



# CHALLENGER 605 MARKET OVERVIEW

## FEBRUARY 2018



## CHALLENGER 605 MARKET OVERVIEW

### FEBRUARY 2018

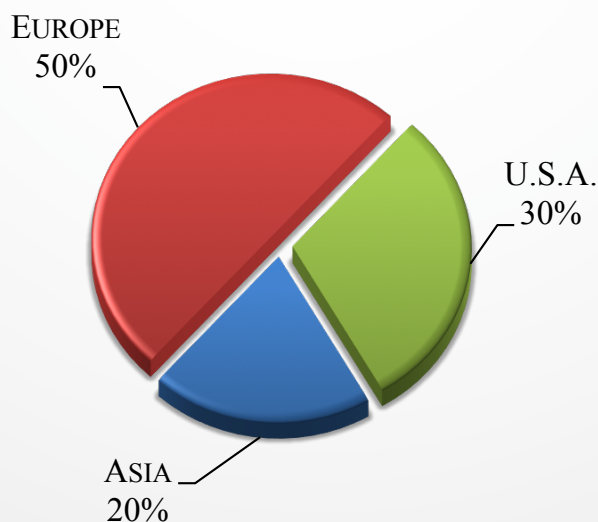
Currently, there are 10 CL605s for sale of 287 aircraft, representing 3% of the active fleet.

### CURRENT CHALLENGER 605 MARKET SUMMARY

AIRCRAFT SUMMARY	LOW	HIGH	AVERAGE
ASKING PRICE	\$8,250,000	\$12,800,000	\$10,380,000
AIRFRAME TOTAL TIME	1,915	5,239	3,011
MANUFACTURE YEAR	2007	2012	2010
DAYS ON MARKET	8	974	188

*FIGURES BASED ON ASKING PRICES, NOT SALES PRICES. BASED ON 10 AIRCRAFT FOR SALE AND 10 AIRCRAFT PRICES.*

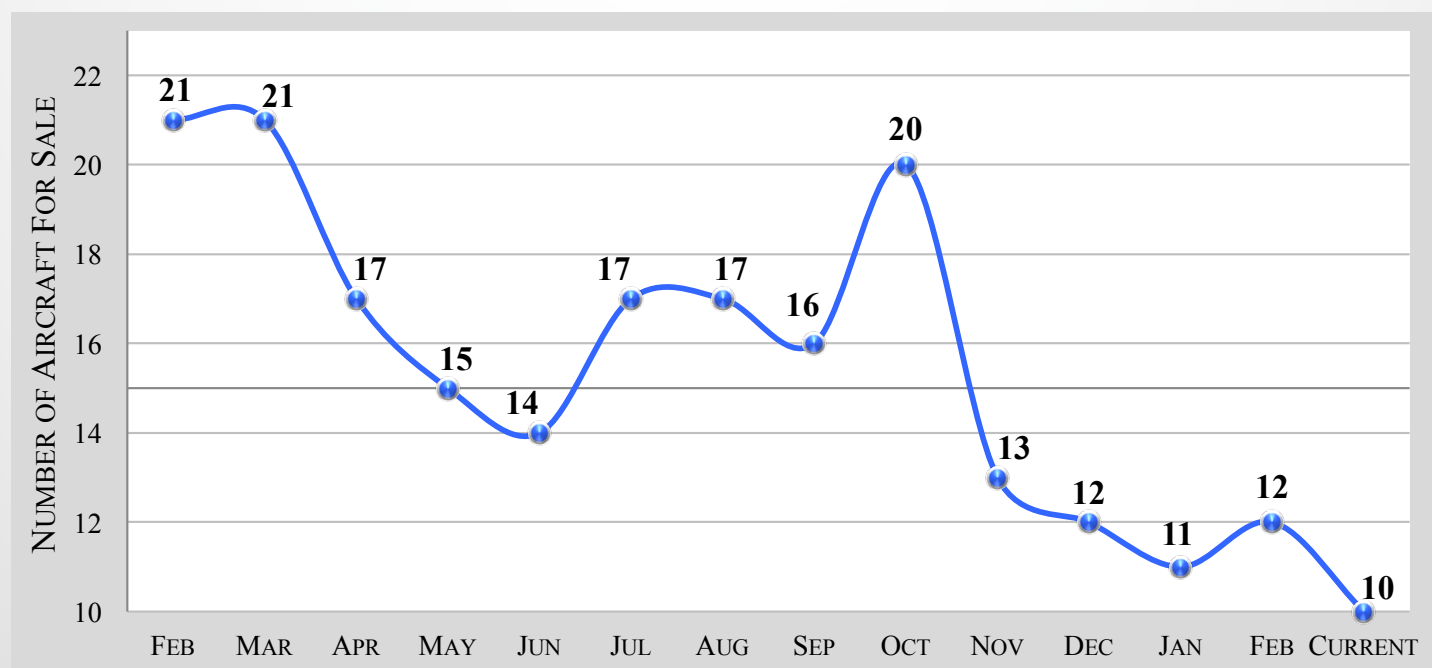
### CURRENT CHALLENGER 605 MARKET BY SELLER LOCATION



