



# DASSAULT FALCON 7X MARKET OVERVIEW

## SEPTEMBER 2018



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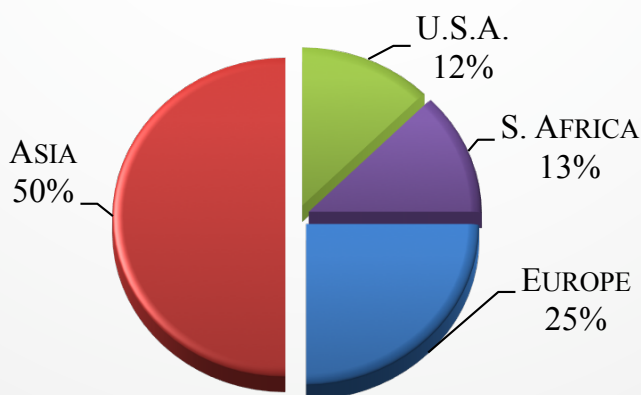
Currently, there are 8 Falcon 7Xs for sale of 276 aircraft, representing 3% of the active fleet.

### CURRENT FALCON 7X MARKET SUMMARY

AIRCRAFT SUMMARY	LOW	HIGH	AVERAGE
ASKING PRICE	\$20,900,000	\$36,000,000	\$26,963,000
AIRFRAME TOTAL TIME	417	3,936	1,845
MANUFACTURE YEAR	2011	2014	2012
DAYS ON MARKET	3	863	435

*FIGURES BASED ON ASKING PRICES, NOT SALES PRICES. BASED ON 8 AIRCRAFT PRICES AND 8 AIRCRAFT FOR SALE*

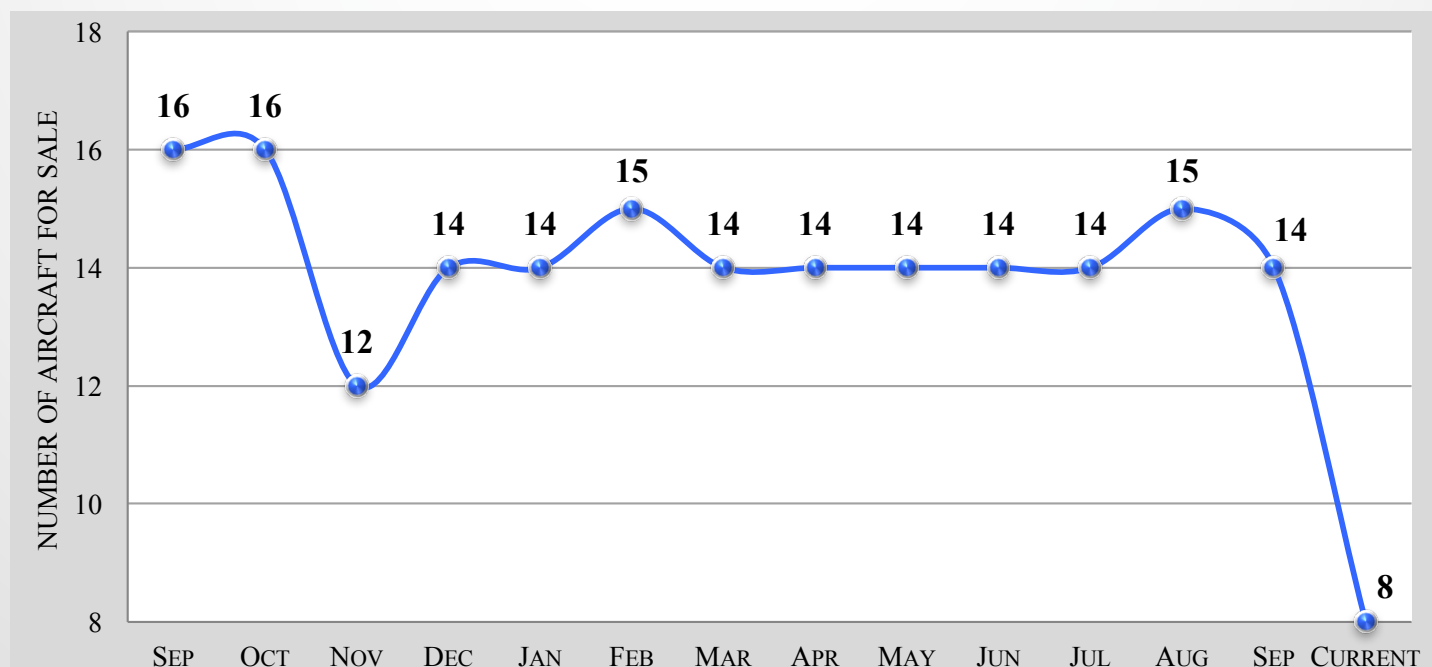
### CURRENT FALCON 7X MARKET BY SELLER LOCATION



