



DASSAULT FALCON 7X MARKET OVERVIEW

MARCH 2018



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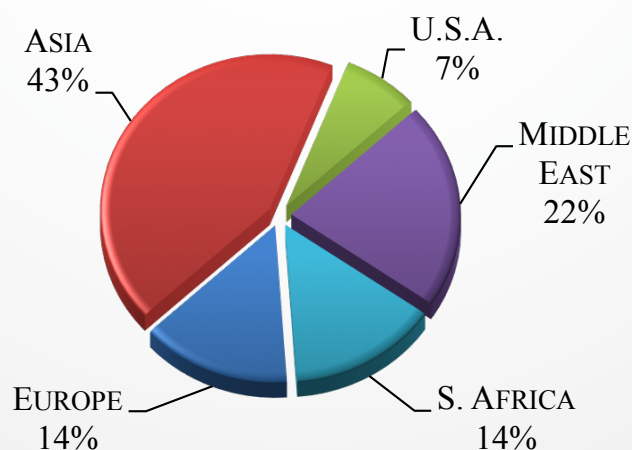
Currently, there are 14 Falcon 7Xs for sale of 274 aircraft, representing 5% of the active fleet.

CURRENT FALCON 7X MARKET SUMMARY

AIRCRAFT SUMMARY	LOW	HIGH	AVERAGE
ASKING PRICE	\$19,000,000	\$36,000,000	\$24,985,000
AIRFRAME TOTAL TIME	431	4,236	2,141
MANUFACTURE YEAR	2009	2014	2012
DAYS ON MARKET	29	1,049	302

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

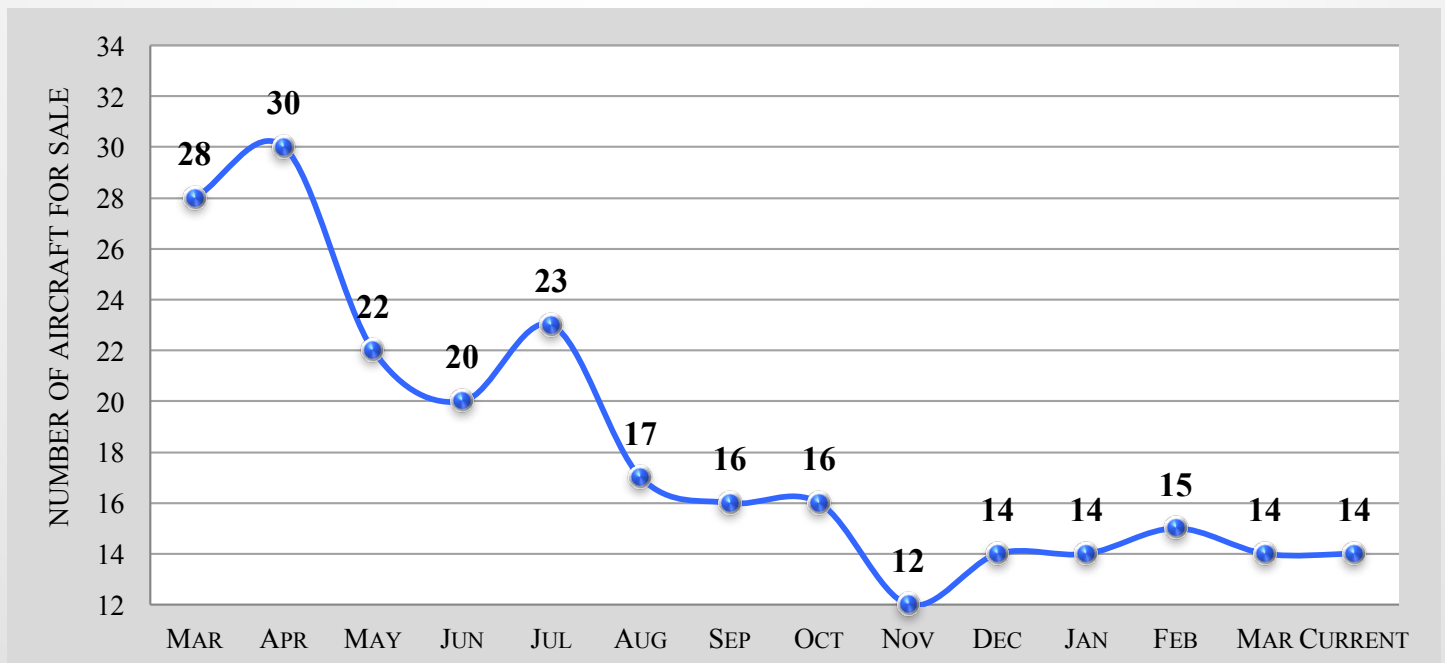
CURRENT FALCON 7X MARKET BY SELLER LOCATION



