



DASSAULT FALCON 7X MARKET OVERVIEW

AUGUST 2018



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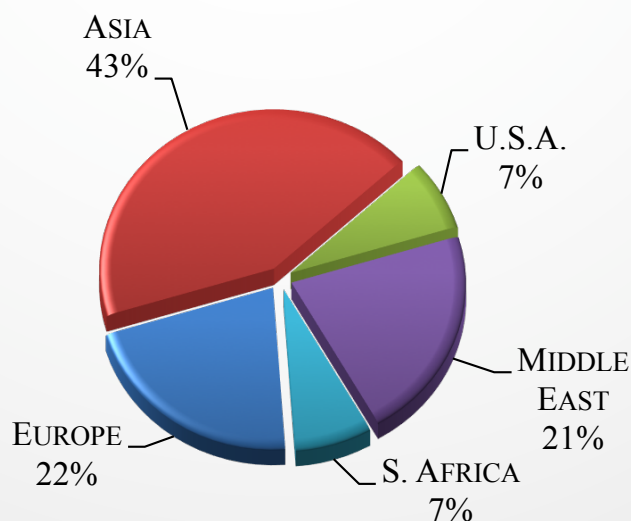
Currently, there are 14 Falcon 7Xs for sale of 274 aircraft, representing 5% of the active fleet.

CURRENT FALCON 7X MARKET SUMMARY

AIRCRAFT SUMMARY	LOW	HIGH	AVERAGE
ASKING PRICE	\$19,000,000	\$36,000,000	\$24,483,000
AIRFRAME TOTAL TIME	417	3,037	2,125
MANUFACTURE YEAR	2009	2014	2012
DAYS ON MARKET	23	1,205	352

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

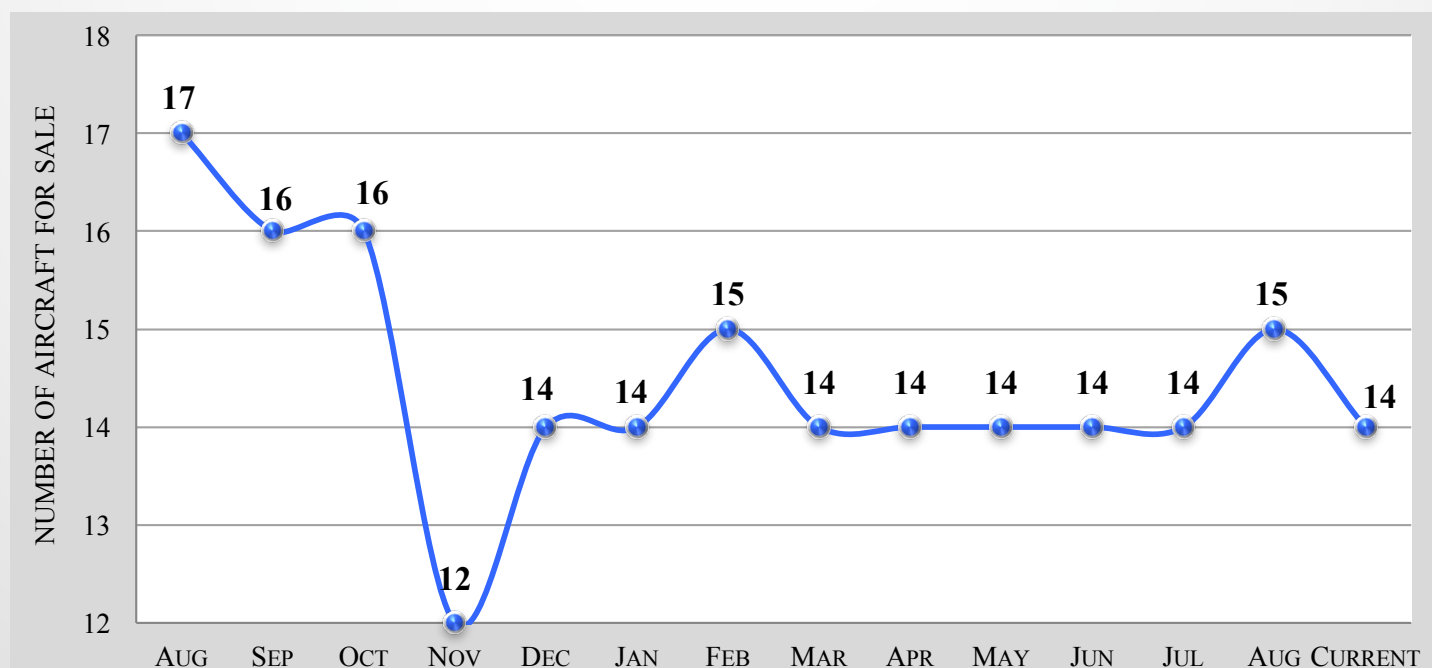
CURRENT FALCON 7X MARKET BY SELLER LOCATION



