



DASSAULT FALCON 7X MARKET OVERVIEW

DECEMBER 2018

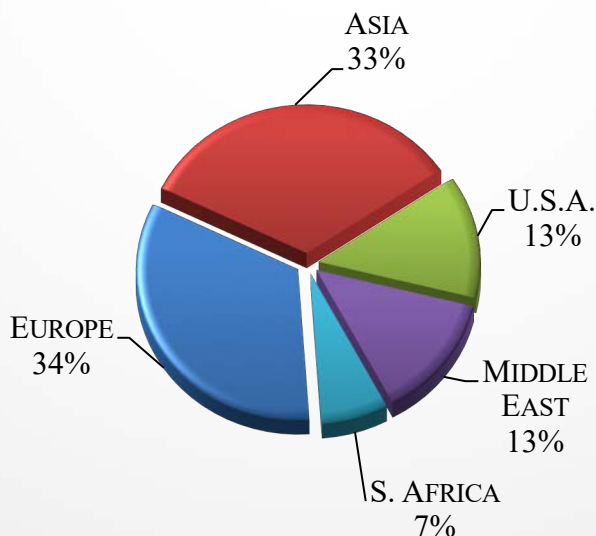
Currently, there are 15 Falcon 7Xs for sale of 278 aircraft, representing 5% of the active fleet.

CURRENT FALCON 7X MARKET SUMMARY

AIRCRAFT SUMMARY	LOW	HIGH	AVERAGE
ASKING PRICE	\$20,900,000	\$39,400,000	\$25,878,000
AIRFRAME TOTAL TIME	417	3,427	1,885
MANUFACTURE YEAR	2010	2016	2012
DAYS ON MARKET	13	897	327

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

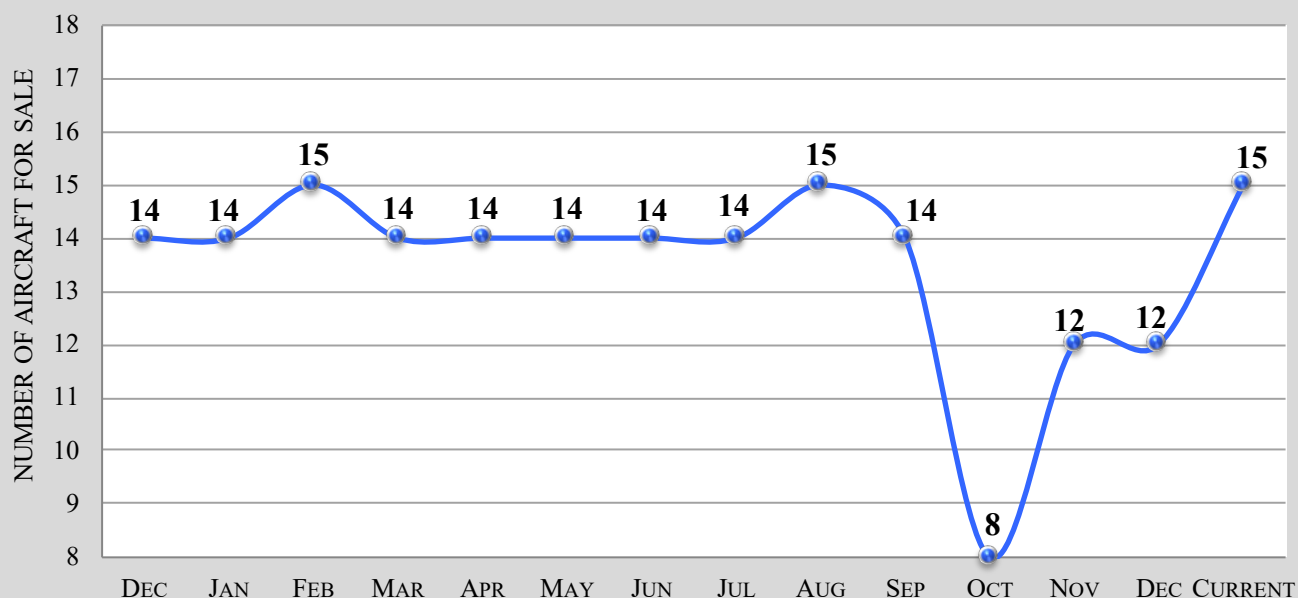
CURRENT FALCON 7X MARKET BY SELLER LOCATION