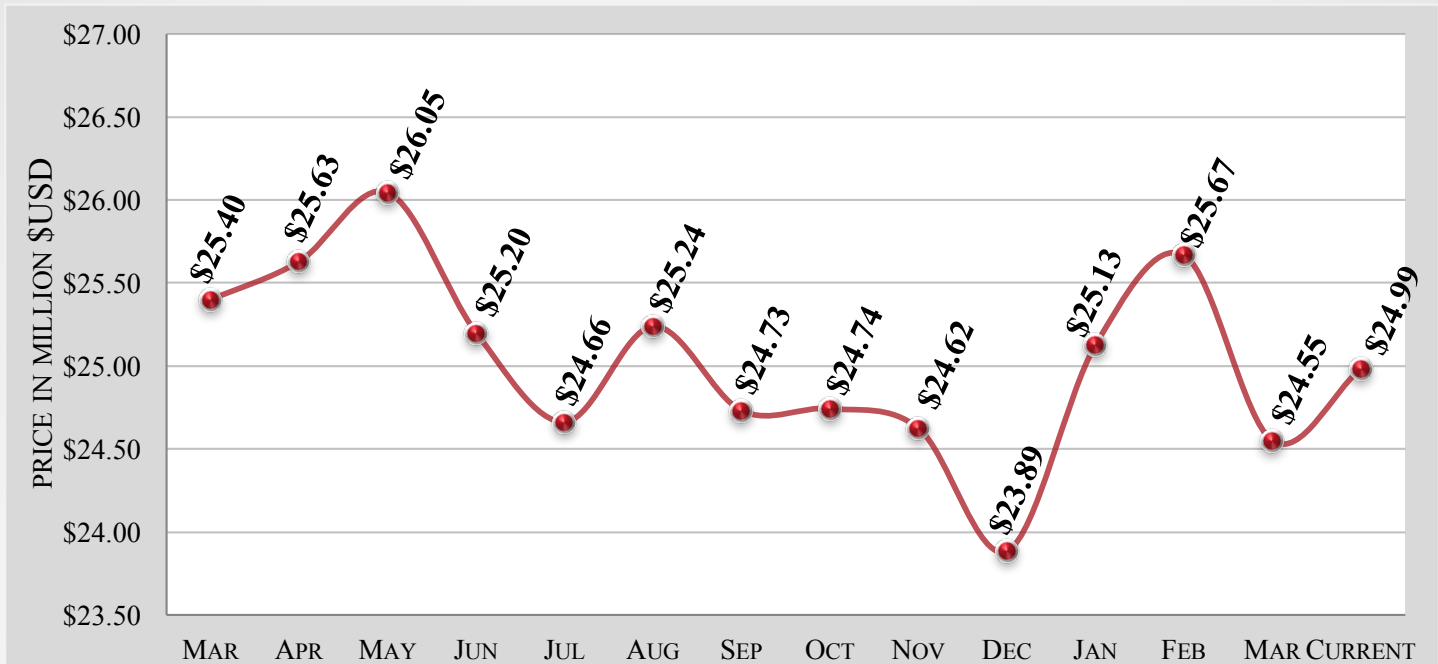
FALCON 7X – 6 MONTH MARKET HISTORY

MONTH	NOV	DEC	JAN	FEB	MAR	CURRENT	AVERAGE
AVERAGE ASK PRICE	\$24.6M	\$23.9M	\$25.1M	\$24.7	\$24.5M	\$25.0M	\$24.6M
NUMBER FOR SALE	12	14	14	15	14	14	14
ACTIVE FLEET	271	272	273	273	274	274	273
PERCENTAGE FOR SALE	4%	4%	4%	5%	5%	5%	5%
AVERAGE YEAR	2011	2011	2012	2011	2012	2012	2012
