



DASSAULT FALCON 7X MARKET OVERVIEW

NOVEMBER 2017



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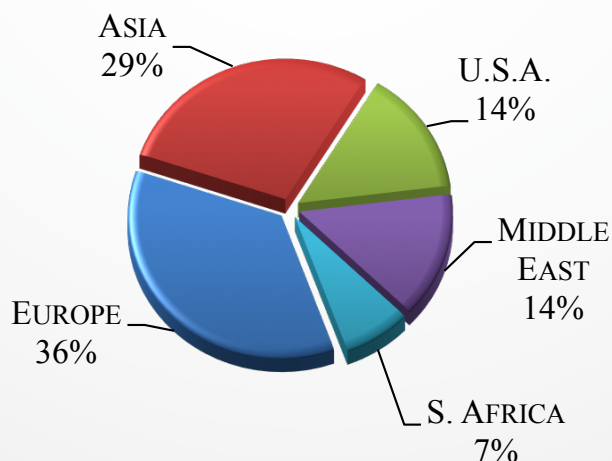
Currently, there are 14 Falcon 7Xs for sale of 272 aircraft, representing 4% of the active fleet.

CURRENT FALCON 7X MARKET SUMMARY

AIRCRAFT SUMMARY	LOW	HIGH	AVERAGE
ASKING PRICE	\$14,500,000	\$36,000,000	\$23,885,000
AIRFRAME TOTAL TIME	431	4,236	2,252
MANUFACTURE YEAR	2008	2014	2011
DAYS ON MARKET	1	1,027	279

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

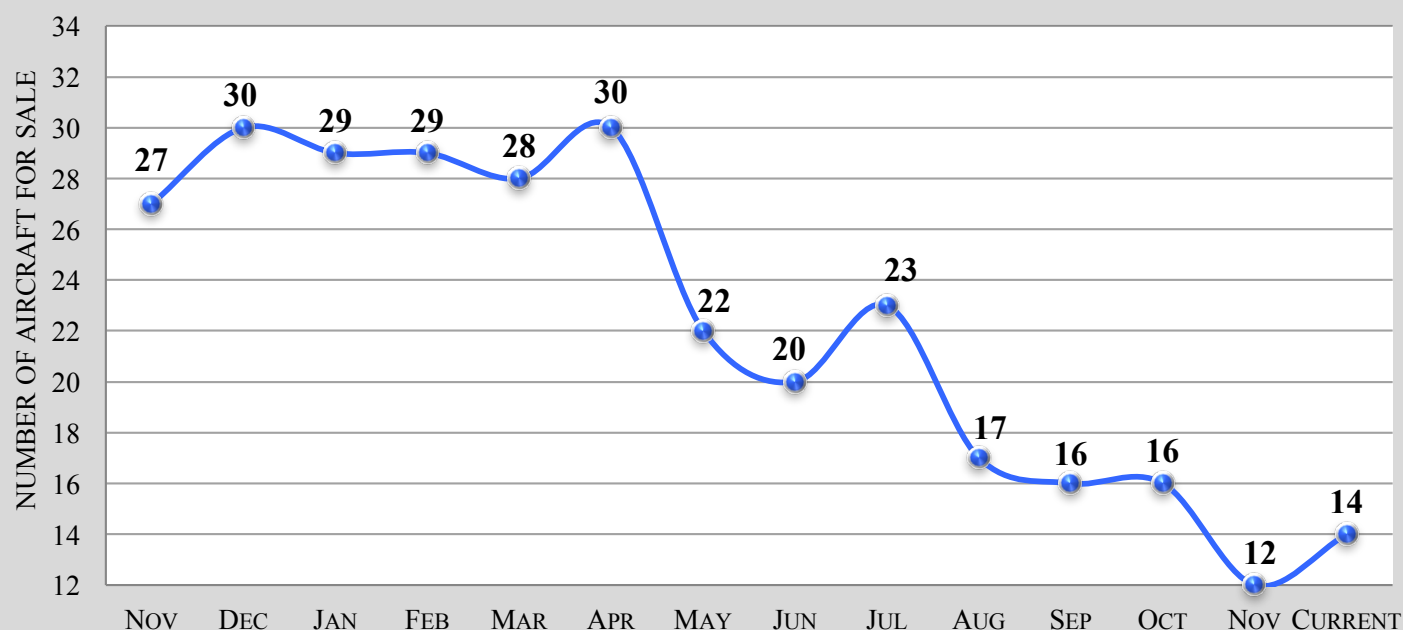
CURRENT FALCON 7X MARKET BY SELLER LOCATION



