



DASSAULT FALCON 7X MARKET OVERVIEW

APRIL 2018



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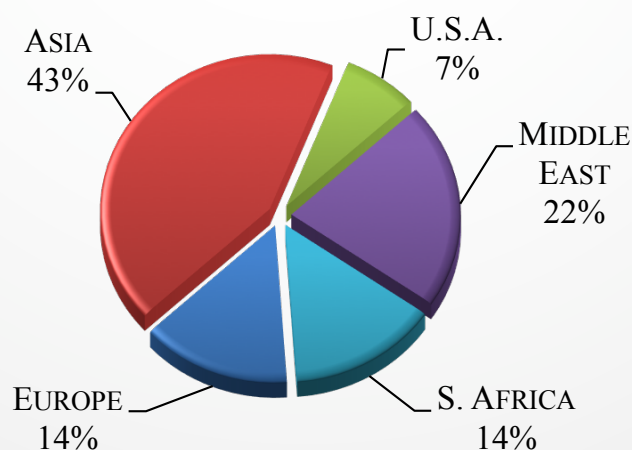
Currently, there are 14 Falcon 7Xs for sale of 274 aircraft, representing 5% of the active fleet.

CURRENT FALCON 7X MARKET SUMMARY

AIRCRAFT SUMMARY	LOW	HIGH	AVERAGE
ASKING PRICE	\$19,000,000	\$36,000,000	\$24,806,000
AIRFRAME TOTAL TIME	565	4,236	2,167
MANUFACTURE YEAR	2009	2014	2012
DAYS ON MARKET	8	1,065	312

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

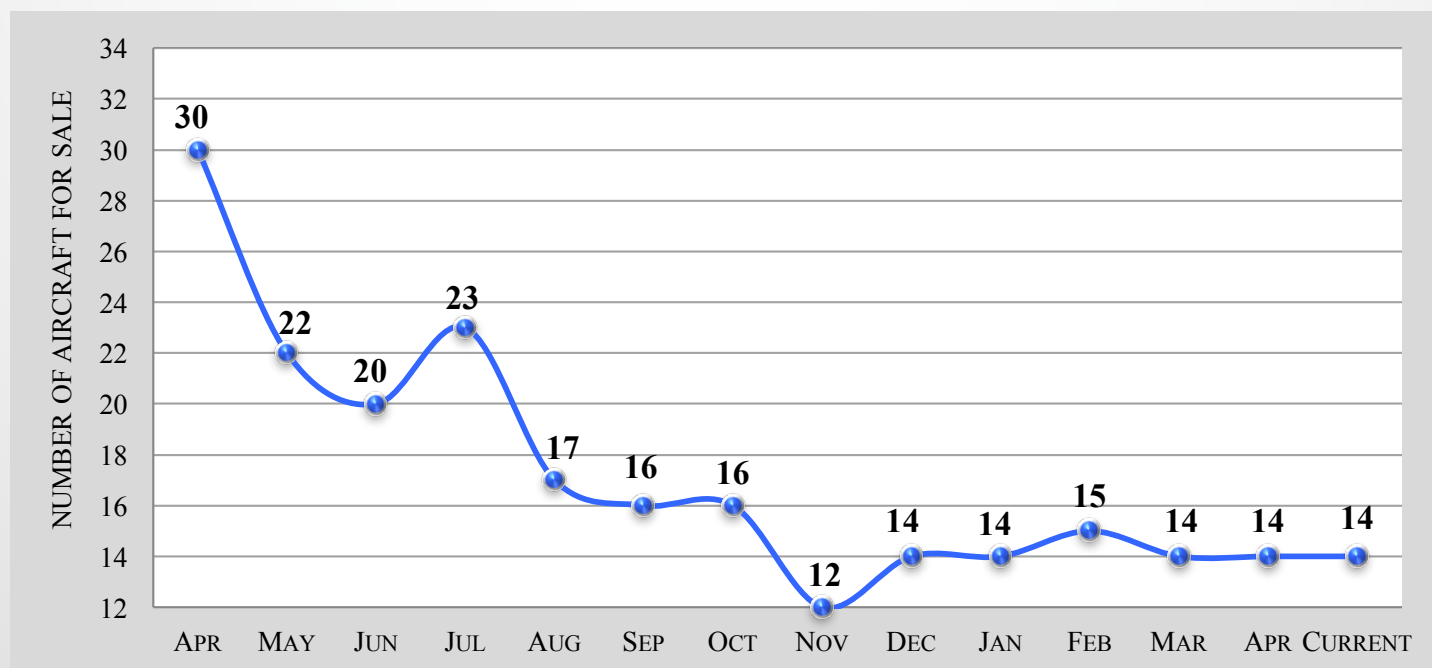
CURRENT FALCON 7X MARKET BY SELLER LOCATION



