



## DASSAULT FALCON 7X MARKET OVERVIEW JANUARY 2019

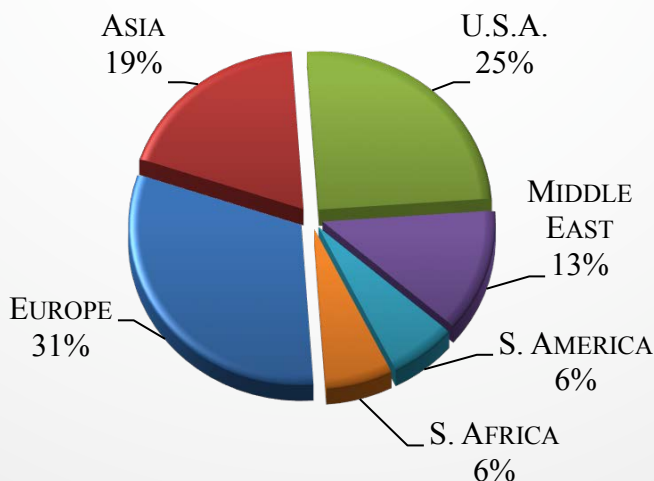
Currently, there are 16 Falcon 7Xs for sale of 279 aircraft, representing 6% of the active fleet.

### CURRENT FALCON 7X MARKET SUMMARY

AIRCRAFT SUMMARY	LOW	HIGH	AVERAGE
ASKING PRICE	\$18,475,000	\$39,400,000	\$25,912,000
AIRFRAME TOTAL TIME	417	5,054	2,274
MANUFACTURE YEAR	2008	2016	2012
DAYS ON MARKET	3	921	289

*FIGURES BASED ON ASKING PRICES, NOT SALES PRICES. BASED ON 16 AIRCRAFT PRICES AND 16 AIRCRAFT FOR SALE*

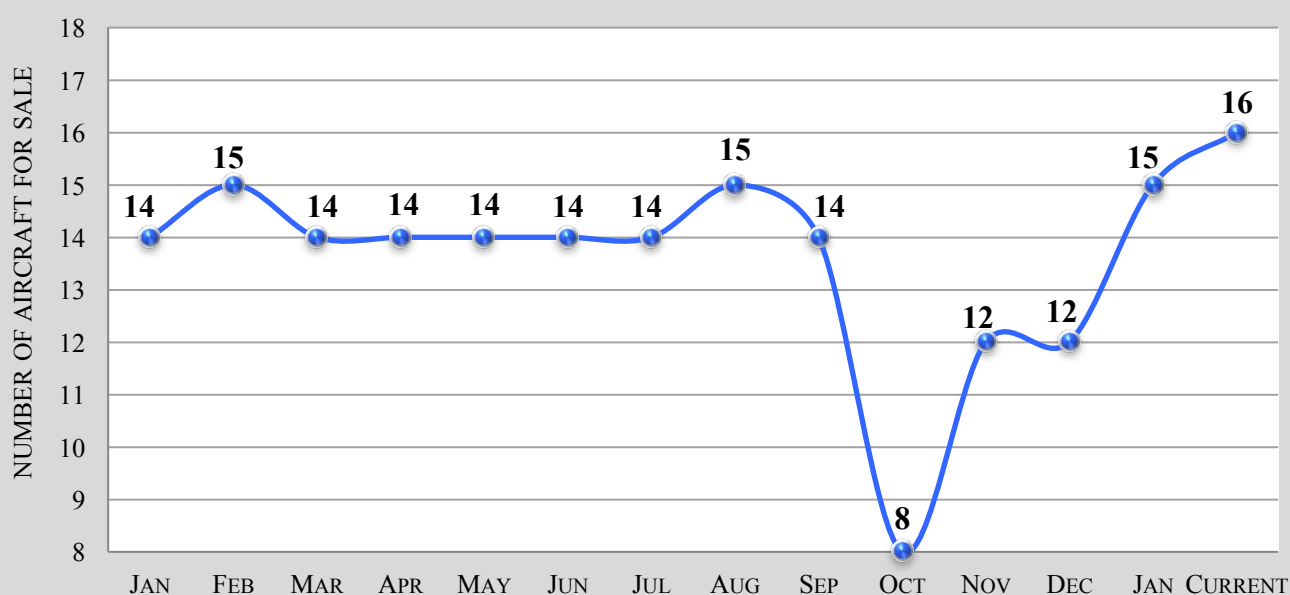
### CURRENT FALCON 7X MARKET BY SELLER LOCATION