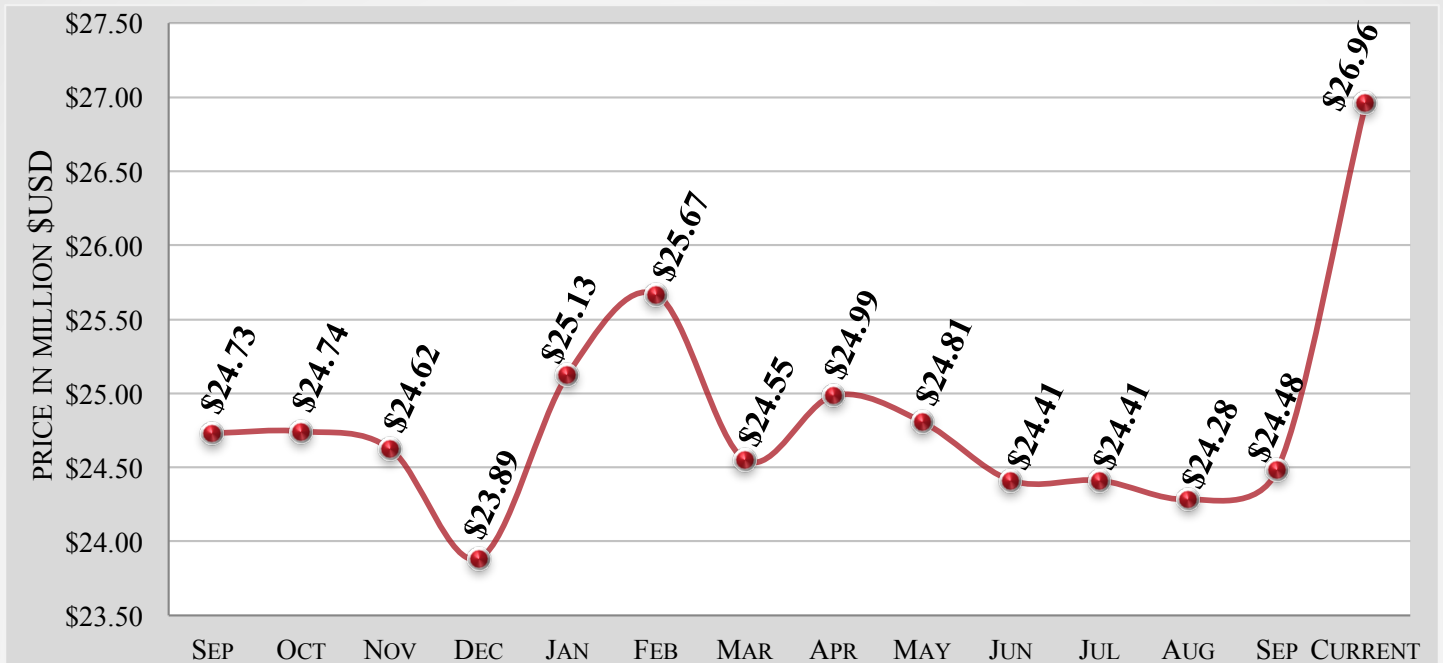
## FALCON 7X – 6 MONTH MARKET HISTORY

MONTH	MAY	JUN	JUL	AUG	SEP	CURRENT	AVERAGE
AVERAGE ASK PRICE	\$24.8M	\$24.4M	\$24.4M	\$24.3M	\$24.5M	\$27.0M	\$24.5M
NUMBER FOR SALE	14	14	14	15	14	8	13
ACTIVE FLEET	274	274	274	274	274	276	274
PERCENTAGE FOR SALE	5%	5%	5%	5%	5%	3%	5%
AVERAGE YEAR	2012	2012	2012	2012	2012	2012	2012
AVERAGE DAYS ON MARKET	312	398	404	406	352	435	385
AVERAGE AIRFRAME TIME	2,167	2,086	2,086	2,115	2,125	1,845	2,071
TRANSACTIONS	0	2	2	0	3	TBD	7 TOTAL