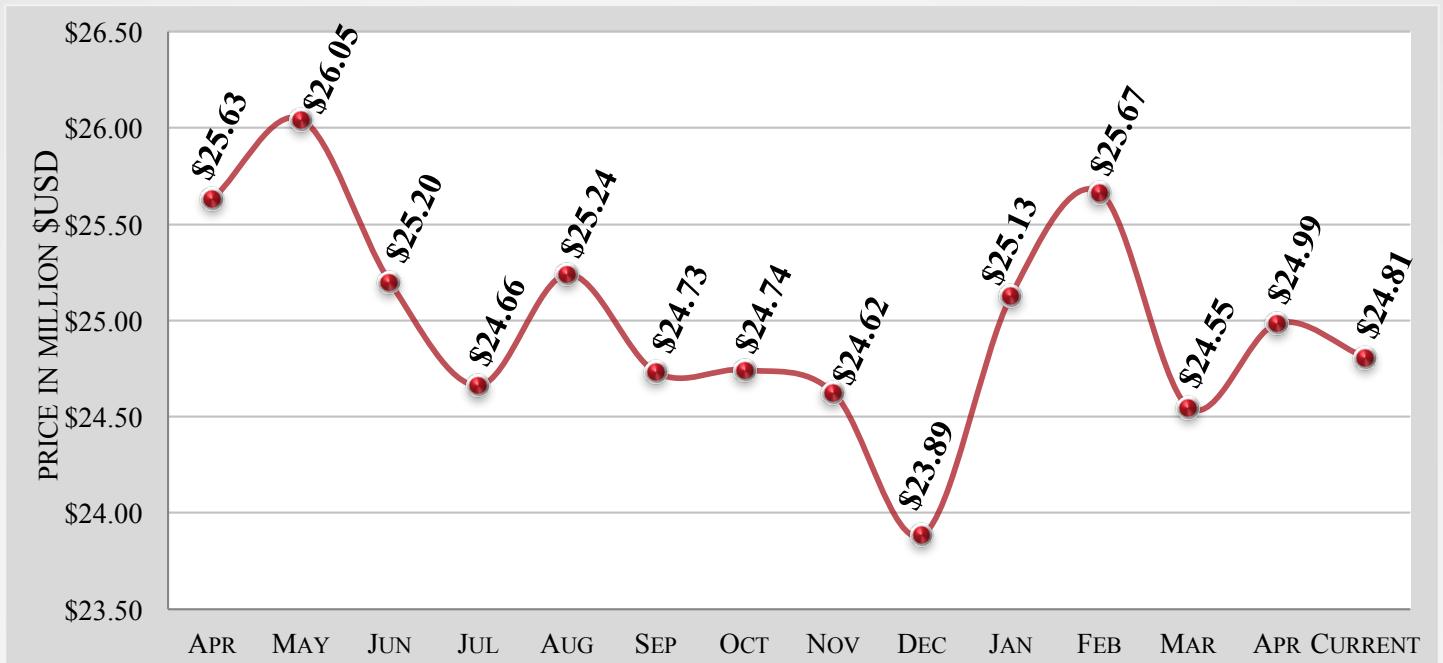
FALCON 7X – 6 MONTH MARKET HISTORY

MONTH	DEC	JAN	FEB	MAR	APR	CURRENT	AVERAGE
AVERAGE ASK PRICE	\$23.9M	\$25.1M	\$24.7	\$24.5M	\$25.0M	\$24.8M	\$24.7M
NUMBER FOR SALE	14	14	15	14	14	14	14
ACTIVE FLEET	272	273	273	274	274	274	273
PERCENTAGE FOR SALE	4%	4%	5%	5%	5%	5%	5%
AVERAGE YEAR	2011	2012	2011	2012	2012	2012	2012
AVERAGE DAYS ON MARKET	279	166	198	219	302	312	246
AVERAGE AIRFRAME TIME	2,252	2,094	2,137	2,331	2,141	2,167	2,187
TRANSACTIONS	2	2	3	4	3	TBD	14 TOTAL