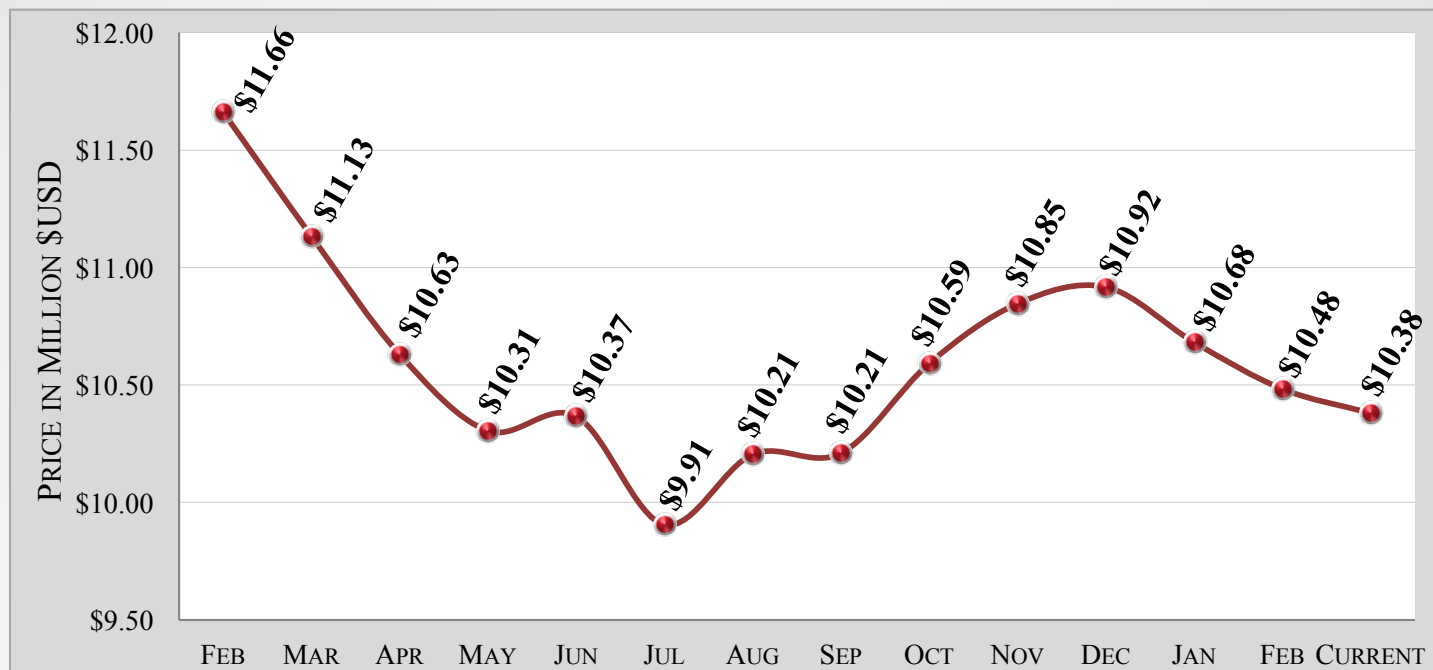
### CHALLENGER 605 – 6 MONTH MARKET HISTORY

