



DASSAULT FALCON 7X MARKET OVERVIEW

JULY 2018



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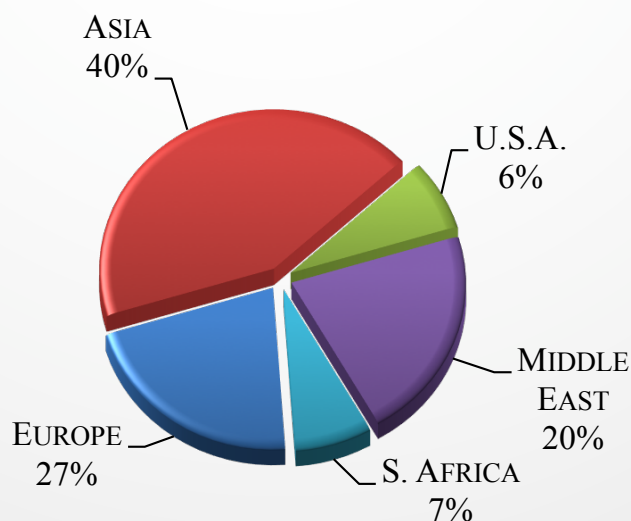
Currently, there are 15 Falcon 7Xs for sale of 274 aircraft, representing 5% of the active fleet.

CURRENT FALCON 7X MARKET SUMMARY

AIRCRAFT SUMMARY	LOW	HIGH	AVERAGE
ASKING PRICE	\$19,000,000	\$36,000,000	\$24,284,000
AIRFRAME TOTAL TIME	397	3,037	2,115
MANUFACTURE YEAR	2010	2014	2012
DAYS ON MARKET	22	1,170	406

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

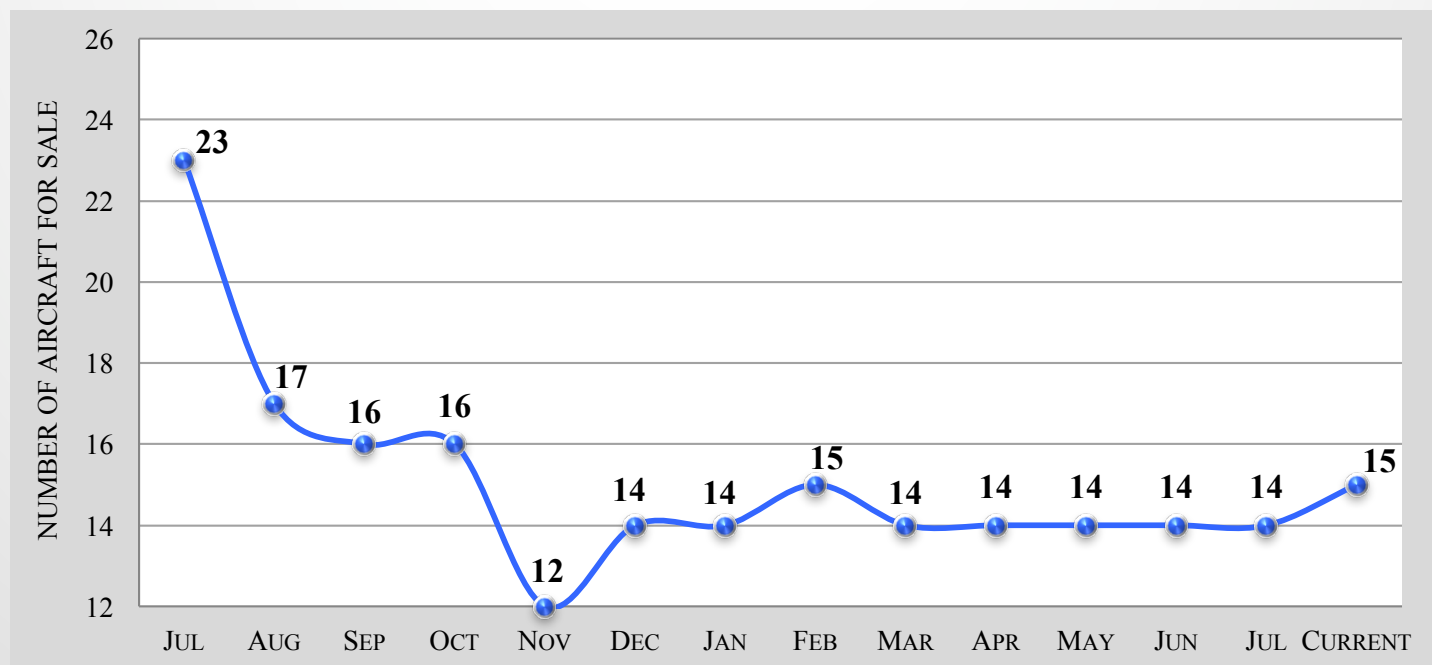
CURRENT FALCON 7X MARKET BY SELLER LOCATION



