



## DASSAULT FALCON 7X MARKET OVERVIEW

### NOVEMBER 2018

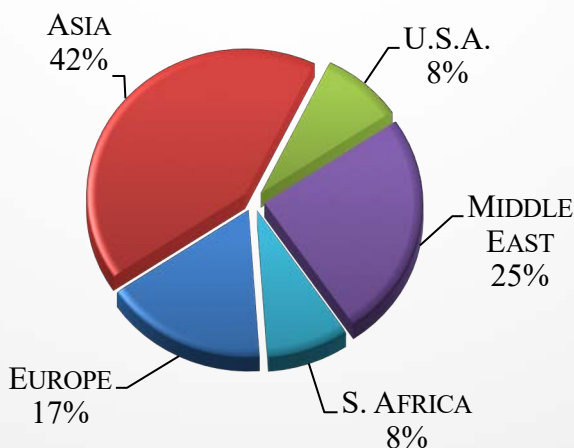
Currently, there are 12 Falcon 7Xs for sale of 278 aircraft, representing 4% of the active fleet.

### 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	1,670
MANUFACTURE YEAR	2011	2014	2012
DAYS ON MARKET	43	884	373

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

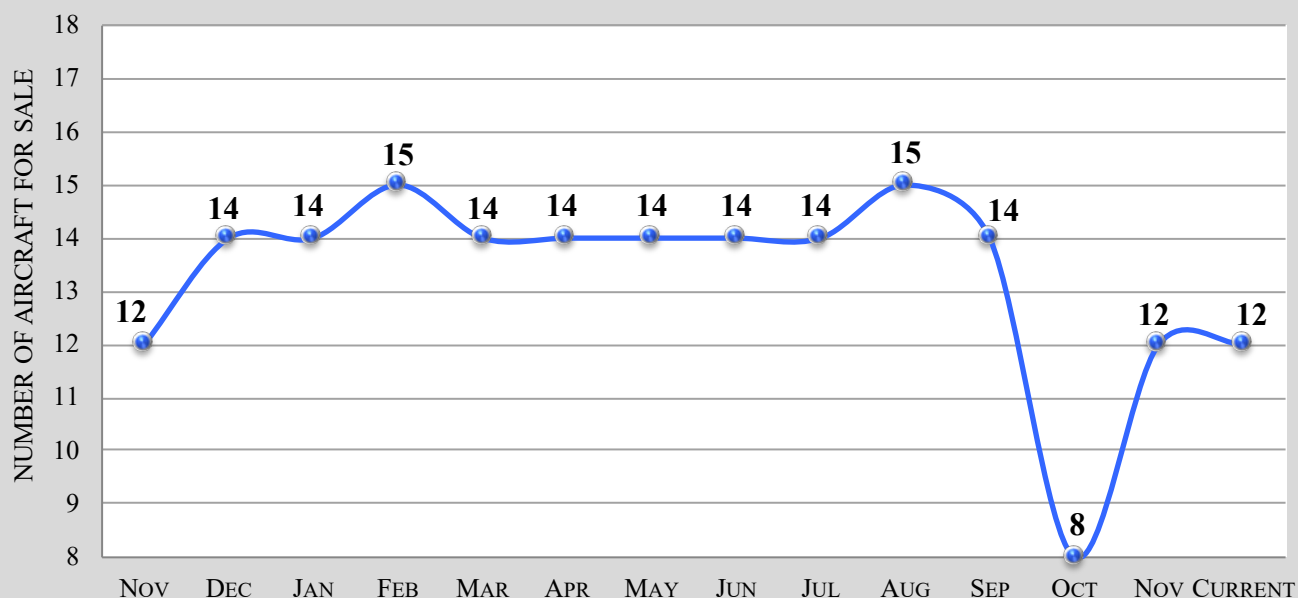
### CURRENT FALCON 7X MARKET BY SELLER LOCATION