AVERAGE DAYS ON MARKET	331	279	166	198	219	302	249
AVERAGE AIRFRAME TIME	2,251	2,252	2,094	2,137	2,331	2,141	2,201
TRANSACTIONS	2	2	2	3	4	TBD	13 TOTAL

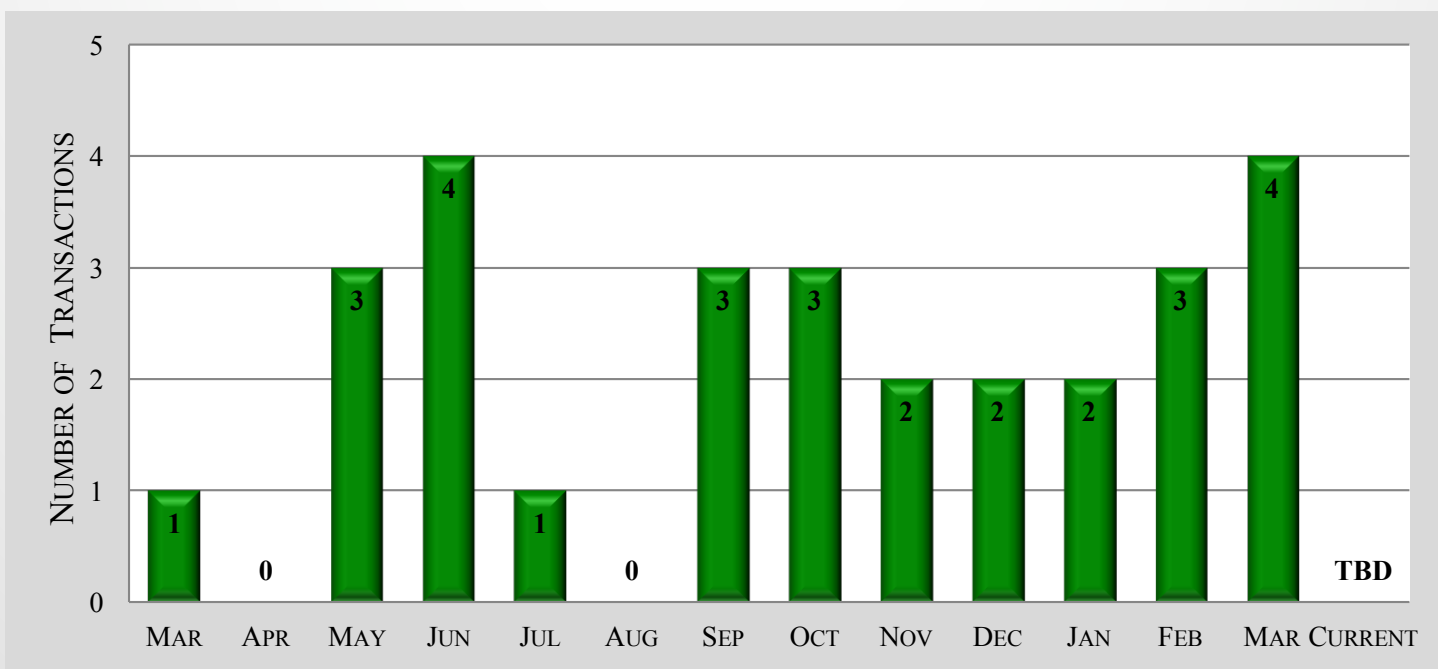
FALCON 7X – 12 MONTH FOR SALE INVENTORY HISTORY



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 MARCH 2018 ARRANGED BY YEAR