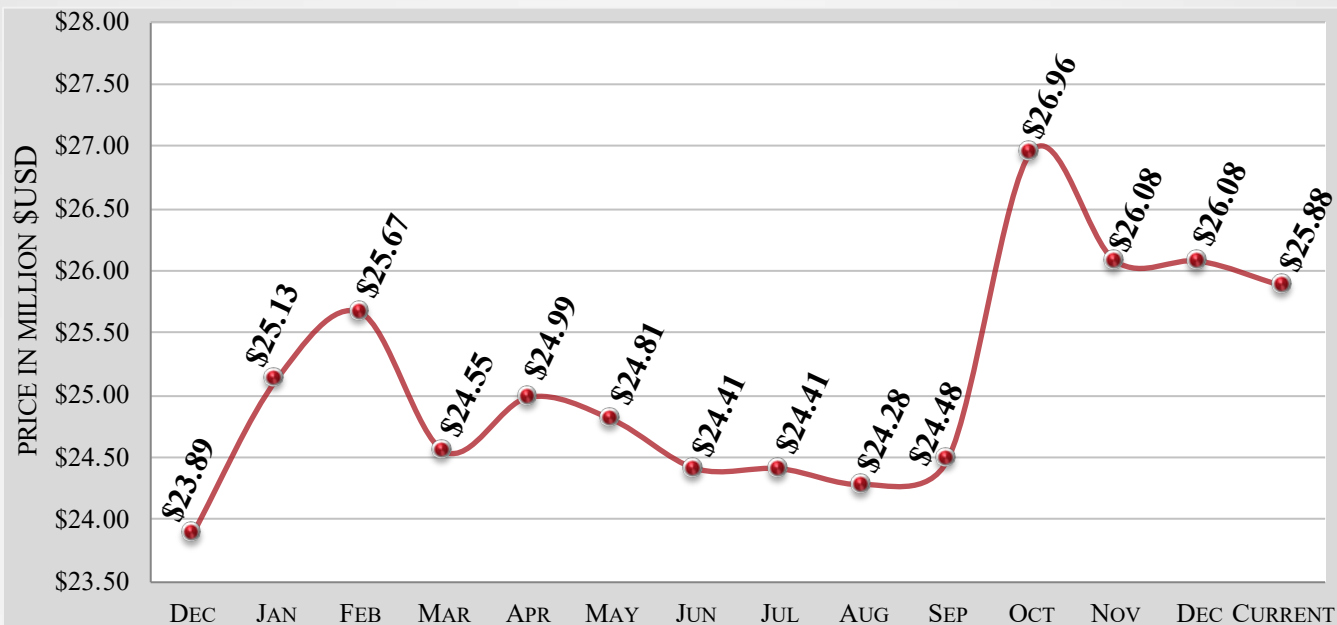
FALCON 7X – 6 MONTH MARKET HISTORY

MONTH	AUG	SEP	OCT	NOV	DEC	CURRENT	AVERAGE
AVERAGE ASK PRICE	\$24.3M	\$24.5M	\$27.0M	\$26.1M	\$26.1M	\$25.9M	\$25.6M
NUMBER FOR SALE	15	14	8	12	12	15	13
ACTIVE FLEET	274	274	276	277	278	278	276
PERCENTAGE FOR SALE	5%	5%	3%	4%	4%	5%	4%
AVERAGE YEAR	2012	2012	2012	2012	2012	2012	2012
AVERAGE DAYS ON MARKET	406	352	435	352	373	327	374
AVERAGE AIRFRAME TIME	2,115	2,125	1,845	1,669	1,670	1,885	1,885
TRANSACTIONS	0	3	3	1	1	TBD	8 TOTAL

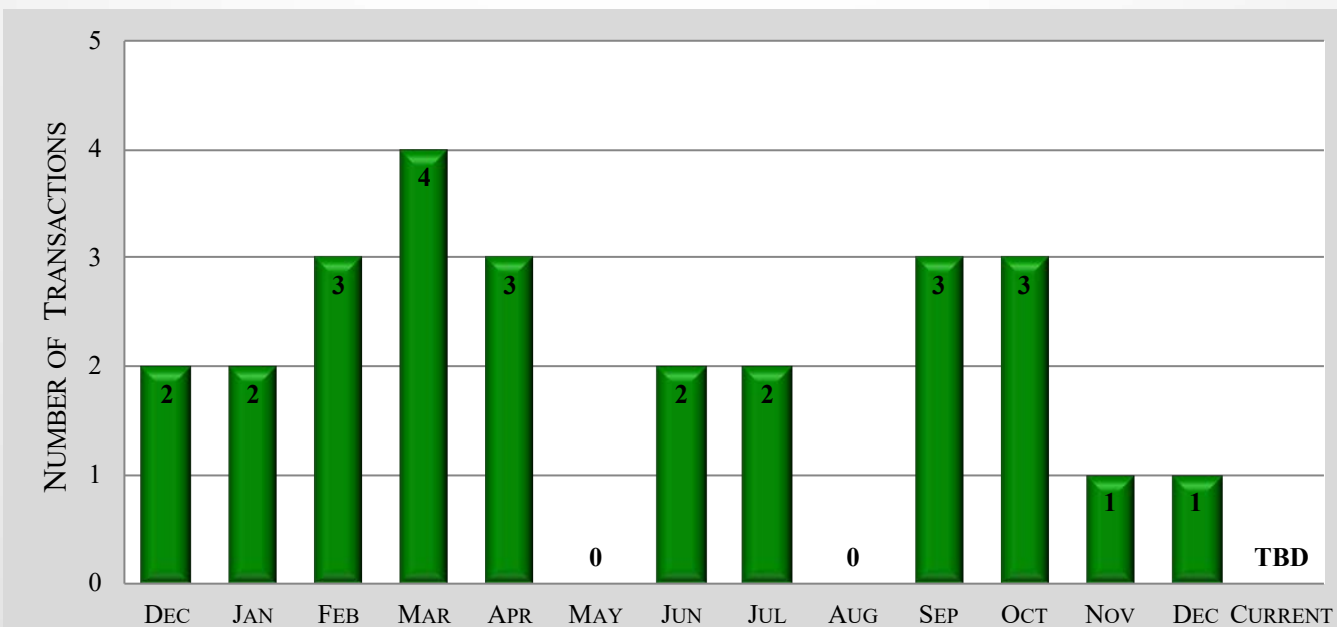
FALCON 7X – 12 MONTH FOR SALE INVENTORY HISTORY