MONTH	OCT	NOV	DEC	JAN	FEB	CURRENT	AVERAGE
AVERAGE ASK PRICE	\$10.4M	\$10.8M	\$10.9M	\$10.7M	\$10.5	\$10.4M	\$10.6M
NUMBER FOR SALE	21	13	12	11	12	10	13
ACTIVE FLEET	288	288	287	287	287	287	287
PERCENTAGE FOR SALE	7%	5%	4%	4%	4%	3%	5%
AVERAGE YEAR	2010	2010	2010	2010	2010	2010	2010
AVERAGE DAYS ON MARKET	331	266	200	178	186	188	225
AVERAGE AIRFRAME TIME	3,311	2,692	2,775	2,950	3,117	3,011	2,976
TRANSACTIONS	4	2	2	4	3	TBD	15 TOTAL

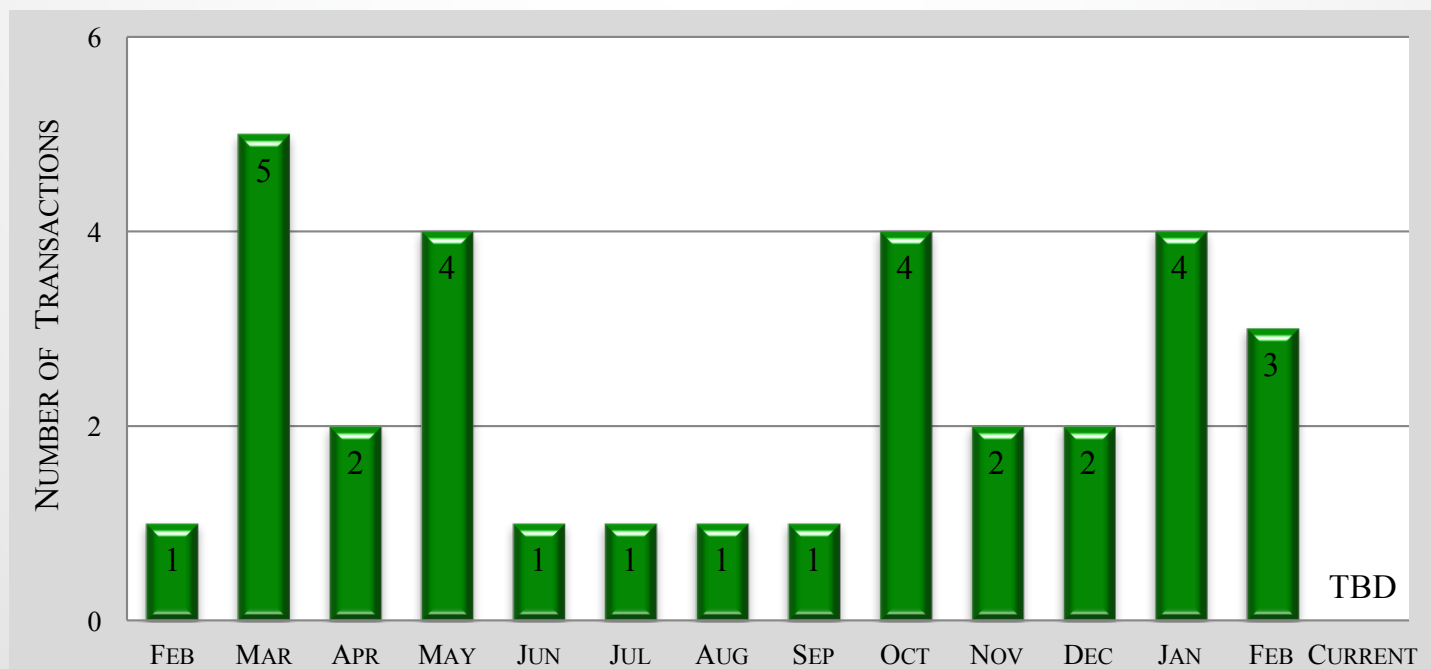
### CHALLENGER 605 – 12 MONTH FOR SALE INVENTORY HISTORY



## 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 FEBRUARY 2018 ARRANGED BY YEAR

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2007	37	\$8,250,000	2,839	Asia
2008	974	\$8,500,000	5,239	Europe
2009	392	\$9,000,000	2,955	Europe
2009	23	\$9,250,000	3,784	Europe
2010	10	\$9,750,000	1,915	U.S.A.
2011	89	\$11,250,000	2,238	U.S.A.
2011	8	\$11,000,000	3,147	Europe
2012	182	\$12,000,000	n/a	Asia
2012	8	\$12,000,000	2,353	Europe
2012	161	\$12,800,000	2,632	U.S.A.



