



# DASSAULT FALCON 7X MARKET OVERVIEW

JUNE 2018



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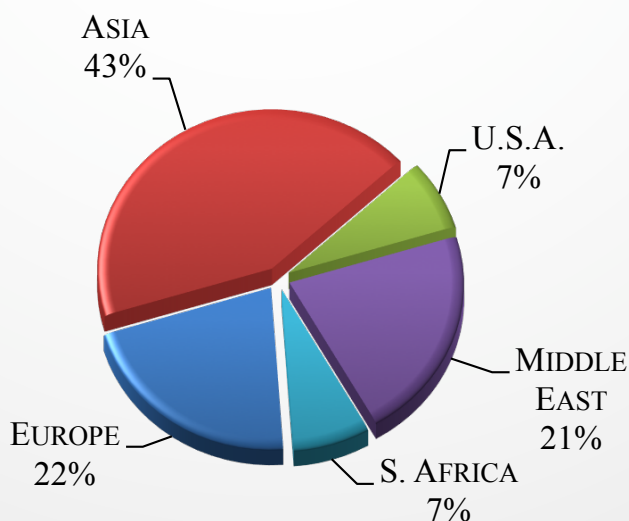
Currently, there are 14 Falcon 7Xs for sale of 274 aircraft, representing 5% of the active fleet.

### CURRENT FALCON 7X MARKET SUMMARY

AIRCRAFT SUMMARY	LOW	HIGH	AVERAGE
ASKING PRICE	\$19,000,000	\$36,000,000	\$24,411,000
AIRFRAME TOTAL TIME	397	3,037	2,086
MANUFACTURE YEAR	2010	2014	2012
DAYS ON MARKET	64	1,140	404

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

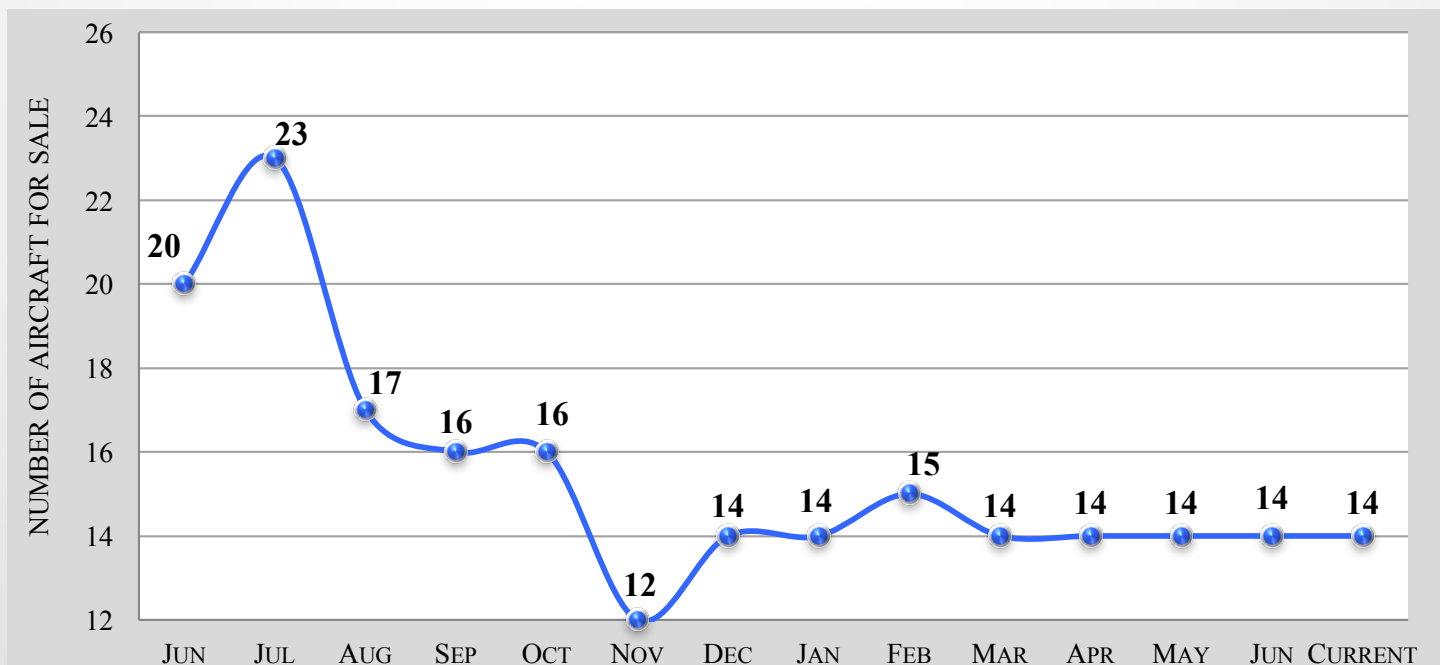
### CURRENT FALCON 7X MARKET BY SELLER LOCATION