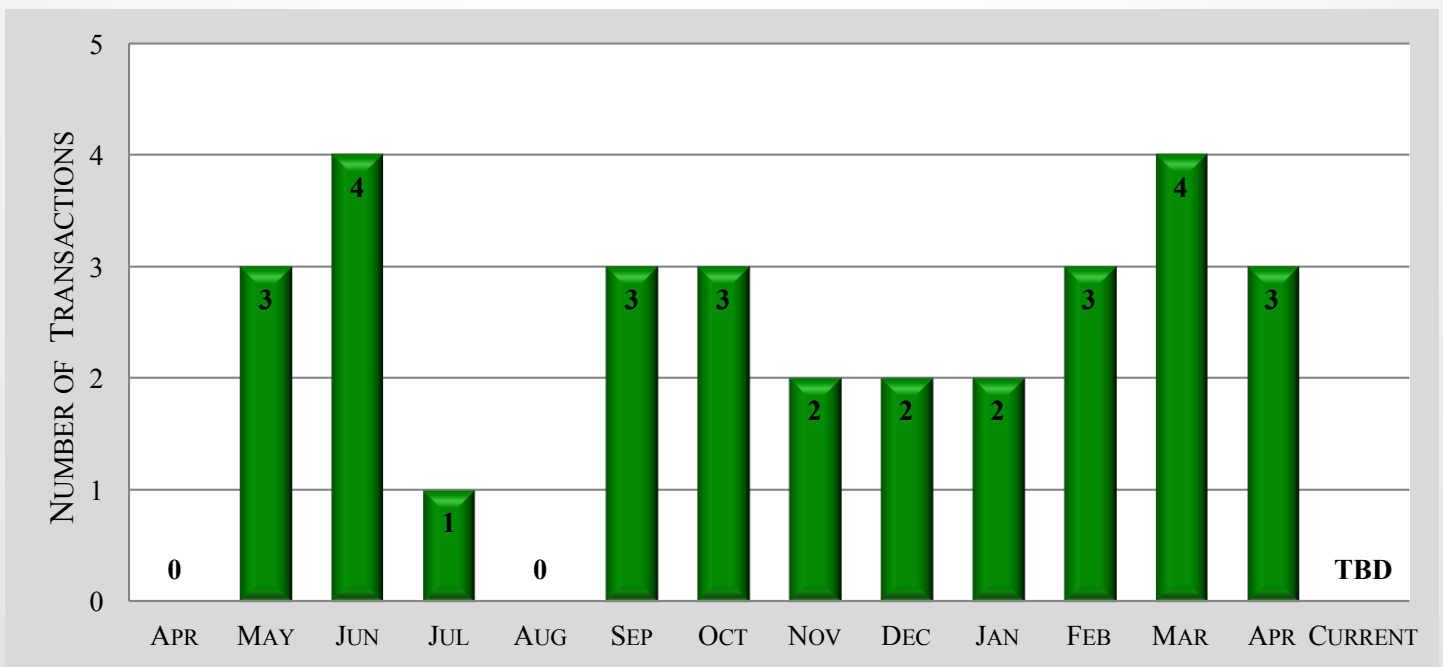
FALCON 7X – 12 MONTH FOR SALE INVENTORY HISTORY



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	\$15,000,000	\$13,313,000	-\$888,000
2008	\$16,000,000	\$14,201,000	-\$887,000
2009	\$17,000,000	\$15,088,000	-\$888,000
2010	\$19,000,000	\$16,863,000	-\$888,000
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	\$29,000,000	\$25,739,000	-\$888,000
2015	\$33,000,000	\$29,289,000	-\$888,000
2016	\$40,000,000	\$35,502,000	-\$888,000
2017	\$52,000,000	\$46,153,000	-\$887,000
2018	\$53,800,000	\$47,750,000	NO CHANGE

The above data is valid from April through June.