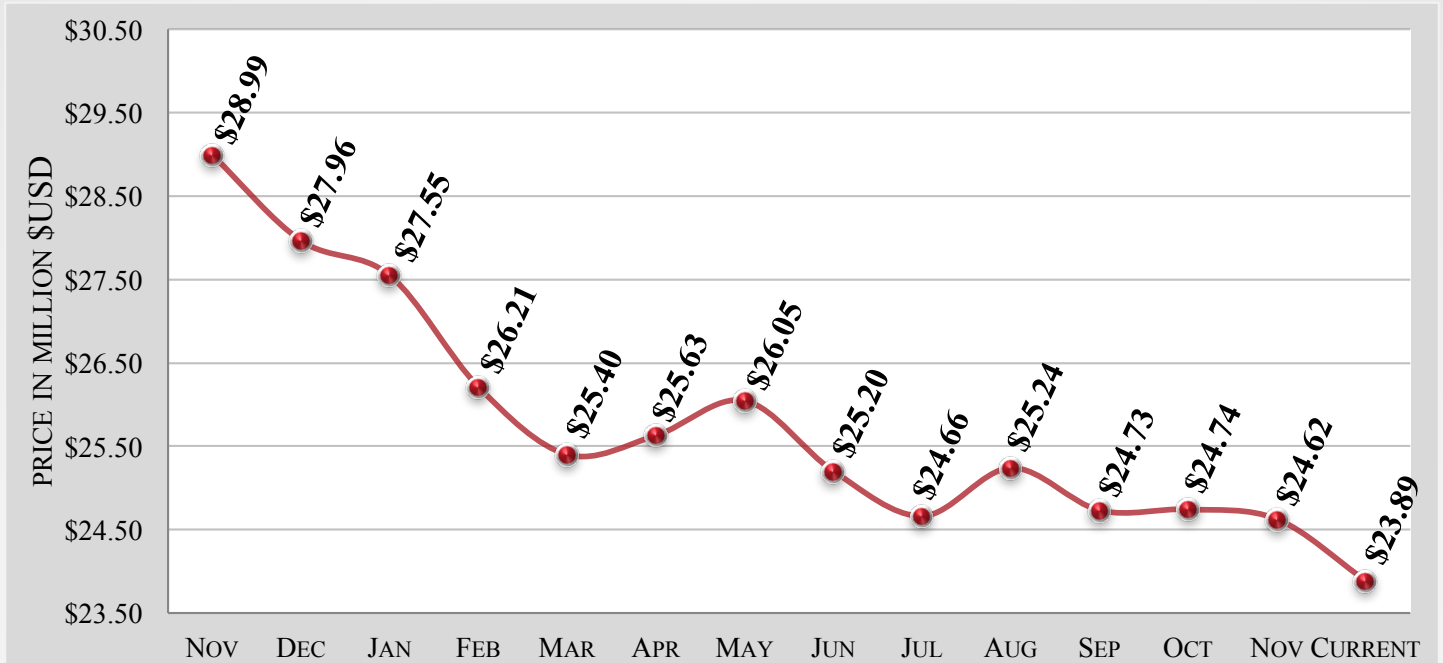
FALCON 7X – 6 MONTH MARKET HISTORY

MONTH	JULY	AUGUST	SEPT	OCT	NOV	CURRENT	AVERAGE
AVERAGE ASK PRICE	\$24.6M	\$25.2M	\$24.7M	\$24.7M	\$24.6M	\$23.9M	\$24.6M
NUMBER FOR SALE	23	17	16	16	12	14	16
ACTIVE FLEET	269	269	270	271	271	272	270
PERCENTAGE FOR SALE	9%	6%	6%	6%	4%	4%	6%
AVERAGE YEAR	2011	2011	2011	2011	2011	2011	2011
AVERAGE DAYS ON MARKET	398	383	373	390	331	279	359
AVERAGE AIRFRAME TIME	2,285	2,310	2,403	2,217	2,251	2,252	2,286
TRANSACTIONS	1	0	3	3	2	TBD	9 TOTAL

