



# CHALLENGER 605 MARKET OVERVIEW

## SEPTEMBER 2018



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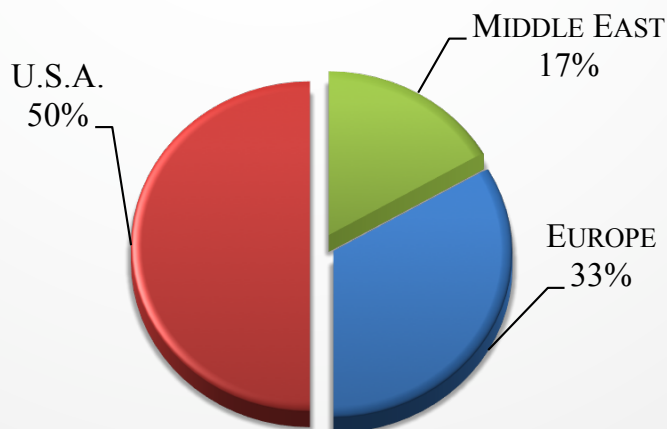
Currently, there are 5 CL605s for sale of 287 aircraft, representing 2% of the active fleet.

### CURRENT CHALLENGER 605 MARKET SUMMARY

AIRCRAFT SUMMARY	LOW	HIGH	AVERAGE
ASKING PRICE	\$9,700,000	\$14,995,000	\$11,618,000
AIRFRAME TOTAL TIME	1,629	3,784	2,479
MANUFACTURE YEAR	2009	2013	2011
DAYS ON MARKET	5	252	108

*FIGURES BASED ON ASKING PRICES, NOT SALES PRICES. BASED ON 5 AIRCRAFT FOR SALE AND 5 AIRCRAFT PRICES.*

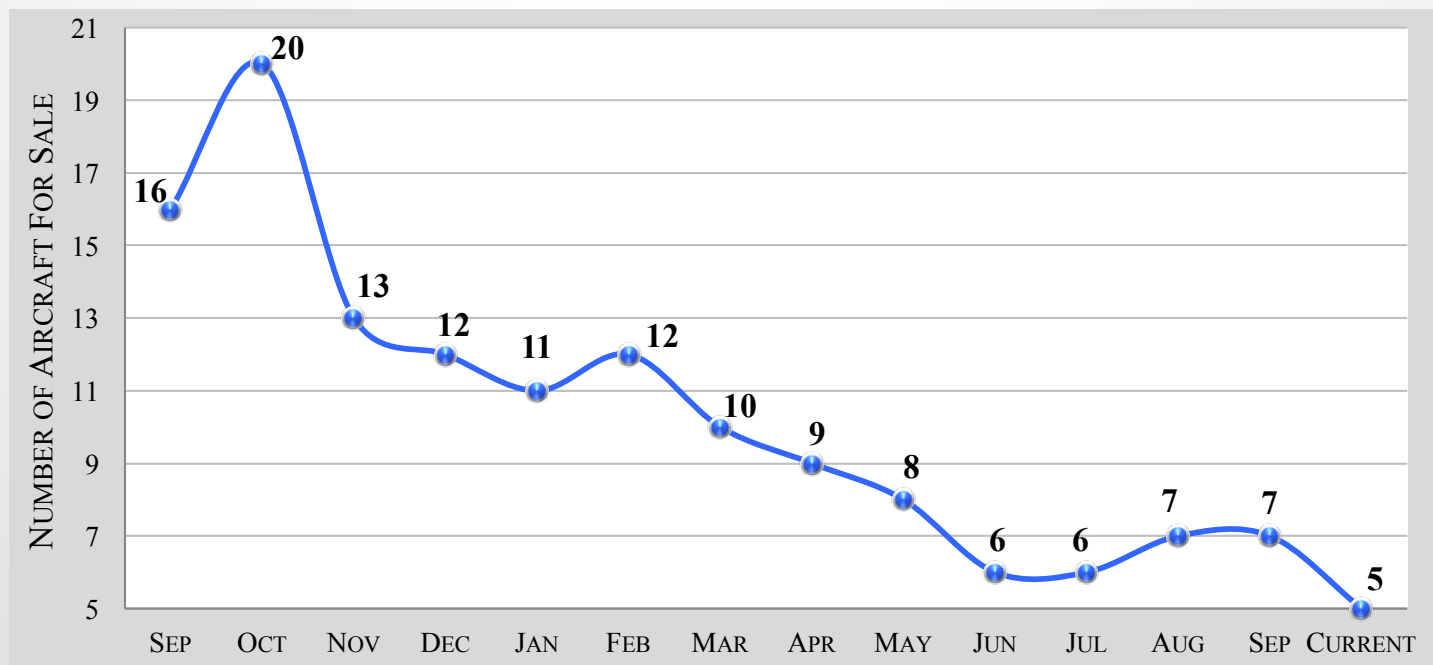
### CURRENT CHALLENGER 605 MARKET BY SELLER LOCATION