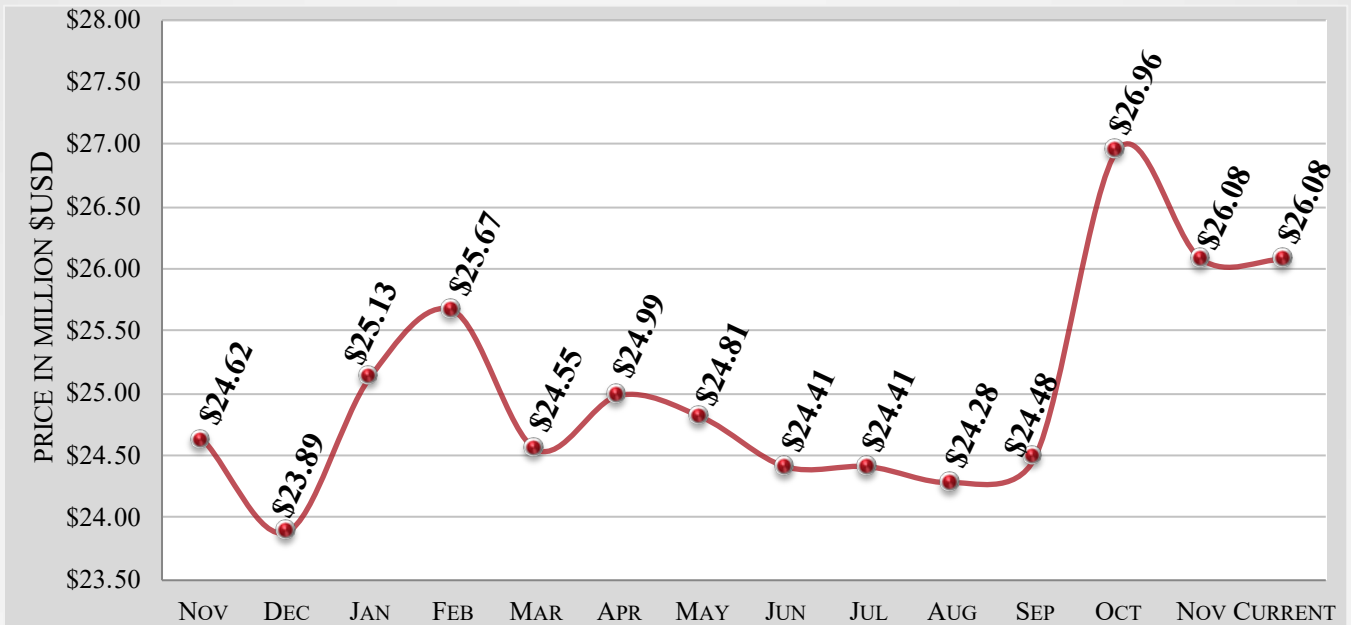
## FALCON 7X – 6 MONTH MARKET HISTORY

MONTH	JUL	AUG	SEP	OCT	NOV	CURRENT	AVERAGE
AVERAGE ASK PRICE	\$24.4M	\$24.3M	\$24.5M	\$27.0M	\$26.1M	\$26.1M	\$25.4M
NUMBER FOR SALE	14	15	14	8	12	12	13
ACTIVE FLEET	274	274	274	276	277	278	276
PERCENTAGE FOR SALE	5%	5%	5%	3%	4%	4%	4%
AVERAGE YEAR	2012	2012	2012	2012	2012	2012	2012
AVERAGE DAYS ON MARKET	404	406	352	435	352	373	387
AVERAGE AIRFRAME TIME	2,086	2,115	2,125	1,845	1,669	1,670	1,918
TRANSACTIONS	2	0	3	3	1	TBD	9 TOTAL

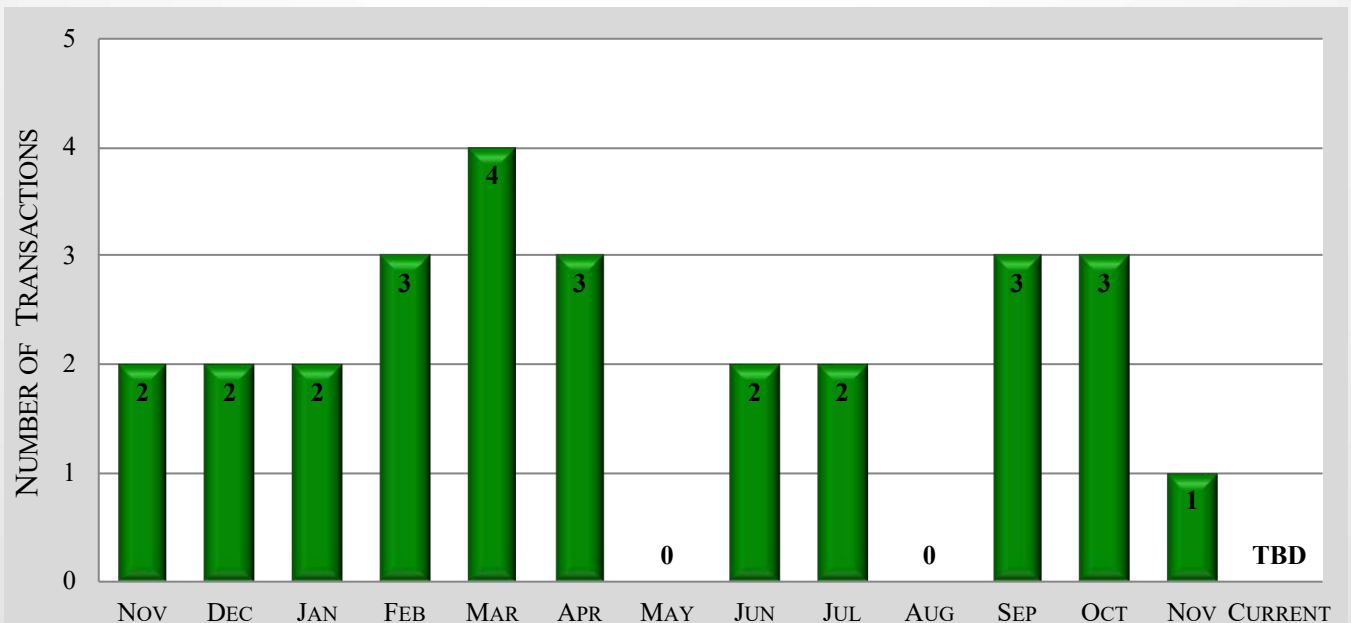
## FALCON 7X – 12 MONTH FOR SALE INVENTORY HISTORY



