



DASSAULT FALCON 7X MARKET OVERVIEW

JANUARY 2018



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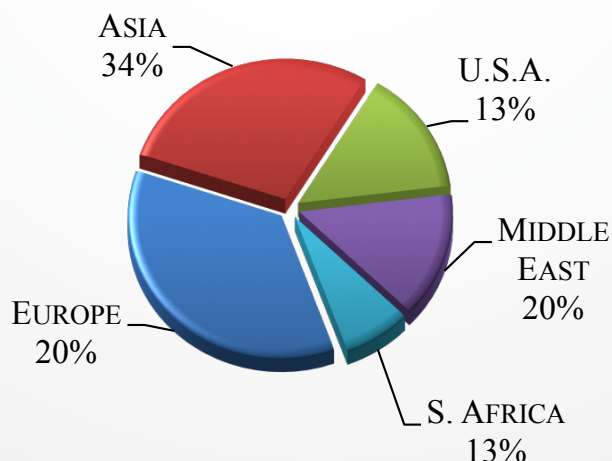
Currently, there are 15 Falcon 7Xs for sale of 273 aircraft, representing 5% of the active fleet.

CURRENT FALCON 7X MARKET SUMMARY

AIRCRAFT SUMMARY	LOW	HIGH	AVERAGE
ASKING PRICE	\$19,800,000	\$36,000,000	\$24,666,000
AIRFRAME TOTAL TIME	431	4,236	2,137
MANUFACTURE YEAR	2008	2014	2011
DAYS ON MARKET	8	687	198

FIGURES BASED ON ASKING PRICES, NOT SALES PRICES. BASED ON 15 AIRCRAFT PRICES AND 15 AIRCRAFT FOR SALE

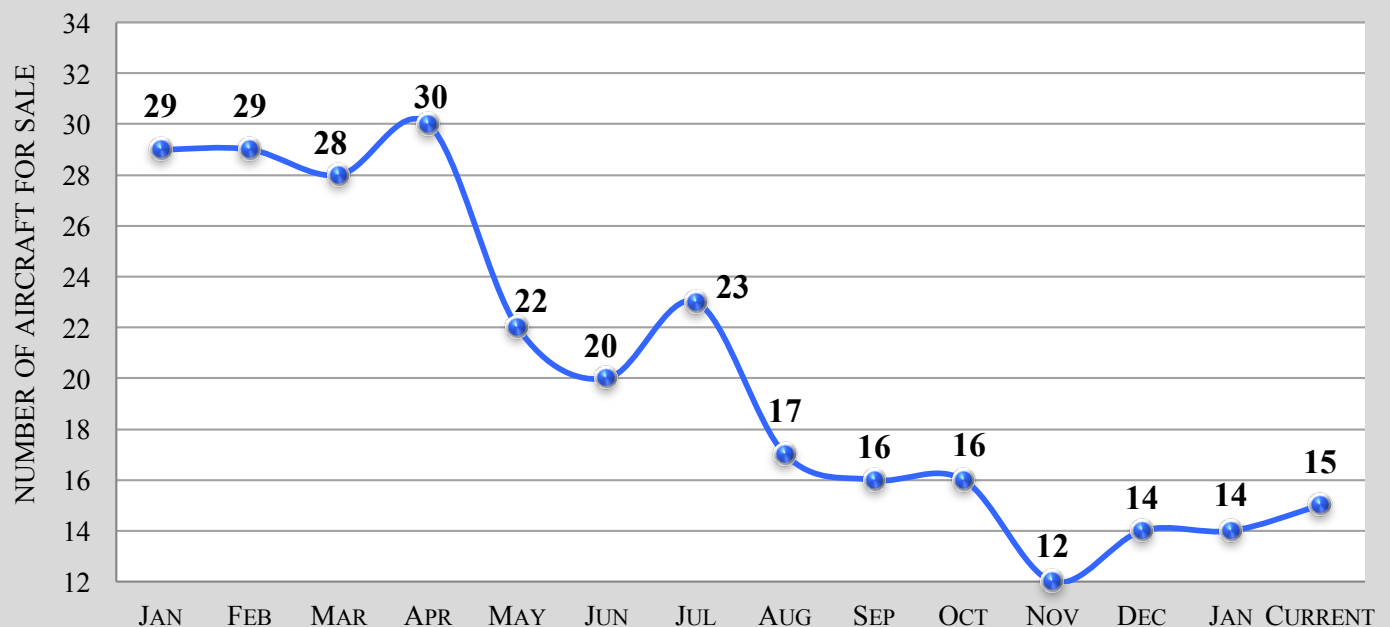
CURRENT FALCON 7X MARKET BY SELLER LOCATION



