



DASSAULT FALCON 7X MARKET OVERVIEW OCTOBER 2018

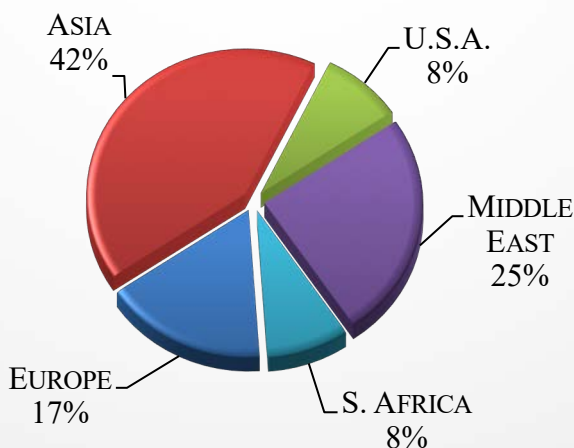
Currently, there are 12 Falcon 7Xs for sale of 277 aircraft, representing 4% of the active fleet.

CURRENT FALCON 7X MARKET SUMMARY

AIRCRAFT SUMMARY	LOW	HIGH	AVERAGE
ASKING PRICE	\$20,900,000	\$32,900,000	\$26,080,000
AIRFRAME TOTAL TIME	417	3,427	1,669
MANUFACTURE YEAR	2011	2014	2012
DAYS ON MARKET	22	863	352

FIGURES BASED ON ASKING PRICES, NOT SALES PRICES. BASED ON 12 AIRCRAFT PRICES AND 12 AIRCRAFT FOR SALE

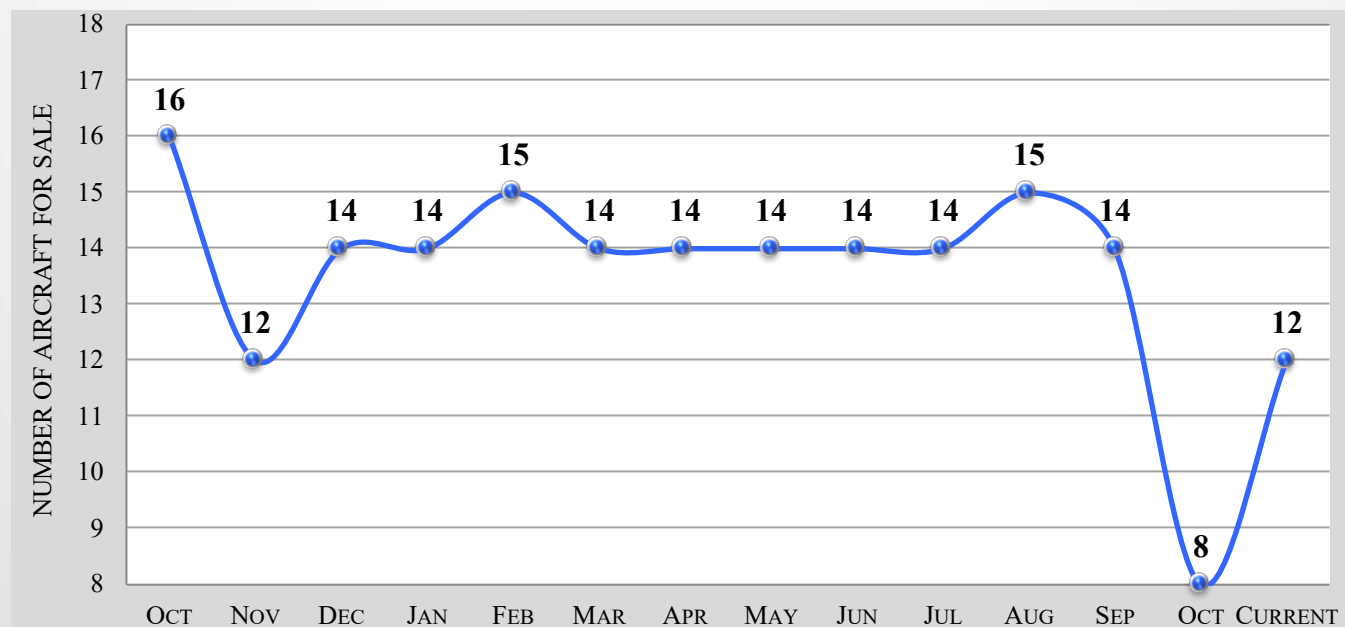
CURRENT FALCON 7X MARKET BY SELLER LOCATION