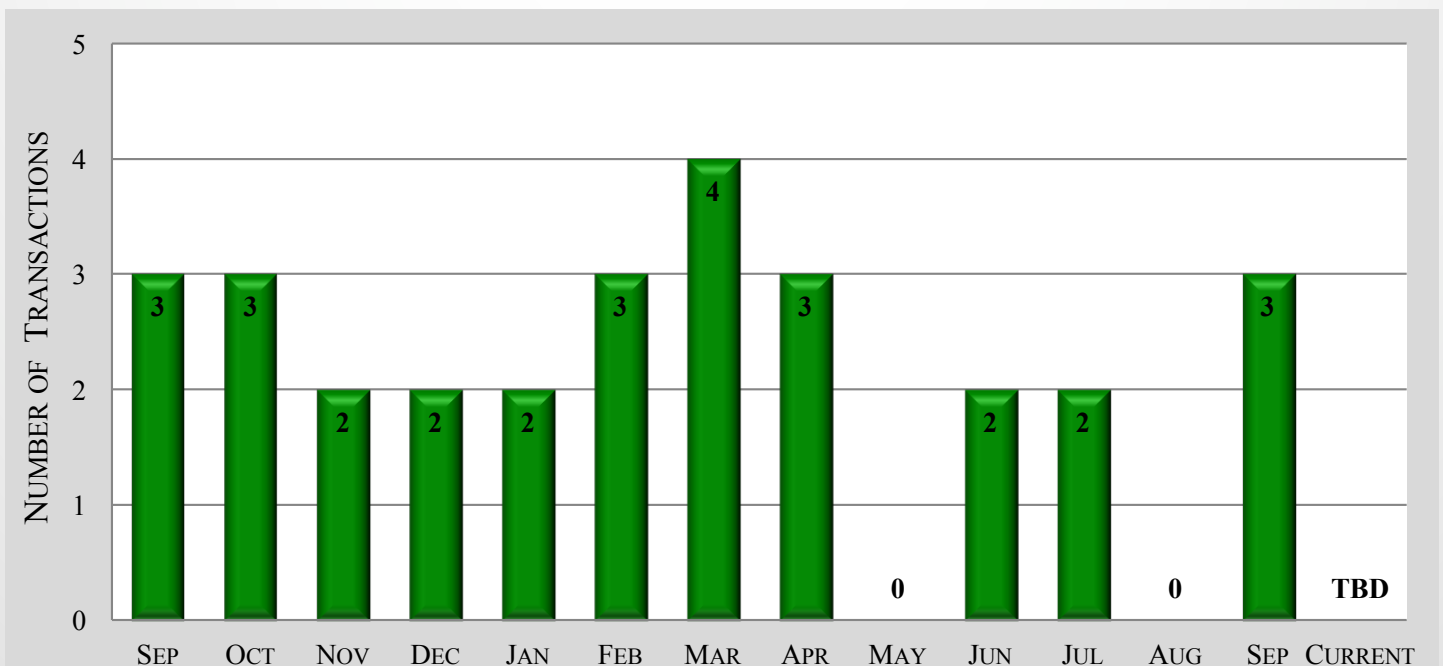
## FALCON 7X – 12 MONTH FOR SALE INVENTORY HISTORY



## 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	<b>-\$3,551,000</b>
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 SEPTEMBER 2018

### ARRANGED BY YEAR

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2011	233	\$23,900,000	2,936	Asia
2012	290	\$20,900,000	1,758	Asia
2012	863	\$23,000,000	2,911	U.S.A.
2012	n/a	\$24,000,000	n/a	Europe
2012	525	\$24,000,000	3,427	S. Africa
2013	3	\$32,900,000	903	Europe
2013	577	\$31,000,000	417	Asia
2014	554	\$36,000,000	565	Asia

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

### ARRANGED BY DAYS ON MARKET

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2013	3	\$32,900,000	903	Europe
2011	233	\$23,900,000	2,936	Asia
2012	290	\$20,900,000	1,758	Asia
2012	525	\$24,000,000	3,427	S. Africa
2014	554	\$36,000,000	565	Asia
2013	577	\$31,000,000	417	Asia
2012	863	\$23,000,000	2,911	U.S.A.
2012	n/a	\$24,000,000	n/a	Europe



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

### ARRANGED BY ASKING PRICE

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2012	290	\$20,900,000	1,758	Asia
2012	863	\$23,000,000	2,911	U.S.A.
2011	233	\$23,900,000	2,936	Asia
2012	525	\$24,000,000	3,427	S. Africa
2012	n/a	\$24,000,000	n/a	Europe
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## FALCON 7X – MARKET DETAILS AS OF SEPTEMBER 2018

### ARRANGED BY TOTAL TIME ON AIRFRAME

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2013	577	\$31,000,000	417	Asia
2014	554	\$36,000,000	565	Asia
2013	3	\$32,900,000	903	Europe
2012	290	\$20,900,000	1,758	Asia
2012	863	\$23,000,000	2,911	U.S.A.
2011	233	\$23,900,000	2,936	Asia
2012	525	\$24,000,000	3,427	S. Africa
2012	n/a	\$24,000,000	n/a	Europe

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

#### ARRANGED BY LOCATION

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2012	290	\$20,900,000	1,758	Asia
2011	233	\$23,900,000	2,936	Asia
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2013	3	\$32,900,000	903	Europe
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2012	863	\$23,000,000	2,911	U.S.A.

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

#### RECENT CHANGES TO FOR-SALE INVENTORY

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION	STATUS
2009	23	\$22,500,000	2,550	U.S.A.	Withdrawn 2018-10
2010	549	\$22,500,000	2,084	Asia	Sold 2018-10
2010	57	\$22,500,000	2,326	Europe	Sold 2018-10
2010	93	n/a	3,590	Middle East	Sold 2018-10
2011	301	\$19,900,000	2,149	Middle East	Deal Pending 2018-11
2012	178	\$23,000,000	2,304	Middle East	Deal Pending 2018-11
2012	301	\$21,500,000	2,813	Middle East	Deal Pending 2018-11
2012	1,205	\$25,959,000	1,588	Europe	Sold 2018-09
2013	204	\$30,500,000	2,657	Europe	Sold 2018-09
2013	323	\$22,500,000	3,037	Asia	Sold 2018-09

#### 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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