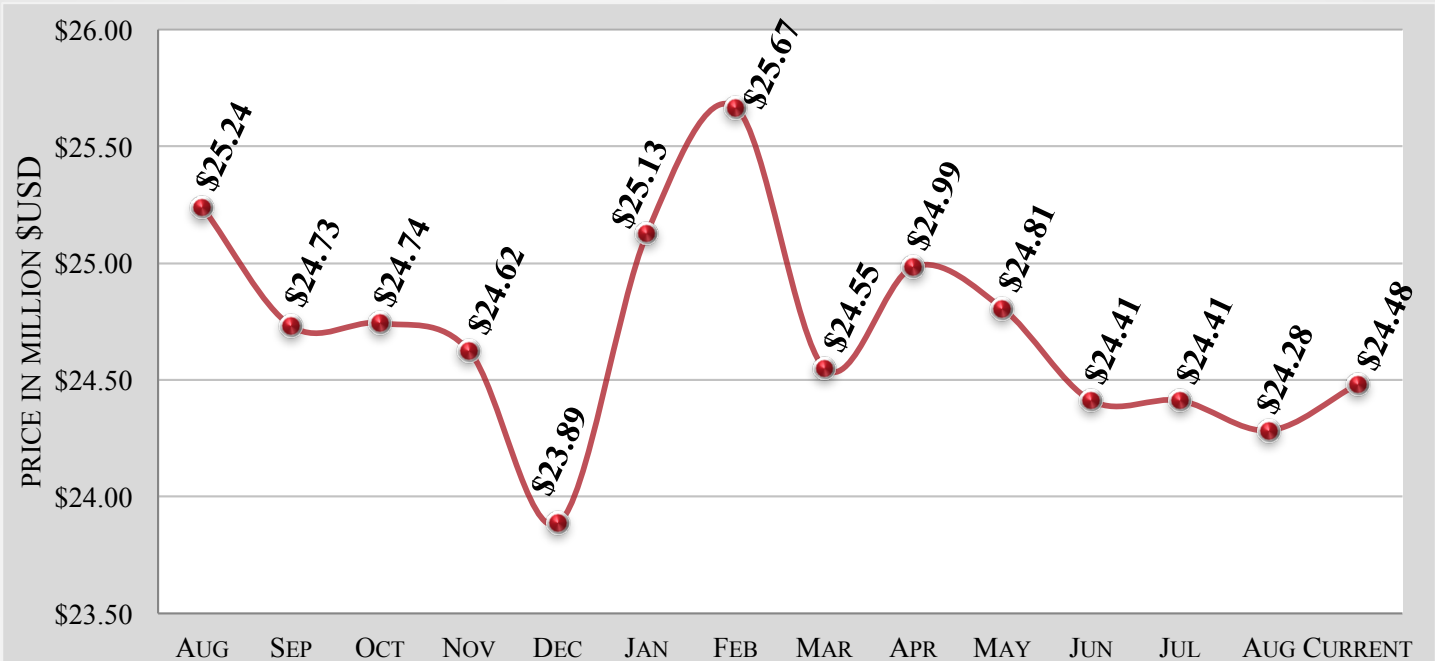
FALCON 7X – 6 MONTH MARKET HISTORY

MONTH	APR	MAY	JUN	JUL	AUG	CURRENT	AVERAGE
AVERAGE ASK PRICE	\$25.0M	\$24.8M	\$24.4M	\$24.4M	\$24.3M	\$24.5M	\$24.6M
NUMBER FOR SALE	14	14	14	14	15	14	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	302	312	398	404	406	352	362
AVERAGE AIRFRAME TIME	2,141	2,167	2,086	2,086	2,115	2,125	2,120
TRANSACTIONS	3	0	2	2	0	TBD	7 TOTAL

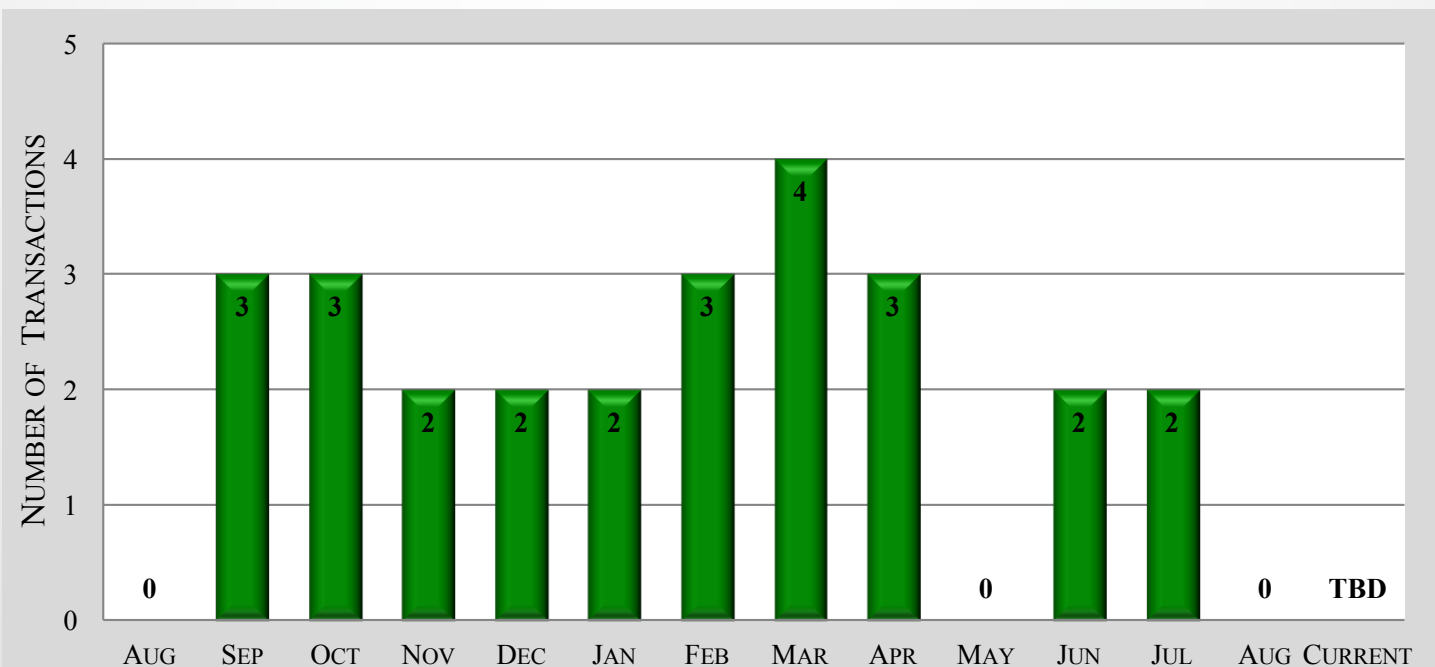
FALCON 7X – 12 MONTH FOR SALE INVENTORY HISTORY



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	NO CHANGE
2008	\$15,000,000	\$13,313,000	NO CHANGE
2009	\$16,000,000	\$14,201,000	NO CHANGE
2010	\$18,000,000	\$15,976,000	NO CHANGE
2011	\$21,000,000	\$18,639,000	NO CHANGE
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	NO CHANGE
2017	\$46,000,000	\$40,827,000	-\$3,551,000
2018	\$53,800,000	\$47,750,000	NO CHANGE

The above data is valid from September through November.