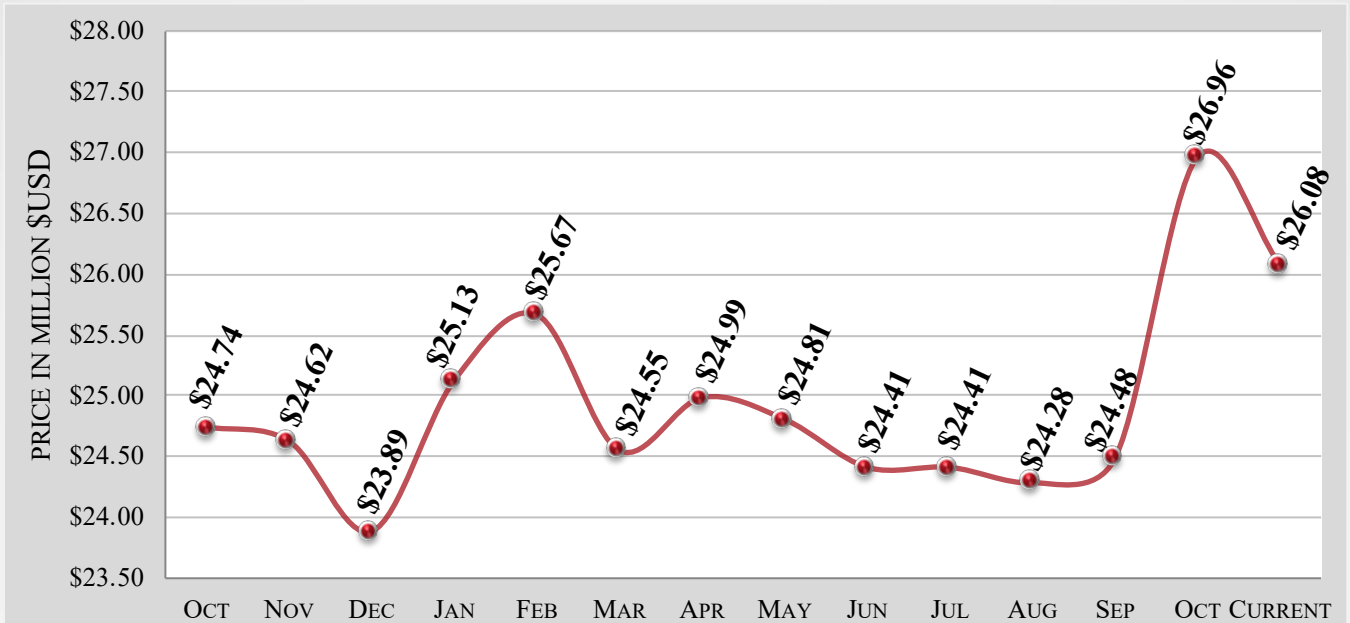
FALCON 7X – 6 MONTH MARKET HISTORY

MONTH	JUN	JUL	AUG	SEP	OCT	CURRENT	AVERAGE
AVERAGE ASK PRICE	\$24.4M	\$24.4M	\$24.3M	\$24.5M	\$27.0M	\$26.1M	\$25.1M
NUMBER FOR SALE	14	14	15	14	8	12	13
ACTIVE FLEET	274	274	274	274	276	277	275
PERCENTAGE FOR SALE	5%	5%	5%	5%	3%	4%	5%
AVERAGE YEAR	2012	2012	2012	2012	2012	2012	2012
AVERAGE DAYS ON MARKET	398	404	406	352	435	352	391
AVERAGE AIRFRAME TIME	2,086	2,086	2,115	2,125	1,845	1,669	1,988
TRANSACTIONS	2	2	0	3	3	TBD	10 TOTAL