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	NO CHANGE
2013	\$28,000,000	\$24,920,000	-\$500,000
2014	\$32,000,000	\$28,480,000	-\$500,000
2015	\$35,000,000	\$31,500,000	-\$500,000
2016	\$40,000,000	\$36,000,000	-\$500,000
2017	\$47,000,000	\$42,394,000	-\$1,000,000
2018	\$53,800,000	\$48,527,600	NO CHANGE

The above data is valid from April through June.

FALCON 7X – MARKET DETAILS AS OF APRIL 2018

ARRANGED BY YEAR

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2009	744	\$20,995,000	4,236	S. Africa
2010	410	\$22,500,000	2,084	Asia
2011	113	\$19,900,000	2,075	Middle East
2011	8	\$23,500,000	760	Europe
2011	45	\$19,000,000	2,747	Asia
2012	102	\$20,900,000	1,758	Asia
2012	724	\$21,995,000	2,634	U.S.A.
2012	337	\$29,000,000	2,625	S. Africa
2012	113	\$21,500,000	2,659	Middle East
2012	1,065	\$28,000,000	1,588	Europe
2013	184	\$23,500,000	3,037	Asia
2013	65	\$30,500,000	2,553	Europe
2014	366	\$36,000,000	565	Asia
2014	85	\$30,000,000	1,011	Middle East

FALCON 7X – MARKET DETAILS AS OF APRIL 2018

ARRANGED BY DAYS ON MARKET

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2011	8	\$23,500,000	760	Europe
2011	45	\$19,000,000	2,747	Asia
2013	65	\$30,500,000	2,553	Europe
2014	85	\$30,000,000	1,011	Middle East
2012	102	\$20,900,000	1,758	Asia
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2014	366	\$36,000,000	565	Asia
2010	410	\$22,500,000	2,084	Asia
2012	724	\$21,995,000	2,634	U.S.A.
2009	744	\$20,995,000	4,236	S. Africa
2012	1,065	\$28,000,000	1,588	Europe

FALCON 7X – MARKET DETAILS AS OF APRIL 2018

ARRANGED BY ASKING PRICE

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2011	45	\$19,000,000	2,747	Asia
2011	113	\$19,900,000	2,075	Middle East
2012	102	\$20,900,000	1,758	Asia
2009	744	\$20,995,000	4,236	S. Africa
2012	113	\$21,500,000	2,659	Middle East
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2012	337	\$29,000,000	2,625	S. Africa
2014	85	\$30,000,000	1,011	Middle East
2013	65	\$30,500,000	2,553	Europe
2014	366	\$36,000,000	565	Asia

FALCON 7X – MARKET DETAILS AS OF APRIL 2018

ARRANGED BY TOTAL TIME ON AIRFRAME

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2014	366	\$36,000,000	565	Asia
2011	8	\$23,500,000	760	Europe
2014	85	\$30,000,000	1,011	Middle East
2012	1,065	\$28,000,000	1,588	Europe
2012	102	\$20,900,000	1,758	Asia
2011	113	\$19,900,000	2,075	Middle East
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2013	184	\$23,500,000	3,037	Asia
2009	744	\$20,995,000	4,236	S. Africa

FALCON 7X – MARKET DETAILS AS OF APRIL 2018

ARRANGED BY LOCATION

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2014	366	\$36,000,000	565	Asia
2012	102	\$20,900,000	1,758	Asia
2010	410	\$22,500,000	2,084	Asia
2011	45	\$19,000,000	2,747	Asia
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2012	337	\$29,000,000	2,625	S. Africa
2009	744	\$20,995,000	4,236	S. Africa
2012	724	\$21,995,000	2,634	U.S.A.

FALCON 7X – MARKET DETAILS AS OF APRIL 2018

RECENT CHANGES TO FOR-SALE INVENTORY

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION	STATUS
2009	1386	\$18,000,000	3,205	Europe	Sold 2018-04
2009	173	\$21,900,000	4,297	Europe	Withdrawn 2018-04
2010	364	\$19,995,000	1,860	Europe	Sold 2018-04
2012	85	\$26,000,000	431	Asia	Withdrawn 2018-04
2012	117	n/a	1,835	Europe	Sold 2018-04

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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