### CHALLENGER 605 MARKET DETAILS AS OF FEBRUARY 2018

#### ARRANGED BY DAYS ON MARKET

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2011	8	\$11,000,000	3,147	Europe
2012	8	\$12,000,000	2,353	Europe
2010	10	\$9,750,000	1,915	U.S.A.
2009	23	\$9,250,000	3,784	Europe
2007	37	\$8,250,000	2,839	Asia
2011	89	\$11,250,000	2,238	U.S.A.
2012	161	\$12,800,000	2,632	U.S.A.
2012	182	\$12,000,000	n/a	Asia
2009	392	\$9,000,000	2,955	Europe
2008	974	\$8,500,000	5,239	Europe



### CHALLENGER 605 MARKET DETAILS AS OF FEBRUARY 2018

#### ARRANGED BY ASKING PRICE

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2007	37	\$8,250,000	2,839	Asia
2008	974	\$8,500,000	5,239	Europe
2009	392	\$9,000,000	2,955	Europe
2009	23	\$9,250,000	3,784	Europe
2010	10	\$9,750,000	1,915	U.S.A.
2011	8	\$11,000,000	3,147	Europe
2011	89	\$11,250,000	2,238	U.S.A.
2012	8	\$12,000,000	2,353	Europe
2012	182	\$12,000,000	n/a	Asia
2012	161	\$12,800,000	2,632	U.S.A.

### CHALLENGER 605 MARKET DETAILS AS OF FEBRUARY 2018

#### ARRANGED BY TOTAL TIME ON AIRFRAME

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2010	10	\$9,750,000	1,915	U.S.A.
2011	89	\$11,250,000	2,238	U.S.A.
2012	8	\$12,000,000	2,353	Europe
2012	161	\$12,800,000	2,632	U.S.A.
2007	37	\$8,250,000	2,839	Asia
2009	392	\$9,000,000	2,955	Europe
2011	8	\$11,000,000	3,147	Europe
2009	23	\$9,250,000	3,784	Europe
2008	974	\$8,500,000	5,239	Europe
2012	182	\$12,000,000	n/a	Asia

## CHALLENGER 605 MARKET DETAILS AS OF FEBRUARY 2018 ARRANGED BY LOCATION

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2007	37	\$8,250,000	2,839	Asia
2012	182	\$12,000,000	n/a	Asia
2009	392	\$9,000,000	2,955	Europe
2008	974	\$8,500,000	5,239	Europe
2009	23	\$9,250,000	3,784	Europe
2011	8	\$11,000,000	3,147	Europe
2012	8	\$12,000,000	2,353	Europe
2011	89	\$11,250,000	2,238	U.S.A.
2012	161	\$12,800,000	2,632	U.S.A.
2010	10	\$9,750,000	1,915	U.S.A.

### CHALLENGER 605 MARKET DETAILS AS OF FEBRUARY 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>100</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>Sold 2018-03</i>
<i>2009</i>	<i>117</i>	<i>\$8,995,000</i>	<i>4,030</i>	<i>Europe</i>	<i>Sold 2018-04</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>2010</i>	<i>153</i>	<i>\$9,250,000</i>	<i>3,812</i>	<i>U.S.A.</i>	<i>Sold 2018-03</i>
<i>2011</i>	<i>132</i>	<i>\$12,000,000</i>	<i>1,859</i>	<i>Canada</i>	<i>Deal Pending 2018-04</i>
<i>2011</i>	<i>132</i>	<i>\$12,500,000</i>	<i>1,811</i>	<i>Europe</i>	<i>Withdrawn 2018-03</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>43</i>	<i>n/a</i>	<i>2,267</i>	<i>U.S.A.</i>	<i>Sold 2018-02</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.