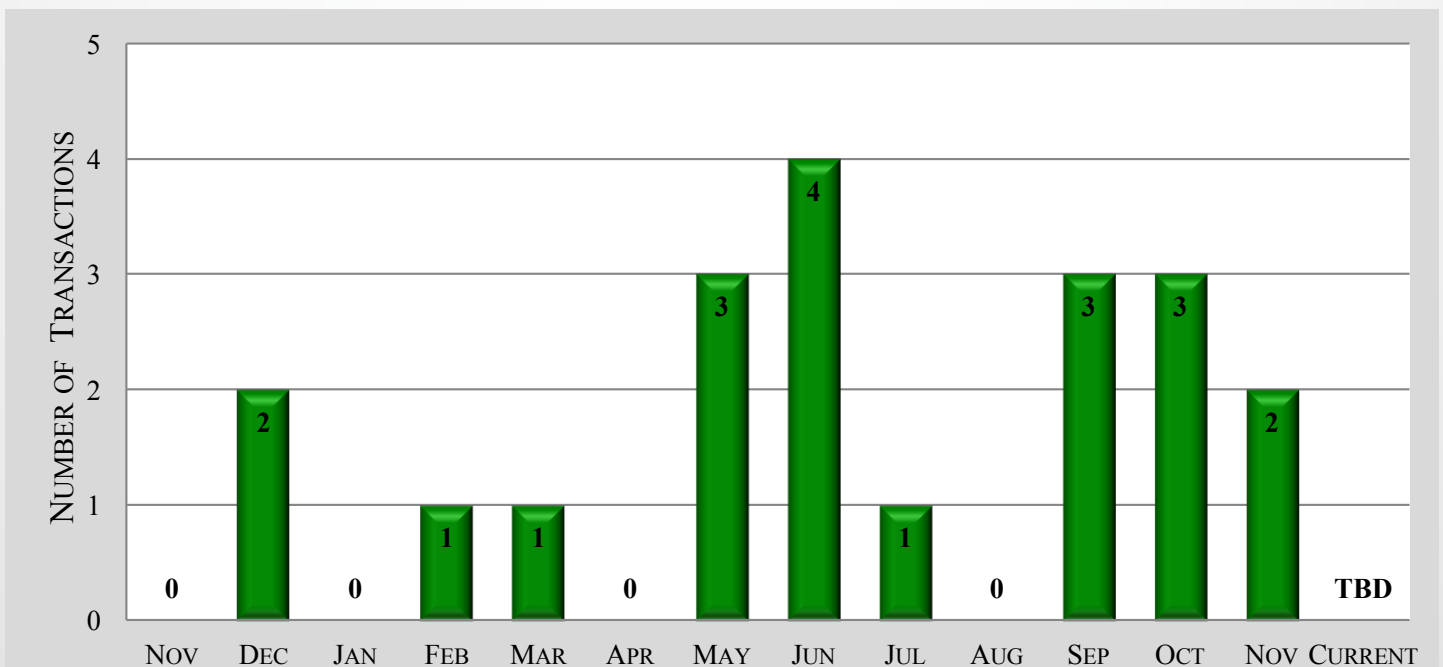
FALCON 7X – 12 MONTH FOR SALE INVENTORY HISTORY



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	\$14,201,000	-\$887,000
2008	\$17,000,000	\$15,088,000	-\$888,000
2009	\$18,000,000	\$15,976,000	-\$887,000
2010	\$20,000,000	\$17,751,000	NO CHANGE
2011	\$22,000,000	\$19,526,000	NO CHANGE
2012	\$24,000,000	\$21,301,000	NO CHANGE
2013	\$27,000,000	\$23,964,000	-\$887,000
2014	\$30,000,000	\$26,627,000	-\$887,000
2015	\$34,000,000	\$30,177,000	-\$887,000
2016	\$41,000,000	\$36,390,000	-\$887,000
2017	\$53,000,000	\$47,040,000	-\$710,000

The above data is valid from October through December.

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	\$18,500,000	\$16,428,000	NO CHANGE
2010	\$20,500,000	\$18,204,000	NO CHANGE
2011	\$23,000,000	\$20,424,000	NO CHANGE
2012	\$25,500,000	\$22,695,000	-\$500,000
2013	\$28,500,000	\$25,365,000	-\$500,000
2014	\$32,500,000	\$28,925,000	-\$500,000
2015	\$35,500,000	\$31,950,000	-\$500,000
2016	\$40,500,000	\$36,450,000	-\$500,000
2017	\$48,000,000	\$43,296,000	-\$5,800,000

The above data is valid from October through December.