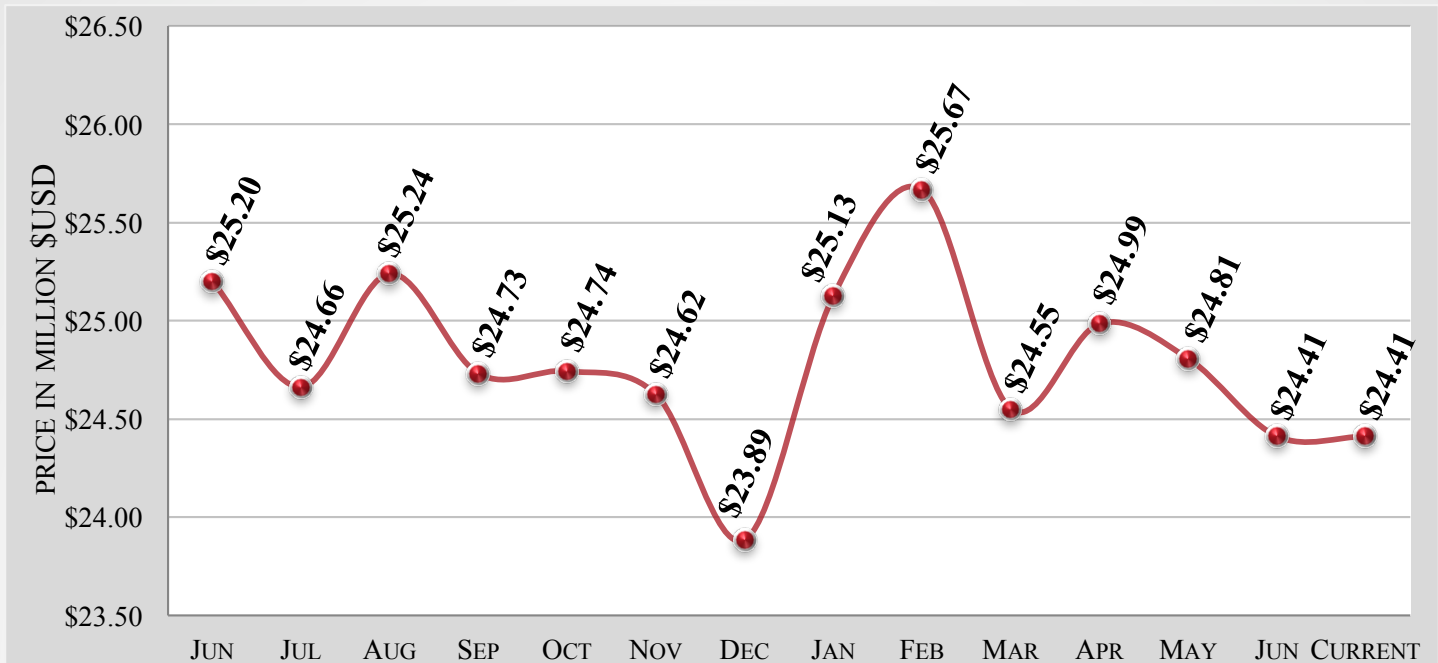
## FALCON 7X – 6 MONTH MARKET HISTORY

MONTH	FEB	MAR	APR	MAY	CURRENT	CURRENT	AVERAGE
AVERAGE ASK PRICE	\$24.7	\$24.5M	\$25.0M	\$24.8M	\$24.4M	\$24.4M	\$24.6M
NUMBER FOR SALE	15	14	14	14	14	14	14
ACTIVE FLEET	273	274	274	274	274	247	274
PERCENTAGE FOR SALE	5%	5%	5%	5%	5%	5%	5%
AVERAGE YEAR	2011	2012	2012	2012	2012	2012	2012
AVERAGE DAYS ON MARKET	198	219	302	312	398	404	306
AVERAGE AIRFRAME TIME	2,137	2,331	2,141	2,167	2,086	2,086	2,158
TRANSACTIONS	3	4	3	0	2	TBD	12 TOTAL