## 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 NOVEMBER 2018 ARRANGED BY YEAR

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2011	446	\$23,975,000	1,263	Middle East
2011	43	\$24,995,000	2,368	Europe
2012	352	\$20,900,000	1,758	Asia
2012	884	\$23,000,000	2,911	U.S.A.
2012	587	\$25,000,000	3,427	S. Africa
2012	363	\$21,500,000	2,818	Middle East
2012	44	\$20,995,000	1,538	Asia
2012	243	\$26,000,000	431	Asia
2013	65	\$32,900,000	903	Europe
2013	638	\$31,000,000	417	Asia
2014	616	\$32,695,000	1,150	Asia
2014	196	\$30,000,000	1,050	Middle East



## FALCON 7X – MARKET DETAILS AS OF NOVEMBER 2018 ARRANGED BY DAYS ON MARKET

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2011	43	\$24,995,000	2,368	Europe
2012	44	\$20,995,000	1,538	Asia
2013	65	\$32,900,000	903	Europe
2014	196	\$30,000,000	1,050	Middle East
2012	243	\$26,000,000	431	Asia
2012	352	\$20,900,000	1,758	Asia
2012	363	\$21,500,000	2,818	Middle East
2011	446	\$23,975,000	1,263	Middle East
2012	587	\$25,000,000	3,427	S. Africa
2014	616	\$32,695,000	1,150	Asia
2013	638	\$31,000,000	417	Asia
2012	884	\$23,000,000	2,911	U.S.A.



## FALCON 7X – MARKET DETAILS AS OF NOVEMBER 2018 ARRANGED BY ASKING PRICE

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2012	352	\$20,900,000	1,758	Asia
2012	44	\$20,995,000	1,538	Asia
2012	363	\$21,500,000	2,818	Middle East
2012	884	\$23,000,000	2,911	U.S.A.
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2014	616	\$32,695,000	1,150	Asia
2013	65	\$32,900,000	903	Europe

FALCON 7X – MARKET DETAILS AS OF NOVEMBER 2018  
ARRANGED BY TOTAL TIME ON AIRFRAME

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2013	638	\$31,000,000	417	Asia
2012	243	\$26,000,000	431	Asia
2013	65	\$32,900,000	903	Europe
2014	196	\$30,000,000	1,050	Middle East
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2012	884	\$23,000,000	2,911	U.S.A.
2012	587	\$25,000,000	3,427	S. Africa

## FALCON 7X – MARKET DETAILS AS OF NOVEMBER 2018 ARRANGED BY LOCATION

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2013	638	\$31,000,000	417	Asia
2012	243	\$26,000,000	431	Asia
2014	616	\$32,695,000	1,150	Asia
2012	44	\$20,995,000	1,538	Asia
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2012	587	\$25,000,000	3,427	S. Africa
2012	884	\$23,000,000	2,911	U.S.A.

FALCON 7X – MARKET DETAILS AS OF NOVEMBER 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 2018-11
2011	252	\$19,900,000	2,145	Middle East	Sold 2018-11
2011	184	\$19,000,000	2,905	Asia	Withdrawn 2018-11
2012	129	\$23,000,000	2,304	Middle East	Sold 2018-12

**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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