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	\$17,000,000	\$15,088,000	-\$888,000
2011	\$20,000,000	\$17,751,000	-\$888,000
2012	\$23,000,000	\$20,414,000	-\$887,000
2013	\$25,000,000	\$22,189,000	-\$1,775,000
2014	\$27,000,000	\$23,964,000	-\$1,775,000
2015	\$31,000,000	\$27,514,000	-\$1,775,000
2016	\$36,000,000	\$31,952,000	-\$1,775,000
2017	\$42,000,000	\$37,277,000	-\$3,550,000
2018	\$45,000,000	\$39,940,000	-\$7,810,000

The above data is valid from December through February.

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	NO CHANGE
2010	\$20,000,000	\$17,760,000	NO CHANGE
2011	\$22,000,000	\$19,536,000	NO CHANGE
2012	\$24,500,000	\$21,805,000	NO CHANGE
2013	\$27,000,000	\$24,030,000	NO CHANGE
2014	\$31,000,000	\$27,590,000	NO CHANGE
2015	\$34,000,000	\$30,600,000	NO CHANGE
2016	\$38,000,000	\$34,200,000	-\$1,000,000
2017	\$44,000,000	\$39,688,000	-\$2,000,000
2018	\$48,000,000	\$43,296,000	-\$5,800,000

The above data is valid from December through February.

FALCON 7X – MARKET DETAILS AS OF DECEMBER 2018 ARRANGED BY YEAR

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2010	858	\$21,000,000	2,233	Europe
2012	365	\$20,900,000	1,758	Asia
2011	459	\$23,975,000	1,263	U.S.A.
2011	56	\$24,995,000	2,368	Europe
2012	897	\$23,000,000	2,911	U.S.A.
2011	13	\$23,000,000	3,034	Asia
2012	600	\$25,000,000	3,427	S. Africa
2012	376	\$21,500,000	2,818	Middle East
2012	57	\$20,995,000	1,538	Asia
2012	256	\$26,000,000	431	Asia
2012	14	\$24,500,000	3,156	Europe
2013	78	\$32,900,000	903	Europe
2013	651	\$31,000,000	417	Asia
2014	209	\$30,000,000	1,050	Middle East
2016	15	\$39,400,000	961	Europe

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

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2011	13	\$23,000,000	3,034	Asia
2012	14	\$24,500,000	3,156	Europe
2016	15	\$39,400,000	961	Europe
2011	56	\$24,995,000	2,368	Europe
2012	57	\$20,995,000	1,538	Asia
2013	78	\$32,900,000	903	Europe
2014	209	\$30,000,000	1,050	Middle East
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2011	459	\$23,975,000	1,263	U.S.A.
2012	600	\$25,000,000	3,427	S. Africa
2013	651	\$31,000,000	417	Asia
2010	858	\$21,000,000	2,233	Europe
2012	897	\$23,000,000	2,911	U.S.A.

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

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2012	365	\$20,900,000	1,758	Asia
2012	57	\$20,995,000	1,538	Asia
2010	858	\$21,000,000	2,233	Europe
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2011	13	\$23,000,000	3,034	Asia
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2013	651	\$31,000,000	417	Asia
2013	78	\$32,900,000	903	Europe
2016	15	\$39,400,000	961	Europe

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

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2013	651	\$31,000,000	417	Asia
2012	256	\$26,000,000	431	Asia
2013	78	\$32,900,000	903	Europe
2016	15	\$39,400,000	961	Europe
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2012	14	\$24,500,000	3,156	Europe
2012	600	\$25,000,000	3,427	S. Africa

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

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2013	651	\$31,000,000	417	Asia
2012	256	\$26,000,000	431	Asia
2012	57	\$20,995,000	1,538	Asia
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FALCON 7X – MARKET DETAILS AS OF DECEMBER 2018

RECENT CHANGES TO FOR-SALE INVENTORY

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION	STATUS
<i>2012</i>	<i>129</i>	<i>\$23,000,000</i>	<i>2,304</i>	<i>Middle East</i>	<i>Sold 2018-12</i>
<i>2014</i>	<i>616</i>	<i>\$32,695,000</i>	<i>1,150</i>	<i>Asia</i>	<i>Withdrawn 2019-01</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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