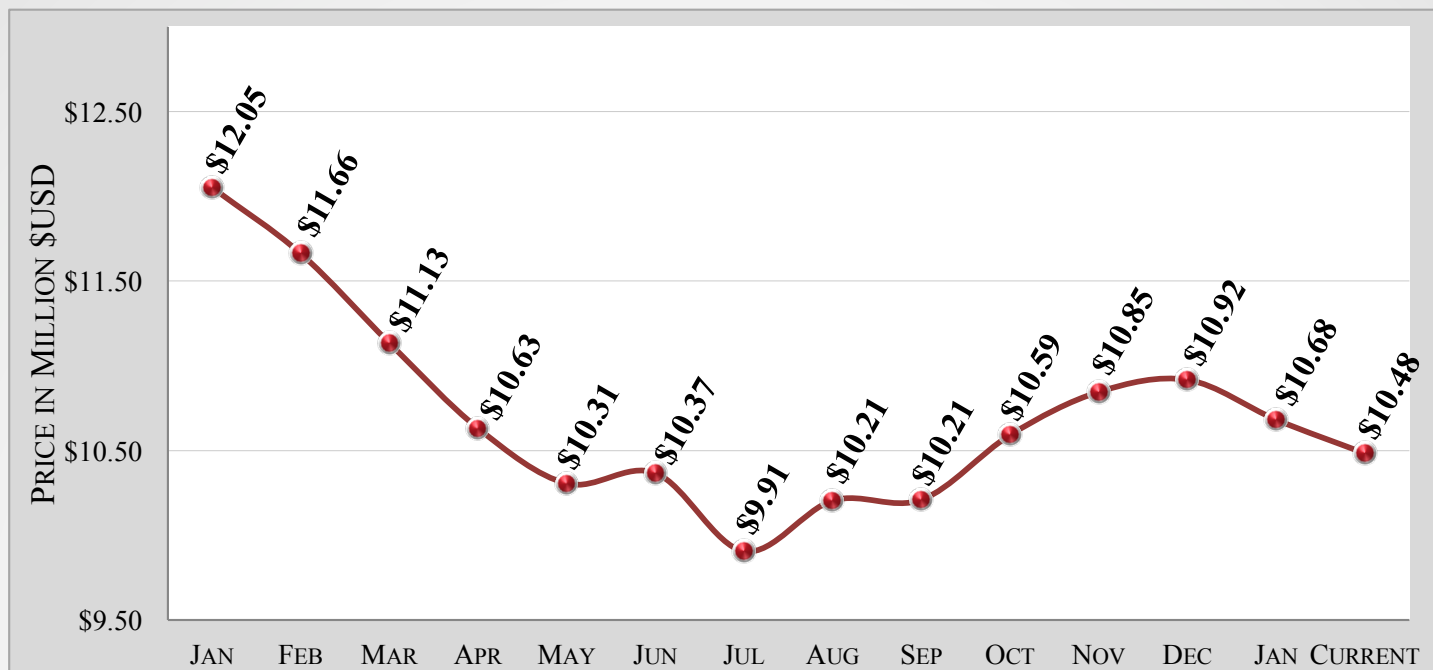
CHALLENGER 605 – 6 MONTH MARKET HISTORY

MONTH	SEPT	OCT	NOV	DEC	JAN	CURRENT	AVERAGE
AVERAGE ASK PRICE	\$10.2M	\$10.4M	\$10.8M	\$10.9M	\$10.7M	\$10.5	\$10.6M
NUMBER FOR SALE	16	21	13	12	11	12	14
ACTIVE FLEET	288	288	288	287	287	287	288
PERCENTAGE FOR SALE	6%	7%	5%	4%	4%	4%	5%
AVERAGE YEAR	2010	2010	2010	2010	2010	2010	2010
AVERAGE DAYS ON MARKET	412	331	266	200	178	186	262
AVERAGE AIRFRAME TIME	3,391	3,311	2,692	2,775	2,950	3,117	3,039
TRANSACTIONS	1	4	2	2	4	TBD	13 TOTAL