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	\$18,000,000	\$15,984,000	-\$500,000
2010	\$20,000,000	\$17,760,000	-\$500,000
2011	\$22,000,000	\$19,536,000	-\$1,000,000
2012	\$24,500,000	\$21,805,000	-\$1,000,000
2013	\$27,000,000	\$24,030,000	-\$1,000,000
2014	\$31,000,000	\$27,590,000	-\$1,000,000
2015	\$34,000,000	\$30,600,000	-\$1,000,000
2016	\$39,000,000	\$35,100,000	-\$1,000,000
2017	\$46,000,000	\$41,492,000	-\$1,000,000
2018	\$53,800,000	\$48,527,600	NO CHANGE

The above data is valid from September through November.

FALCON 7X – MARKET DETAILS AS OF AUGUST 2018

ARRANGED BY YEAR

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2009	23	\$22,500,000	2,550	U.S.A.
2010	549	\$22,500,000	2,084	Asia
2010	57	\$22,500,000	2,326	Europe
2012	129	\$23,000,000	2,304	Middle East
2012	241	\$20,900,000	1,758	Asia
2011	252	\$19,900,000	2,145	Middle East
2011	184	\$19,000,000	2,905	Asia
2012	476	\$25,000,000	2,625	S. Africa
2012	252	\$21,500,000	2,792	Middle East
2012	1,205	\$25,959,000	1,588	Europe
2013	323	\$22,500,000	3,037	Asia
2013	527	\$31,000,000	417	Asia
2013	204	\$30,500,000	2,657	Europe
2014	505	\$36,000,000	565	Asia

FALCON 7X – MARKET DETAILS AS OF AUGUST 2018

ARRANGED BY DAYS ON MARKET

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2009	23	\$22,500,000	2,550	U.S.A.
2010	57	\$22,500,000	2,326	Europe
2012	129	\$23,000,000	2,304	Middle East
2011	184	\$19,000,000	2,905	Asia
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2010	549	\$22,500,000	2,084	Asia
2012	1,205	\$25,959,000	1,588	Europe

FALCON 7X – MARKET DETAILS AS OF AUGUST 2018

ARRANGED BY ASKING PRICE

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2011	184	\$19,000,000	2,905	Asia
2011	252	\$19,900,000	2,145	Middle East
2012	241	\$20,900,000	1,758	Asia
2012	252	\$21,500,000	2,792	Middle East
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2014	505	\$36,000,000	565	Asia

FALCON 7X – MARKET DETAILS AS OF AUGUST 2018

ARRANGED BY TOTAL TIME ON AIRFRAME

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2013	527	\$31,000,000	417	Asia
2014	505	\$36,000,000	565	Asia
2012	1,205	\$25,959,000	1,588	Europe
2012	241	\$20,900,000	1,758	Asia
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2011	184	\$19,000,000	2,905	Asia
2013	323	\$22,500,000	3,037	Asia

FALCON 7X – MARKET DETAILS AS OF AUGUST 2018

ARRANGED BY LOCATION

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2010	549	\$22,500,000	2,084	Asia
2012	241	\$20,900,000	1,758	Asia
2011	184	\$19,000,000	2,905	Asia
2013	323	\$22,500,000	3,037	Asia
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2012	476	\$25,000,000	2,625	S. Africa
2009	23	\$22,500,000	2,550	U.S.A.

FALCON 7X – MARKET DETAILS AS OF AUGUST 2018
RECENT CHANGES TO FOR-SALE INVENTORY

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION	STATUS
2010	818	\$21,000,000	1,938	Europe	Withdrawn 2018-08
2011	112	\$23,500,000	760	Europe	Sold 2018-09
2012	863	\$23,000,000	2,634	U.S.A.	Withdrawn 2018-08

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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