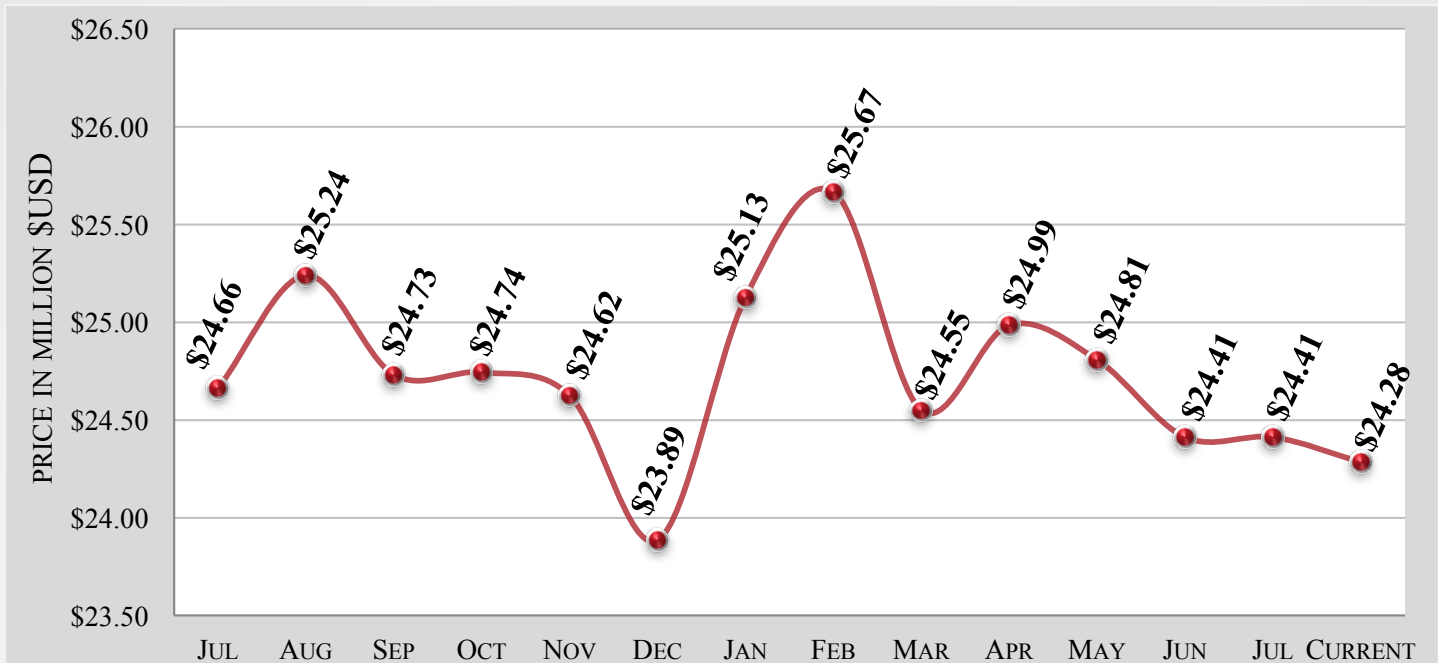
FALCON 7X – 6 MONTH MARKET HISTORY

MONTH	MAR	APR	MAY	JUN	JUL	CURRENT	AVERAGE
AVERAGE ASK PRICE	\$24.5M	\$25.0M	\$24.8M	\$24.4M	\$24.4M	\$24.3M	\$24.6M
NUMBER FOR SALE	14	14	14	14	14	15	14
ACTIVE FLEET	274	274	274	274	274	274	274
PERCENTAGE FOR SALE	5%	5%	5%	5%	5%	5%	5%
AVERAGE YEAR	2012	2012	2012	2012	2012	2012	2012
AVERAGE DAYS ON MARKET	219	302	312	398	404	406	340
AVERAGE AIRFRAME TIME	2,331	2,141	2,167	2,086	2,086	2,115	2,154
TRANSACTIONS	4	3	0	2	2	TBD	11 TOTAL