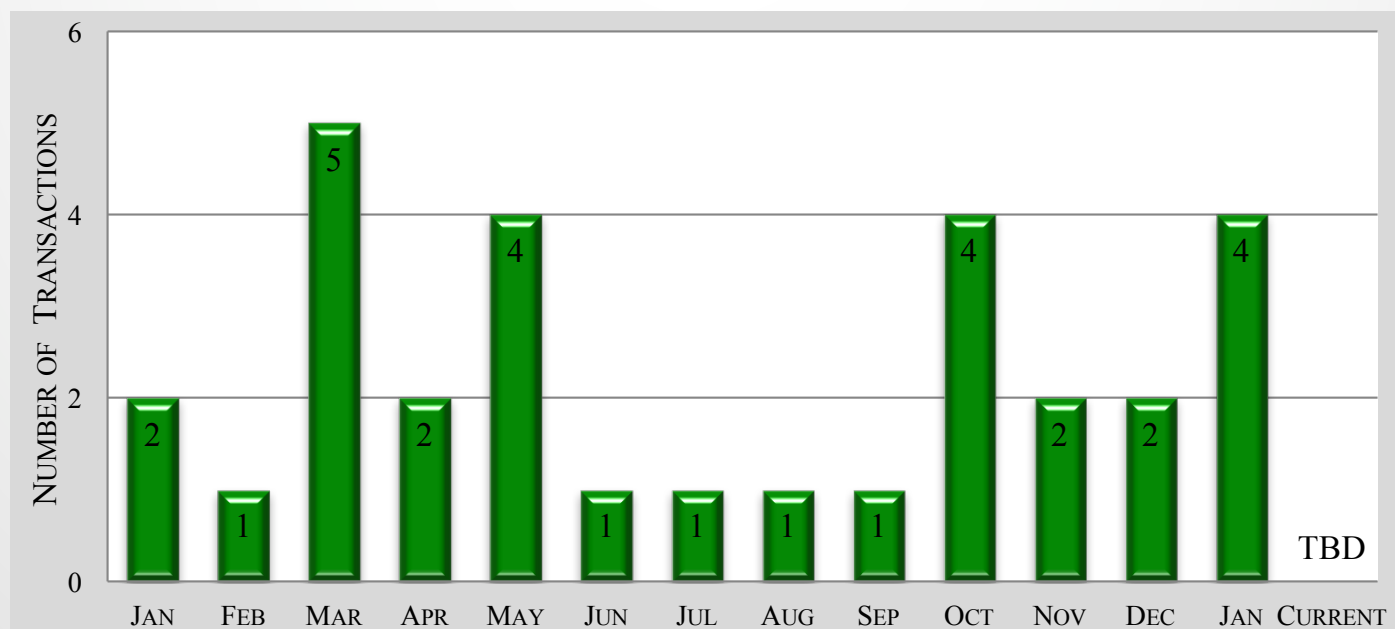
CHALLENGER 605 – 12 MONTH FOR SALE INVENTORY HISTORY



CHALLENGER 605 – 12 MONTH ASKING PRICE TREND



CHALLENGER 605 – 12 MONTH TRANSACTION HISTORY



CHALLENGER 605 – AIRCRAFT BLUE BOOK VALUATIONS

YEAR	AVERAGE RETAIL	AVERAGE WHOLESALE	TREND
2007	\$8,250,000	\$7,322,000	NO CHANGE
2008	\$8,750,000	\$7,766,000	NO CHANGE
2009	\$9,750,000	\$8,654,000	NO CHANGE
2010	\$10,250,000	\$9,097,000	NO CHANGE
2011	\$11,000,000	\$9,763,000	NO CHANGE
2012	\$12,250,000	\$10,872,000	NO CHANGE
2013	\$13,750,000	\$12,204,000	NO CHANGE
2014	\$16,000,000	\$14,201,000	NO CHANGE
2015	\$17,000,000	\$15,088,000	NO CHANGE

The above information is valid from January through March.

CHALLENGER 605 – VREF VALUATIONS

YEAR	AVERAGE RETAIL	AVERAGE WHOLESALE	TREND
2007	\$8,300,000	\$7,287,400	-\$200,000
2008	\$8,550,000	\$7,524,000	-\$200,000
2009	\$9,250,000	\$8,158,500	-\$200,000
2010	\$10,050,000	\$8,864,100	-\$200,000
2011	\$11,050,000	\$9,768,200	-\$200,000
2012	\$11,800,000	\$10,431,200	-\$200,000
2013	\$13,000,000	\$11,492,000	-\$250,000
2014	\$14,000,000	\$12,376,000	-\$250,000
2015	\$16,000,000	\$14,176,000	-\$250,000

The above information is valid from January through March.

CHALLENGER 605 MARKET DETAILS AS OF JANUARY 2018 ARRANGED BY YEAR

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2007	23	\$9,250,000	2,839	Asia
2007	960	\$9,000,000	5,180	Europe
2009	378	\$9,500,000	2,955	Europe
2009	103	\$8,995,000	4,030	Europe
2009	10	\$9,250,000	3,784	Europe
2010	153	\$9,250,000	3,812	U.S.A.
2011	118	\$12,000,000	1,859	Canada
2011	1	\$11,000,000	3,147	Europe
2011	132	\$12,500,000	1,811	Europe
2011	89	\$11,250,000	2,238	U.S.A.
2012	147	\$12,800,000	2,632	U.S.A.
2012	119	\$11,000,000	n/a	Asia

CHALLENGER 605 MARKET DETAILS AS OF JANUARY 2018

ARRANGED BY DAYS ON MARKET

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2011	1	\$11,000,000	3,147	Europe
2009	10	\$9,250,000	3,784	Europe
2007	23	\$9,250,000	2,839	Asia
2011	89	\$11,250,000	2,238	U.S.A.
2009	103	\$8,995,000	4,030	Europe
2011	118	\$12,000,000	1,859	Canada
2012	119	\$11,000,000	n/a	Asia
2011	132	\$12,500,000	1,811	Europe
2012	147	\$12,800,000	2,632	U.S.A.
2010	153	\$9,250,000	3,812	U.S.A.
2009	378	\$9,500,000	2,955	Europe
2007	960	\$9,000,000	5,180	Europe