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2009	728	\$20,995,000	4,236	S. Africa
2010	394	\$22,500,000	2,084	Asia
2011	97	\$19,900,000	2,047	Middle East
2011	29	\$19,000,000	2,747	Asia
2012	708	\$21,995,000	2,634	U.S.A.
2012	86	\$20,900,000	1,758	Asia
2012	321	\$29,000,000	2,625	S. Africa
2012	97	\$21,500,000	2,659	Middle East
2012	1049	\$28,000,000	1,588	Europe
2012	85	\$26,000,000	431	Asia
2013	168	\$23,500,000	3,037	Asia
2013	49	\$30,500,000	2,553	Europe
2014	350	\$36,000,000	565	Asia
2014	69	\$30,000,000	1,011	Middle East

FALCON 7X – MARKET DETAILS AS OF MARCH 2018

ARRANGED BY DAYS ON MARKET

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2011	29	\$19,000,000	2,747	Asia
2013	49	\$30,500,000	2,553	Europe
2014	69	\$30,000,000	1,011	Middle East
2012	85	\$26,000,000	431	Asia
2012	86	\$20,900,000	1,758	Asia
2011	97	\$19,900,000	2,047	Middle East
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2010	394	\$22,500,000	2,084	Asia
2012	708	\$21,995,000	2,634	U.S.A.
2009	728	\$20,995,000	4,236	S. Africa
2012	1049	\$28,000,000	1,588	Europe

FALCON 7X – MARKET DETAILS AS OF MARCH 2018

ARRANGED BY ASKING PRICE

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2011	29	\$19,000,000	2,747	Asia
2011	97	\$19,900,000	2,047	Middle East
2012	86	\$20,900,000	1,758	Asia
2009	728	\$20,995,000	4,236	S. Africa
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2013	49	\$30,500,000	2,553	Europe
2014	350	\$36,000,000	565	Asia

FALCON 7X – MARKET DETAILS AS OF MARCH 2018

ARRANGED BY TOTAL TIME ON AIRFRAME

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2012	85	\$26,000,000	431	Asia
2014	350	\$36,000,000	565	Asia
2014	69	\$30,000,000	1,011	Middle East
2012	1049	\$28,000,000	1,588	Europe
2012	86	\$20,900,000	1,758	Asia
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2013	168	\$23,500,000	3,037	Asia
2009	728	\$20,995,000	4,236	S. Africa

FALCON 7X – MARKET DETAILS AS OF MARCH 2018

ARRANGED BY LOCATION

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2010	394	\$22,500,000	2,084	Asia
2012	86	\$20,900,000	1,758	Asia
2011	29	\$19,000,000	2,747	Asia
2012	85	\$26,000,000	431	Asia
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2014	69	\$30,000,000	1,011	Middle East
2009	728	\$20,995,000	4,236	S. Africa
2012	321	\$29,000,000	2,625	S. Africa
2012	708	\$21,995,000	2,634	U.S.A.

FALCON 7X – MARKET DETAILS AS OF MARCH 2018

RECENT CHANGES TO FOR-SALE INVENTORY

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION	STATUS
<i>2008</i>	<i>156</i>	<i>\$19,800,000</i>	<i>1,930</i>	<i>U.S.A.</i>	<i>Sold 2018-03</i>
<i>2009</i>	<i>1386</i>	<i>\$18,000,000</i>	<i>3,205</i>	<i>Europe</i>	<i>Sold 2018-04</i>
<i>2009</i>	<i>173</i>	<i>\$21,900,000</i>	<i>4,297</i>	<i>Europe</i>	<i>Withdrawn 2018-04</i>
<i>2010</i>	<i>364</i>	<i>\$19,995,000</i>	<i>1,860</i>	<i>Europe</i>	<i>Sold 2018-04</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>2012</i>	<i>269</i>	<i>\$28,000,000</i>	<i>1,531</i>	<i>Europe</i>	<i>Sold 2018-03</i>
<i>2012</i>	<i>117</i>	<i>n/a</i>	<i>1,835</i>	<i>Europe</i>	<i>Sold 2018-04</i>
<i>2013</i>	<i>97</i>	<i>\$27,000,000</i>	<i>1,122</i>	<i>Europe</i>	<i>Sold 2018-03</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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