FALCON 7X – MARKET DETAILS AS OF NOVEMBER 2017

ARRANGED BY YEAR

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2008	511	\$14,500,000	2,885	Europe
2008	57	\$19,800,000	1,852	U.S.A.
2009	96	\$21,900,000	4,050	Europe
2009	406	\$20,995,000	4,236	Europe
2010	295	\$22,500,000	2,084	Asia
2011	1	\$19,900,000	2,038	Middle East
2012	609	\$23,000,000	2,518	U.S.A.
2012	222	\$29,000,000	2,625	S. Africa
2012	1	\$21,500,000	2,561	Middle East
2012	1,027	\$28,000,000	1,531	Europe
2012	n/a	\$26,000,000	431	Asia
2013	69	\$24,300,000	3,036	Asia
2013	76	\$27,000,000	1,122	Europe
2014	251	\$36,000,000	565	Asia

FALCON 7X – MARKET DETAILS AS OF NOVEMBER 2017

ARRANGED BY DAYS ON MARKET

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2011	1	\$19,900,000	2,038	Middle East
2012	1	\$21,500,000	2,561	Middle East
2008	57	\$19,800,000	1,852	U.S.A.
2013	69	\$24,300,000	3,036	Asia
2013	76	\$27,000,000	1,122	Europe
2009	96	\$21,900,000	4,050	Europe
2012	222	\$29,000,000	2,625	S. Africa
2014	251	\$36,000,000	565	Asia
2010	295	\$22,500,000	2,084	Asia
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2008	511	\$14,500,000	2,885	Europe
2012	609	\$23,000,000	2,518	U.S.A.
2012	1,027	\$28,000,000	1,531	Europe
2012	n/a	\$26,000,000	431	Asia

FALCON 7X – MARKET DETAILS AS OF NOVEMBER 2017

ARRANGED BY ASKING PRICE

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2008	511	\$14,500,000	2,885	Europe
2008	57	\$19,800,000	1,852	U.S.A.
2011	1	\$19,900,000	2,038	Middle East
2009	406	\$20,995,000	4,236	Europe
2012	1	\$21,500,000	2,561	Middle East
2009	96	\$21,900,000	4,050	Europe
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2012	n/a	\$26,000,000	431	Asia
2013	76	\$27,000,000	1,122	Europe
2012	1,027	\$28,000,000	1,531	Europe
2012	222	\$29,000,000	2,625	S. Africa
2014	251	\$36,000,000	565	Asia

FALCON 7X – MARKET DETAILS AS OF NOVEMBER 2017

ARRANGED BY TOTAL TIME ON AIRFRAME

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2012	n/a	\$26,000,000	431	Asia
2014	251	\$36,000,000	565	Asia
2013	76	\$27,000,000	1,122	Europe
2012	1,027	\$28,000,000	1,531	Europe
2008	57	\$19,800,000	1,852	U.S.A.
2011	1	\$19,900,000	2,038	Middle East
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2013	69	\$24,300,000	3,036	Asia
2009	96	\$21,900,000	4,050	Europe
2009	406	\$20,995,000	4,236	Europe

FALCON 7X – MARKET DETAILS AS OF NOVEMBER 2017 ARRANGED BY LOCATION

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2012	n/a	\$26,000,000	431	Asia
2014	251	\$36,000,000	565	Asia
2010	295	\$22,500,000	2,084	Asia
2013	69	\$24,300,000	3,036	Asia
2013	76	\$27,000,000	1,122	Europe
2012	1,027	\$28,000,000	1,531	Europe
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2012	1	\$21,500,000	2,561	Middle East
2012	222	\$29,000,000	2,625	S. Africa
2008	57	\$19,800,000	1,852	U.S.A.
2012	609	\$23,000,000	2,518	U.S.A.

FALCON 7X – MARKET DETAILS AS OF NOVEMBER 2017

RECENT CHANGES TO FOR-SALE INVENTORY

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION	STATUS
2009	84	\$18,750,000	4,511	Europe	Withdrawn 2017-11
2009	346	\$17,900,000	4,307	U.S.A.	Sold 2017-11
2009	1,347	\$18,000,000	3,205	Europe	Deal Pending 2017-12
2009	662	\$16,500,000	2,231	Europe	Sold 2017-12
2009	940	\$19,500,000	3,800	Europe	Sold 2017-12
2010	599	\$21,000,000	1,938	Europe	Withdrawn 2017-12
2011	315	\$25,500,000	1,082	Middle East	Deal Pending 2017-11
2011	294	\$24,900,000	2,341	Europe	Sold 2018-01
2012	397	\$23,500,000	3,266	Europe	Deal Pending 2017-12
2012	211	\$28,000,000	1,530	Europe	Sold 2017-11
2012	40	n/a	1,835	U.S.A.	Deal Pending 2018-01
2013	558	\$31,000,000	3,087	Europe	Deal Pending 2018-01
2013	387	\$32,800,000	300	Asia	Withdrawn 2017-12
2013	181	\$29,995,000	2,270	S. America	Withdrawn 2017-11

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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