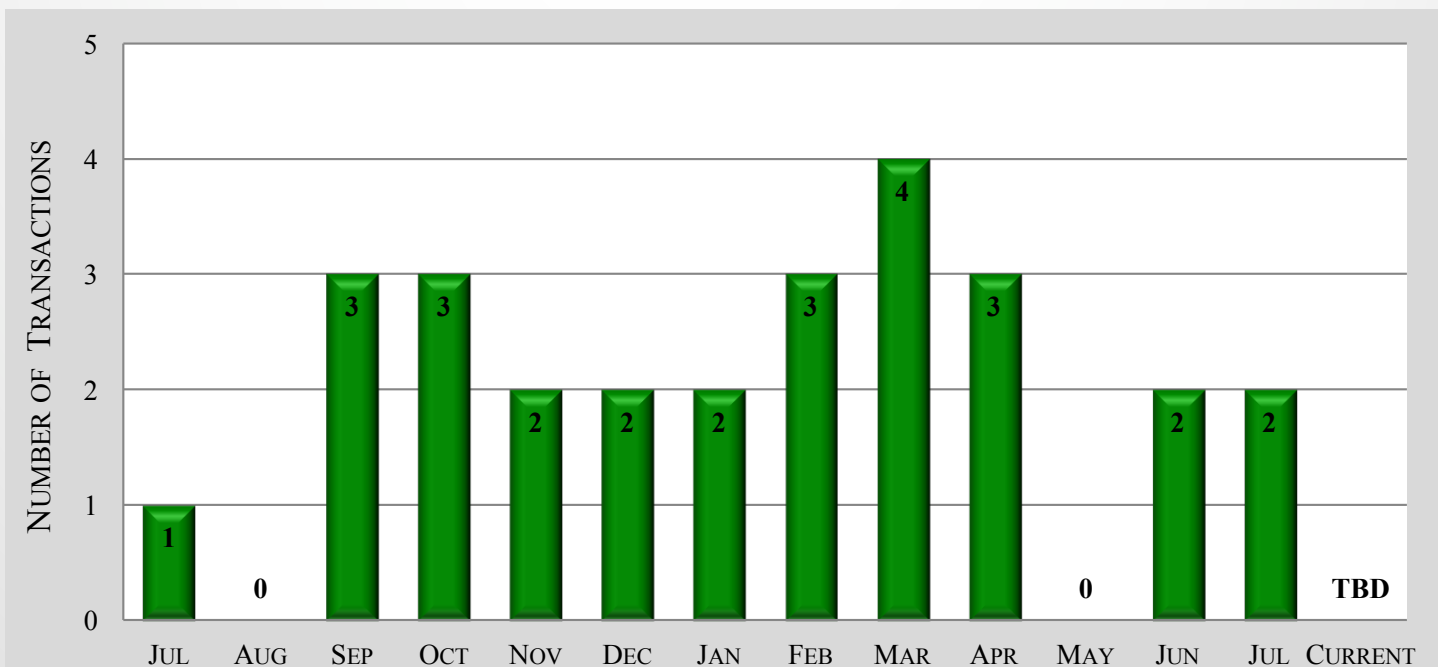
FALCON 7X – 12 MONTH FOR SALE INVENTORY HISTORY



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 JULY 2018 ARRANGED BY YEAR

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2010	514	\$22,500,000	2,084	Asia
2010	22	\$22,500,000	2,326	Europe
2010	818	\$21,000,000	1,938	Europe
2011	217	\$19,900,000	2,145	Middle East
2011	149	\$19,000,000	2,905	Asia
2012	94	\$23,000,000	2,304	Middle East
2012	206	\$20,900,000	1,758	Asia
2012	828	\$23,000,000	2,634	U.S.A.
2012	441	\$25,000,000	2,625	S. Africa
2012	217	\$21,500,000	2,766	Middle East
2012	1,170	\$25,959,000	1,588	Europe
2013	288	\$22,500,000	3,037	Asia
2013	492	\$31,000,000	397	Asia
2013	169	\$30,500,000	2,657	Europe
2014	470	\$36,000,000	565	Asia

FALCON 7X – MARKET DETAILS AS OF JULY 2018

ARRANGED BY DAYS ON MARKET

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2010	22	\$22,500,000	2,326	Europe
2012	94	\$23,000,000	2,304	Middle East
2011	149	\$19,000,000	2,905	Asia
2013	169	\$30,500,000	2,657	Europe
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2012	828	\$23,000,000	2,634	U.S.A.
2012	1,170	\$25,959,000	1,588	Europe

FALCON 7X – MARKET DETAILS AS OF JULY 2018

ARRANGED BY ASKING PRICE

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2011	149	\$19,000,000	2,905	Asia
2011	217	\$19,900,000	2,145	Middle East
2012	206	\$20,900,000	1,758	Asia
2010	818	\$21,000,000	1,938	Europe
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2013	492	\$31,000,000	397	Asia
2014	470	\$36,000,000	565	Asia

FALCON 7X – MARKET DETAILS AS OF JULY 2018

ARRANGED BY TOTAL TIME ON AIRFRAME

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2013	492	\$31,000,000	397	Asia
2014	470	\$36,000,000	565	Asia
2012	1,170	\$25,959,000	1,588	Europe
2012	206	\$20,900,000	1,758	Asia
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2011	149	\$19,000,000	2,905	Asia
2013	288	\$22,500,000	3,037	Asia

FALCON 7X – MARKET DETAILS AS OF JULY 2018

ARRANGED BY LOCATION

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2011	149	\$19,000,000	2,905	Asia
2012	206	\$20,900,000	1,758	Asia
2010	514	\$22,500,000	2,084	Asia
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FALCON 7X – MARKET DETAILS AS OF JULY 2018

RECENT CHANGES TO FOR-SALE INVENTORY

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION	STATUS
<i>2010</i>	<i>58</i>	<i>n/a</i>	<i>3,590</i>	<i>Middle East</i>	<i>Deal Pending 2018-07</i>
<i>2011</i>	<i>112</i>	<i>\$23,500,000</i>	<i>760</i>	<i>Europe</i>	<i>Deal Pending 2018-07</i>
<i>2012</i>	<i>512</i>	<i>\$23,500,000</i>	<i>3,295</i>	<i>Europe</i>	<i>Sold 2018-07</i>
<i>2013</i>	<i>673</i>	<i>\$31,000,000</i>	<i>3,123</i>	<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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