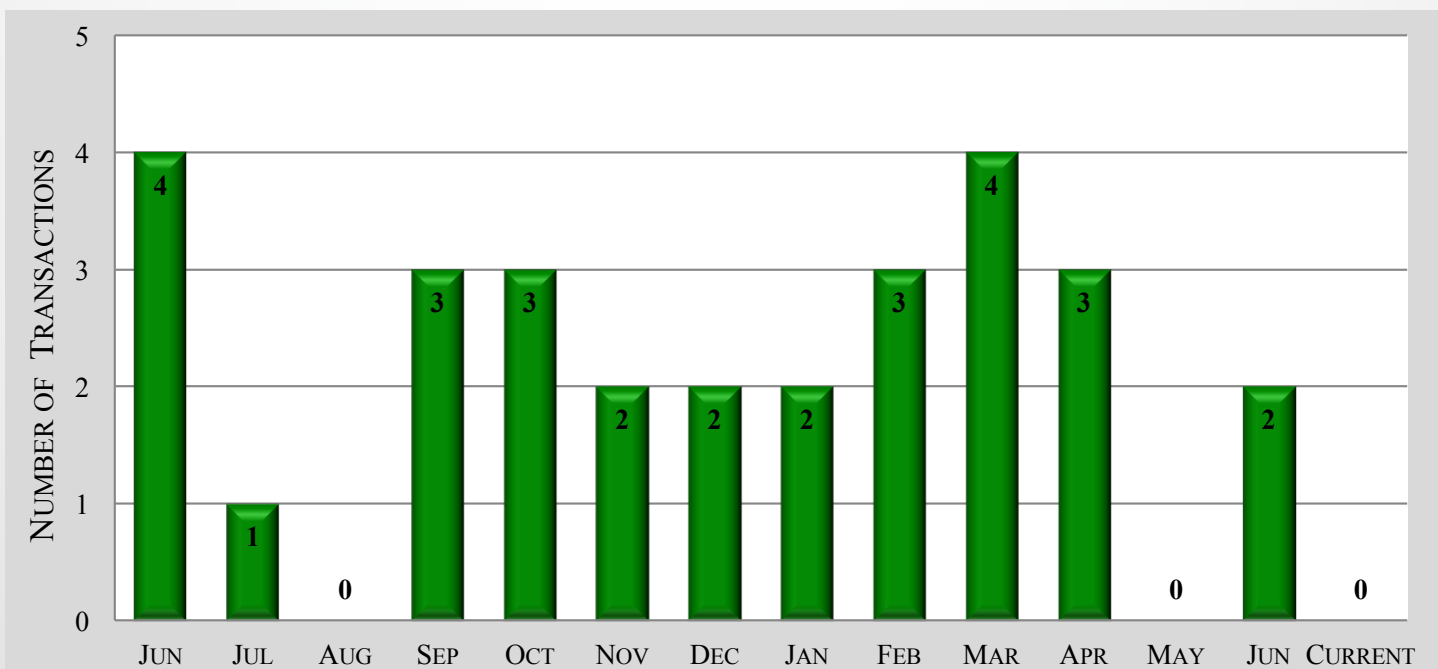
## FALCON 7X – 12 MONTH FOR SALE INVENTORY HISTORY



## 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	\$14,000,000	\$12,426,000	-\$887,000
2008	\$15,000,000	\$13,313,000	-\$888,000
2009	\$16,000,000	\$14,201,000	-\$887,000
2010	\$18,000,000	\$15,976,000	-\$887,000
2011	\$21,000,000	\$18,639,000	-\$887,000
2012	\$24,000,000	\$21,301,000	NO CHANGE
2013	\$27,000,000	\$23,964,000	NO CHANGE
2014	\$29,000,000	\$25,739,000	NO CHANGE
2015	\$33,000,000	\$29,289,000	NO CHANGE
2016	\$38,000,000	\$33,727,000	-\$1,775,000
2017	\$50,000,000	\$44,378,000	-\$1,775,000
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	NO CHANGE
2014	\$32,000,000	\$28,480,000	NO CHANGE
2015	\$35,000,000	\$31,500,000	NO CHANGE
2016	\$40,000,000	\$36,000,000	NO CHANGE
2017	\$47,000,000	\$42,394,000	NO CHANGE
2018	\$53,800,000	\$48,527,600	NO CHANGE