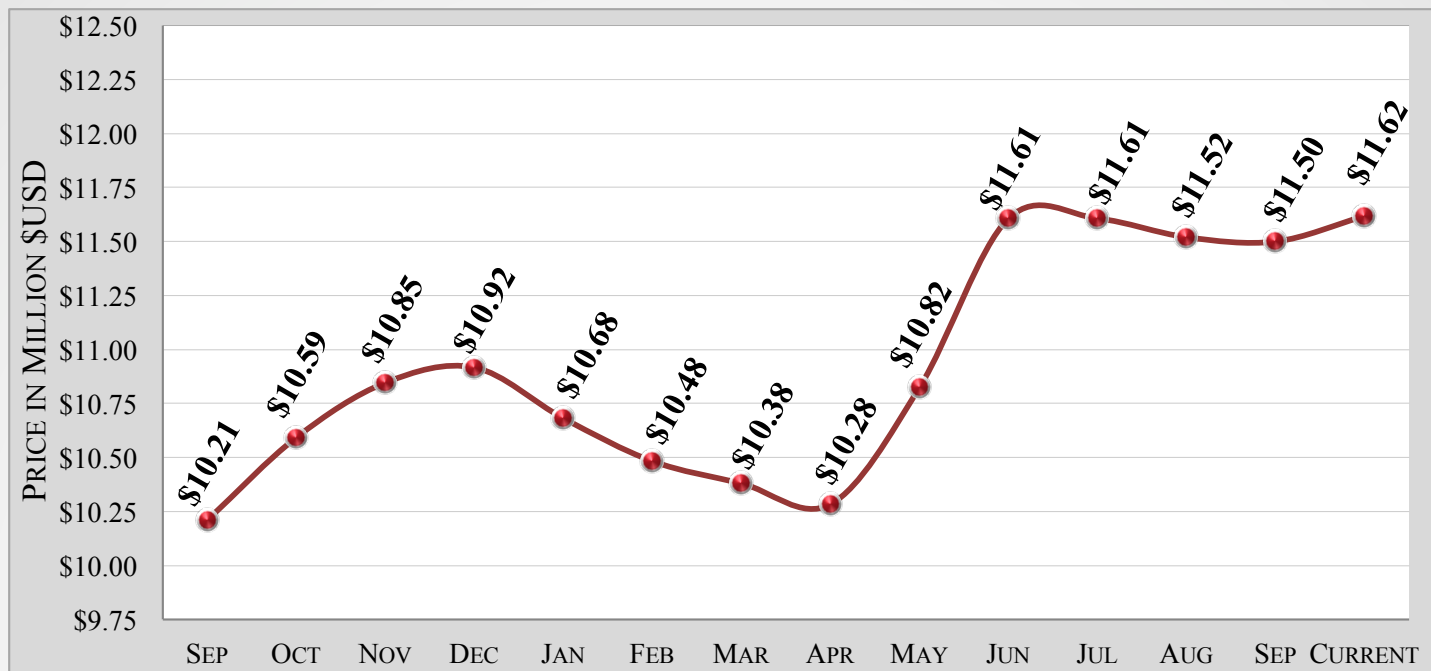
### CHALLENGER 605 – 6 MONTH MARKET HISTORY