CHALLENGER 605 MARKET DETAILS AS OF JANUARY 2018

ARRANGED BY ASKING PRICE

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2009	103	\$8,995,000	4,030	Europe
2007	960	\$9,000,000	5,180	Europe
2009	10	\$9,250,000	3,784	Europe
2007	23	\$9,250,000	2,839	Asia
2010	153	\$9,250,000	3,812	U.S.A.
2009	378	\$9,500,000	2,955	Europe
2011	1	\$11,000,000	3,147	Europe
2012	119	\$11,000,000	n/a	Asia
2011	89	\$11,250,000	2,238	U.S.A.
2011	118	\$12,000,000	1,859	Canada
2011	132	\$12,500,000	1,811	Europe
2012	147	\$12,800,000	2,632	U.S.A.

CHALLENGER 605 MARKET DETAILS AS OF JANUARY 2018

ARRANGED BY TOTAL TIME ON AIRFRAME

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2011	132	\$12,500,000	1,811	Europe
2011	118	\$12,000,000	1,859	Canada
2011	89	\$11,250,000	2,238	U.S.A.
2012	147	\$12,800,000	2,632	U.S.A.
2007	23	\$9,250,000	2,839	Asia
2009	378	\$9,500,000	2,955	Europe
2011	1	\$11,000,000	3,147	Europe
2009	10	\$9,250,000	3,784	Europe
2010	153	\$9,250,000	3,812	U.S.A.
2009	103	\$8,995,000	4,030	Europe
2007	960	\$9,000,000	5,180	Europe
2012	119	\$11,000,000	n/a	Asia

CHALLENGER 605 MARKET DETAILS AS OF JANUARY 2018

ARRANGED BY LOCATION

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2007	23	\$9,250,000	2,839	Asia
2012	119	\$11,000,000	n/a	Asia
2011	118	\$12,000,000	1,859	Canada
2011	132	\$12,500,000	1,811	Europe
2009	378	\$9,500,000	2,955	Europe
2011	1	\$11,000,000	3,147	Europe
2009	10	\$9,250,000	3,784	Europe
2009	103	\$8,995,000	4,030	Europe
2007	960	\$9,000,000	5,180	Europe
2011	89	\$11,250,000	2,238	U.S.A.
2012	147	\$12,800,000	2,632	U.S.A.
2010	153	\$9,250,000	3,812	U.S.A.

CHALLENGER 605 MARKET DETAILS AS OF JANUARY 2018

RECENT CHANGES TO FOR-SALE INVENTORY

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION	STATUS
<i>2007</i>	<i>120</i>	<i>\$9,000,000</i>	<i>3,170</i>	<i>Europe</i>	<i>Sold 2018-03</i>
<i>2008</i>	<i>532</i>	<i>\$6,750,000</i>	<i>8,772</i>	<i>U.S.A.</i>	<i>Sold 2018-01</i>
<i>2008</i>	<i>43</i>	<i>\$8,500,000</i>	<i>2,040</i>	<i>Europe</i>	<i>Sold 2018-02</i>
<i>2009</i>	<i>102</i>	<i>\$9,500,000</i>	<i>3,421</i>	<i>Europe</i>	<i>Make Offer</i>
<i>2010</i>	<i>1,337</i>	<i>\$9,000,000</i>	<i>1,326</i>	<i>Asia</i>	<i>Sold 2018-03</i>
<i>2009</i>	<i>86</i>	<i>\$8,750,000</i>	<i>3,260</i>	<i>U.S.A.</i>	<i>Sold 2018-01</i>
<i>2010</i>	<i>131</i>	<i>\$10,500,000</i>	<i>2,740</i>	<i>U.S.A.</i>	<i>Sold 2018-01</i>
<i>2011</i>	<i>23</i>	<i>n/a</i>	<i>2,282</i>	<i>U.S.A.</i>	<i>Sold 2018-02</i>
<i>2011</i>	<i>23</i>	<i>n/a</i>	<i>2,267</i>	<i>U.S.A.</i>	<i>Sold 2018-02</i>
<i>2014</i>	<i>162</i>	<i>\$17,500,000</i>	<i>378</i>	<i>U.S.A.</i>	<i>Sold 2018-01</i>

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.



The disclosures contained in research documents produced by Altus Aviation shall be governed by and construed in accordance with U.S. law. Altus Aviation specifically prohibits the redistribution of this document in whole or in part without the written permission of Altus Aviation and therefore Altus Aviation accepts no liability whatsoever for the actions of third parties in this respect. Images may depict objects or elements that are protected by third party copyright, trademarks and other intellectual property rights. © Altus Aviation 2016. All rights reserved.