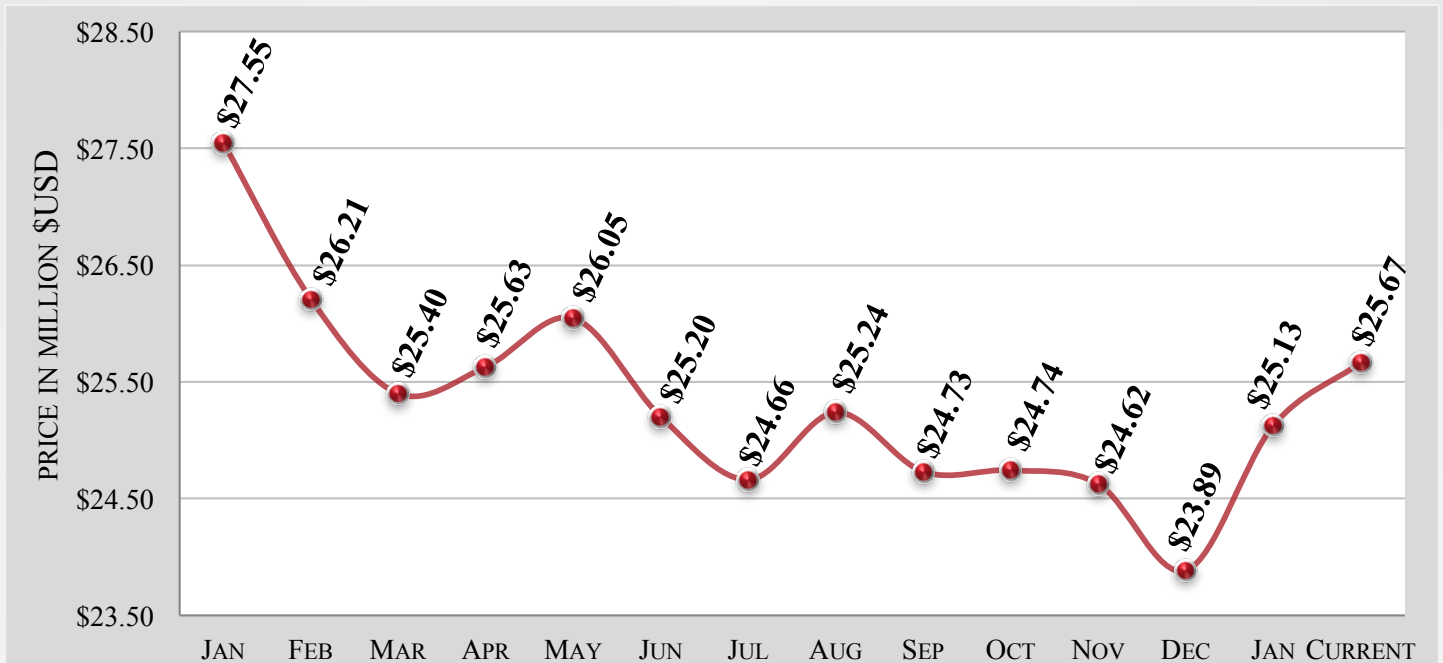
FALCON 7X – 6 MONTH MARKET HISTORY

MONTH	SEPT	OCT	NOV	DEC	JAN	CURRENT	AVERAGE
AVERAGE ASK PRICE	\$24.7M	\$24.7M	\$24.6M	\$23.9M	\$25.1M	\$24.7	\$24.6M
NUMBER FOR SALE	16	16	12	14	14	15	15
ACTIVE FLEET	270	271	271	272	273	273	272
PERCENTAGE FOR SALE	6%	6%	4%	4%	4%	5%	5%
AVERAGE YEAR	2011	2011	2011	2011	2012	2011	2011
AVERAGE DAYS ON MARKET	373	390	331	279	166	198	290
AVERAGE AIRFRAME TIME	2,403	2,217	2,251	2,252	2,094	2,137	2,226
TRANSACTIONS	3	3	2	2	2	TBD	12 TOTAL