MONTH	MAY	JUN	JUL	AUG	SEP	CURRENT	AVERAGE
AVERAGE ASK PRICE	\$10.8M	\$11.6M	\$11.6M	\$11.5M	\$11.5M	\$11.6M	\$11.4M
NUMBER FOR SALE	8	6	6	7	7	5	7
ACTIVE FLEET	287	287	287	287	287	287	287
PERCENTAGE FOR SALE	3%	2%	2%	2%	2%	2%	2%
AVERAGE YEAR	2010	2011	2011	2011	2011	2011	2011
AVERAGE DAYS ON MARKET	256	235	244	236	277	108	226
AVERAGE AIRFRAME TIME	3,008	2,743	2,743	2,745	2,755	2,479	2,746
TRANSACTIONS	0	5	0	2	1	TBD	8 TOTAL

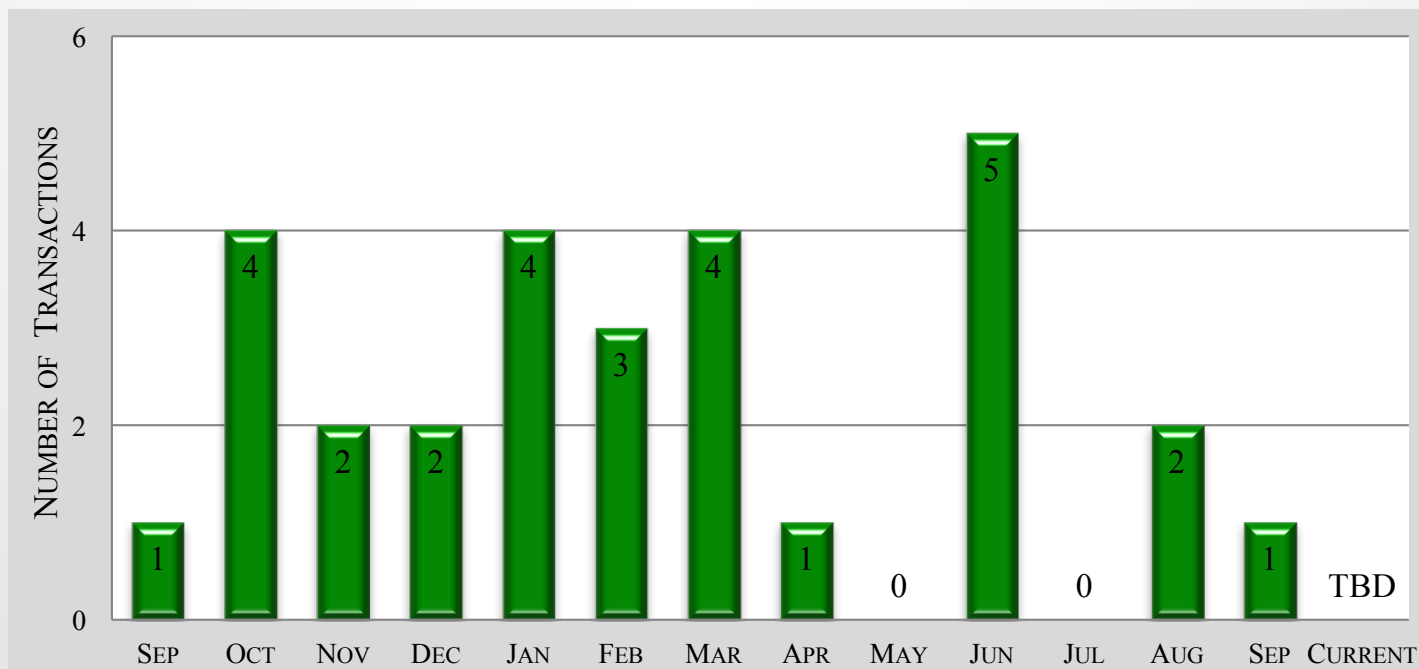
### CHALLENGER 605 – 12 MONTH FOR SALE INVENTORY HISTORY