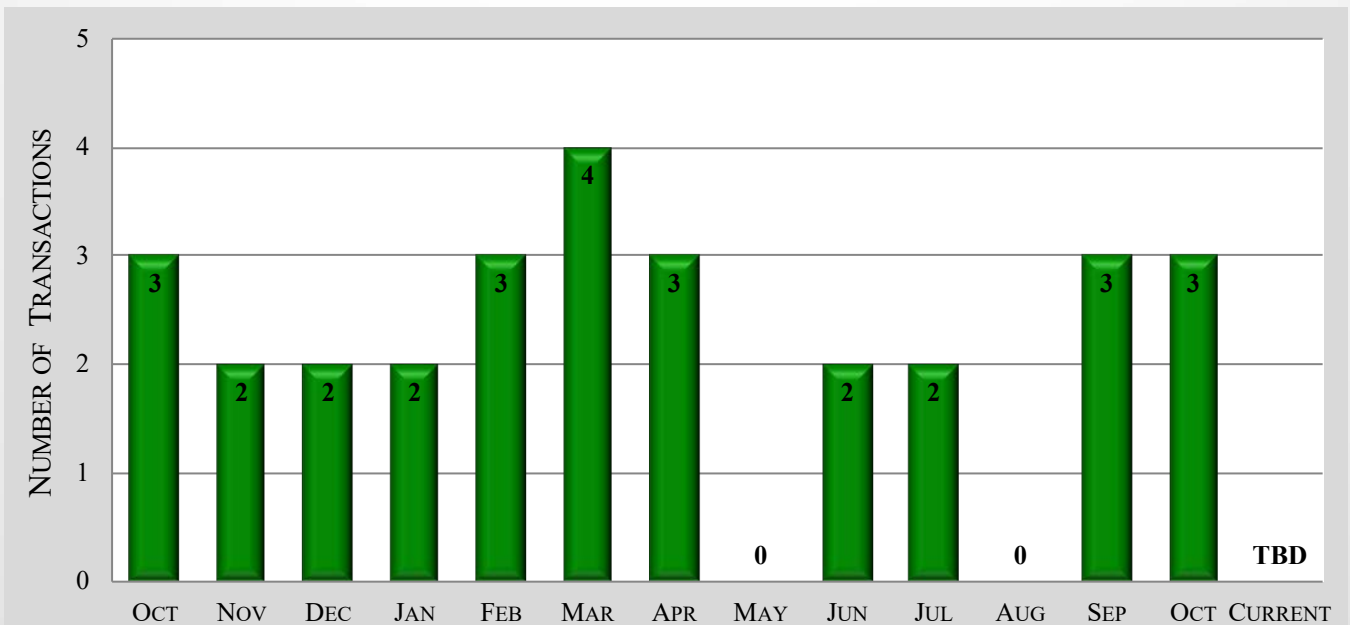
FALCON 7X – 12 MONTH FOR SALE INVENTORY HISTORY



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 OCTOBER 2018 ARRANGED BY YEAR

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2011	425	\$23,975,000	1,263	Middle East
2011	22	\$24,995,000	2,368	Europe
2012	331	\$20,900,000	1,758	Asia
2012	863	\$23,000,000	2,911	U.S.A.
2012	566	\$25,000,000	3,427	S. Africa
2012	342	\$21,500,000	2,818	Middle East
2012	23	\$20,995,000	1,538	Asia
2012	222	\$26,000,000	431	Asia
2013	44	\$32,900,000	903	Europe
2013	617	\$31,000,000	417	Asia
2014	595	\$32,695,000	1,150	Asia
2014	175	\$30,000,000	1,048	Middle East

FALCON 7X – MARKET DETAILS AS OF OCTOBER 2018

ARRANGED BY DAYS ON MARKET

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2011	22	\$24,995,000	2,368	Europe
2012	23	\$20,995,000	1,538	Asia
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FALCON 7X – MARKET DETAILS AS OF OCTOBER 2018

ARRANGED BY ASKING PRICE

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
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2012	23	\$20,995,000	1,538	Asia
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FALCON 7X – MARKET DETAILS AS OF OCTOBER 2018

ARRANGED BY TOTAL TIME ON AIRFRAME

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2013	617	\$31,000,000	417	Asia
2012	222	\$26,000,000	431	Asia
2013	44	\$32,900,000	903	Europe
2014	175	\$30,000,000	1,048	Middle East
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FALCON 7X – MARKET DETAILS AS OF OCTOBER 2018 ARRANGED BY LOCATION

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2013	617	\$31,000,000	417	Asia
2012	222	\$26,000,000	431	Asia
2014	595	\$32,695,000	1,150	Asia
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FALCON 7X – MARKET DETAILS AS OF OCTOBER 2018

RECENT CHANGES TO FOR-SALE INVENTORY

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION	STATUS
<i>2009</i>	23	\$22,500,000	2,550	U.S.A.	<i>Withdrawn 2018-11</i>
<i>2010</i>	549	\$22,500,000	2,084	Asia	<i>Sold 2018-10</i>
<i>2010</i>	57	\$22,500,000	2,326	Europe	<i>Sold 2018-10</i>
<i>2010</i>	93	<i>n/a</i>	3,590	Middle East	<i>Sold 2018-10</i>
<i>2012</i>	129	\$23,000,000	2,304	Middle East	<i>Sold 2018-12</i>
<i>2011</i>	252	\$19,900,000	2,145	Middle East	<i>Sold 2018-11</i>
<i>2011</i>	184	\$19,000,000	2,905	Asia	<i>Withdrawn 2018-11</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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