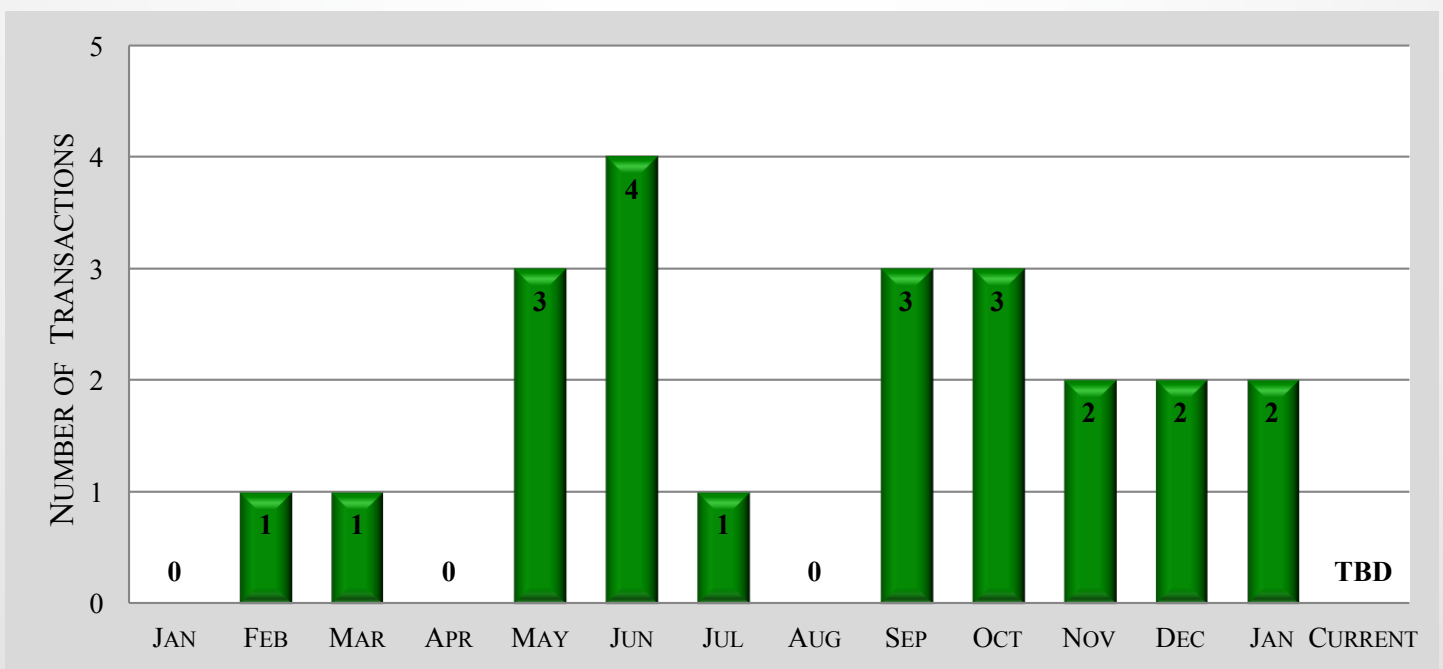
FALCON 7X – 12 MONTH FOR SALE INVENTORY HISTORY



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 January through March.

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 January through March.