## 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	\$7,750,000	\$6,879,000	NO CHANGE
2008	\$8,250,000	\$7,322,000	NO CHANGE
2009	\$9,250,000	\$8,210,000	NO CHANGE
2010	\$9,750,000	\$8,654,000	NO CHANGE
2011	\$10,500,000	\$9,319,000	NO CHANGE
2012	\$11,500,000	\$10,207,000	NO CHANGE
2013	\$12,500,000	\$11,094,000	NO CHANGE
2014	\$14,000,000	\$12,426,000	NO CHANGE
2015	\$15,000,000	\$13,313,000	NO CHANGE

*The above information is valid from September through November.*

### CHALLENGER 605 – VREF VALUATIONS

YEAR	AVERAGE RETAIL	AVERAGE WHOLESALE	TREND
2007	\$8,300,000	\$7,287,400	NO CHANGE
2008	\$8,550,000	\$7,524,000	NO CHANGE
2009	\$9,250,000	\$8,158,500	NO CHANGE
2010	\$10,050,000	\$8,864,100	NO CHANGE
2011	\$11,050,000	\$9,768,200	NO CHANGE
2012	\$11,800,000	\$10,431,200	NO CHANGE
2013	\$13,000,000	\$11,492,000	NO CHANGE
2014	\$14,000,000	\$12,376,000	NO CHANGE
2015	\$15,500,000	\$13,733,000	-\$500,000

*The above information is valid from September through November.*

CHALLENGER 605 MARKET DETAILS AS OF SEPTEMBER 2018  
ARRANGED BY YEAR

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2009	252	\$9,700,000	3,784	Europe
2011	237	\$9,900,000	3,302	Europe
2012	19	\$11,500,000	1,629	Middle East
2012	5	\$11,995,000	1,662	U.S.A.
2013	26	\$14,995,000	2,017	U.S.A.

CHALLENGER 605 MARKET DETAILS AS OF SEPTEMBER 2018  
ARRANGED BY DAYS ON MARKET

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2012	5	\$11,995,000	1,662	U.S.A.
2012	19	\$11,500,000	1,629	Middle East
2013	26	\$14,995,000	2,017	U.S.A.
2011	237	\$9,900,000	3,302	Europe
2009	252	\$9,700,000	3,784	Europe

CHALLENGER 605 MARKET DETAILS AS OF SEPTEMBER 2018  
ARRANGED BY ASKING PRICE

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2009	252	\$9,700,000	3,784	Europe
2011	237	\$9,900,000	3,302	Europe
2012	19	\$11,500,000	1,629	Middle East
2012	5	\$11,995,000	1,662	U.S.A.
2013	26	\$14,995,000	2,017	U.S.A.

## CHALLENGER 605 MARKET DETAILS AS OF SEPTEMBER 2018

### ARRANGED BY TOTAL TIME ON AIRFRAME

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2012	19	\$11,500,000	1,629	Middle East
2012	5	\$11,995,000	1,662	U.S.A.
2013	26	\$14,995,000	2,017	U.S.A.
2011	237	\$9,900,000	3,302	Europe
2009	252	\$9,700,000	3,784	Europe

CHALLENGER 605 MARKET DETAILS AS OF SEPTEMBER 2018  
ARRANGED BY LOCATION

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2011	237	\$9,900,000	3,302	Europe
2009	252	\$9,700,000	3,784	Europe
2012	19	\$11,500,000	1,629	Middle East
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## CHALLENGER 605 MARKET DETAILS AS OF SEPTEMBER 2018

### RECENT CHANGES TO FOR-SALE INVENTORY

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION	STATUS
<i>2008</i>	<i>1,155</i>	<i>\$7,995,000</i>	<i>5,340</i>	<i>Europe</i>	<i>Sold 2018-10</i>
<i>2011</i>	<i>132</i>	<i>\$12,950,000</i>	<i>1,570</i>	<i>U.S.A.</i>	<i>Deal Pending 2018-11</i>
<i>2011</i>	<i>114</i>	<i>\$12,000,000</i>	<i>1,672</i>	<i>Europe</i>	<i>Sold 2018-10</i>
<i>2013</i>	<i>103</i>	<i>\$11,000,000</i>	<i>2,600</i>	<i>Asia</i>	<i>Sold 2018-11</i>
<i>2015</i>	<i>128</i>	<i>\$15,995,000</i>	<i>1,088</i>	<i>U.S.A.</i>	<i>Sold 2018-09</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.*



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