*The above data is valid from April through June.*

## FALCON 7X – MARKET DETAILS AS OF JUNE 2018

### ARRANGED BY YEAR

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2010	484	\$22,500,000	2,084	Asia
2010	788	\$21,000,000	1,938	Europe
2011	187	\$19,900,000	2,131	Middle East
2011	119	\$19,000,000	2,747	Asia
2012	798	\$23,000,000	2,634	U.S.A.
2012	176	\$20,900,000	1,758	Asia
2012	64	\$23,000,000	2,304	Middle East
2012	411	\$25,000,000	2,625	S. Africa
2012	187	\$21,500,000	2,742	Middle East
2012	1,140	\$25,959,000	1,588	Europe
2013	258	\$22,500,000	3,037	Asia
2013	462	\$31,000,000	397	Asia
2013	139	\$30,500,000	2,657	Europe
2014	440	\$36,000,000	565	Asia

## FALCON 7X – MARKET DETAILS AS OF JUNE 2018

### ARRANGED BY DAYS ON MARKET

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2012	64	\$23,000,000	2,304	Middle East
2011	119	\$19,000,000	2,747	Asia
2013	139	\$30,500,000	2,657	Europe
2012	176	\$20,900,000	1,758	Asia
2011	187	\$19,900,000	2,131	Middle East
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2010	484	\$22,500,000	2,084	Asia
2010	788	\$21,000,000	1,938	Europe
2012	798	\$23,000,000	2,634	U.S.A.
2012	1,140	\$25,959,000	1,588	Europe



## FALCON 7X – MARKET DETAILS AS OF JUNE 2018

### ARRANGED BY ASKING PRICE

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2011	119	\$19,000,000	2,747	Asia
2011	187	\$19,900,000	2,131	Middle East
2012	176	\$20,900,000	1,758	Asia
2010	788	\$21,000,000	1,938	Europe
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2012	1,140	\$25,959,000	1,588	Europe
2013	139	\$30,500,000	2,657	Europe
2013	462	\$31,000,000	397	Asia
2014	440	\$36,000,000	565	Asia

## FALCON 7X – MARKET DETAILS AS OF JUNE 2018

### ARRANGED BY TOTAL TIME ON AIRFRAME

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2013	462	\$31,000,000	397	Asia
2014	440	\$36,000,000	565	Asia
2012	1,140	\$25,959,000	1,588	Europe
2012	176	\$20,900,000	1,758	Asia
2010	788	\$21,000,000	1,938	Europe
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2012	187	\$21,500,000	2,742	Middle East
2011	119	\$19,000,000	2,747	Asia
2013	258	\$22,500,000	3,037	Asia

## FALCON 7X – MARKET DETAILS AS OF JUNE 2018

### ARRANGED BY LOCATION

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2013	462	\$31,000,000	397	Asia
2014	440	\$36,000,000	565	Asia
2012	176	\$20,900,000	1,758	Asia
2010	484	\$22,500,000	2,084	Asia
2011	119	\$19,000,000	2,747	Asia
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2012	798	\$23,000,000	2,634	U.S.A.

## FALCON 7X – MARKET DETAILS AS OF JUNE 2018

### RECENT CHANGES TO FOR-SALE INVENTORY

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION	STATUS
<i>2009</i>	744	\$20,995,000	4,236	<i>S. Africa</i>	<i>Sold 2018-06</i>
<i>2010</i>	28	<i>n/a</i>	3,398	<i>Middle East</i>	<i>Sold 2018-06</i>
<i>2010</i>	28	<i>n/a</i>	3,590	<i>Middle East</i>	<i>Deal Pending 2018-07</i>
<i>2011</i>	82	\$23,500,000	760	<i>Europe</i>	<i>Deal Pending 2018-07</i>
<i>2012</i>	512	\$23,500,000	3,295	<i>Europe</i>	<i>Sold 2018-07</i>
<i>2013</i>	673	\$31,000,000	3,123	<i>Europe</i>	<i>Sold 2018-07</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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