FALCON 7X – MARKET DETAILS AS OF JANUARY 2018

ARRANGED BY YEAR

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2008	115	\$19,800,000	1,930	U.S.A.
2009	154	\$21,900,000	4,050	Europe
2009	687	\$20,995,000	4,236	Europe
2010	353	\$22,500,000	2,084	Asia
2010	36	\$23,500,000	649	S. Africa
2011	56	\$19,900,000	2,047	Middle East
2012	45	\$21,900,000	1,600	Asia
2012	667	\$23,000,000	2,634	U.S.A.
2012	280	\$29,000,000	2,625	S. Africa
2012	56	\$21,500,000	2,606	Middle East
2012	44	\$26,000,000	431	Asia
2013	127	\$23,500,000	3,037	Asia
2013	8	\$30,500,000	2,553	Europe
2014	309	\$36,000,000	565	Asia
2014	28	\$30,000,000	1,011	Middle East

FALCON 7X – MARKET DETAILS AS OF JANUARY 2018

ARRANGED BY DAYS ON MARKET

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2013	8	\$30,500,000	2,553	Europe
2014	28	\$30,000,000	1,011	Middle East
2010	36	\$23,500,000	649	S. Africa
2012	44	\$26,000,000	431	Asia
2012	45	\$21,900,000	1,600	Asia
2011	56	\$19,900,000	2,047	Middle East
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2014	309	\$36,000,000	565	Asia
2010	353	\$22,500,000	2,084	Asia
2012	667	\$23,000,000	2,634	U.S.A.
2009	687	\$20,995,000	4,236	Europe

FALCON 7X – MARKET DETAILS AS OF JANUARY 2018

ARRANGED BY ASKING PRICE

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2008	115	\$19,800,000	1,930	U.S.A.
2011	56	\$19,900,000	2,047	Middle East
2009	687	\$20,995,000	4,236	Europe
2012	56	\$21,500,000	2,606	Middle East
2012	45	\$21,900,000	1,600	Asia
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2013	8	\$30,500,000	2,553	Europe
2014	309	\$36,000,000	565	Asia

FALCON 7X – MARKET DETAILS AS OF JANUARY 2018

ARRANGED BY TOTAL TIME ON AIRFRAME

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2012	44	\$26,000,000	431	Asia
2014	309	\$36,000,000	565	Asia
2010	36	\$23,500,000	649	S. Africa
2014	28	\$30,000,000	1,011	Middle East
2012	45	\$21,900,000	1,600	Asia
2008	115	\$19,800,000	1,930	U.S.A.
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2013	127	\$23,500,000	3,037	Asia
2009	154	\$21,900,000	4,050	Europe
2009	687	\$20,995,000	4,236	Europe

FALCON 7X – MARKET DETAILS AS OF JANUARY 2018 ARRANGED BY LOCATION

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2012	44	\$26,000,000	431	Asia
2014	309	\$36,000,000	565	Asia
2012	45	\$21,900,000	1,600	Asia
2010	353	\$22,500,000	2,084	Asia
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2008	115	\$19,800,000	1,930	U.S.A.
2012	667	\$23,000,000	2,634	U.S.A.

FALCON 7X – MARKET DETAILS AS OF JANUARY 2018

RECENT CHANGES TO FOR-SALE INVENTORY

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION	STATUS
<i>2008</i>	<i>511</i>	<i>\$14,500,000</i>	<i>2,885</i>	<i>Europe</i>	<i>Sold 2018-01</i>
<i>2011</i>	<i>335</i>	<i>\$25,500,000</i>	<i>1,082</i>	<i>Middle East</i>	<i>Sold 2018-03</i>
<i>2011</i>	<i>294</i>	<i>\$24,900,000</i>	<i>2,341</i>	<i>Europe</i>	<i>Sold 2018-01</i>
<i>2012</i>	<i>98</i>	<i>n/a</i>	<i>1,835</i>	<i>Europe</i>	<i>Deal Pending 2018-01</i>
<i>2013</i>	<i>97</i>	<i>\$27,000,000</i>	<i>1,122</i>	<i>Europe</i>	<i>Sold 2018-03</i>
<i>2013</i>	<i>616</i>	<i>\$31,000,000</i>	<i>3,123</i>	<i>Europe</i>	<i>Deal Pending 2018-01</i>
<i>2016</i>	<i>7</i>	<i>\$37,995,000</i>	<i>594</i>	<i>Europe</i>	<i>Sold 2018-02</i>
<i>2013</i>	<i>201</i>	<i>\$29,995,000</i>	<i>2,270</i>	<i>S. America</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.



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