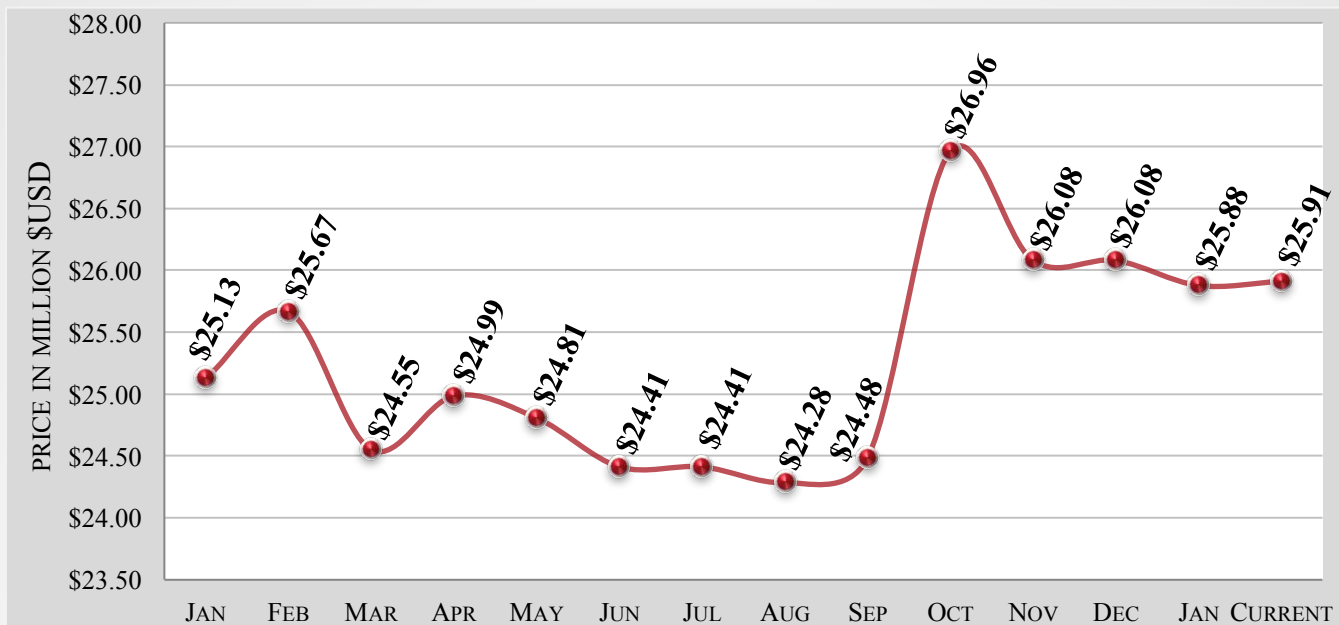
## FALCON 7X – 6 MONTH MARKET HISTORY

MONTH	SEP	OCT	NOV	DEC	JAN	CURRENT	AVERAGE
AVERAGE ASK PRICE	\$24.5M	\$27.0M	\$26.1M	\$26.1M	\$25.9M	\$25.9M	\$25.9M
NUMBER FOR SALE	14	8	12	12	15	16	13
ACTIVE FLEET	274	276	277	278	278	279	277
PERCENTAGE FOR SALE	5%	3%	4%	4%	5%	6%	5%
AVERAGE YEAR	2012	2012	2012	2012	2012	2012	2012
AVERAGE DAYS ON MARKET	352	435	352	373	327	289	355
AVERAGE AIRFRAME TIME	2,125	1,845	1,669	1,670	1,885	2,275	1,911
TRANSACTIONS	3	3	1	1	1	TBD	9 TOTAL

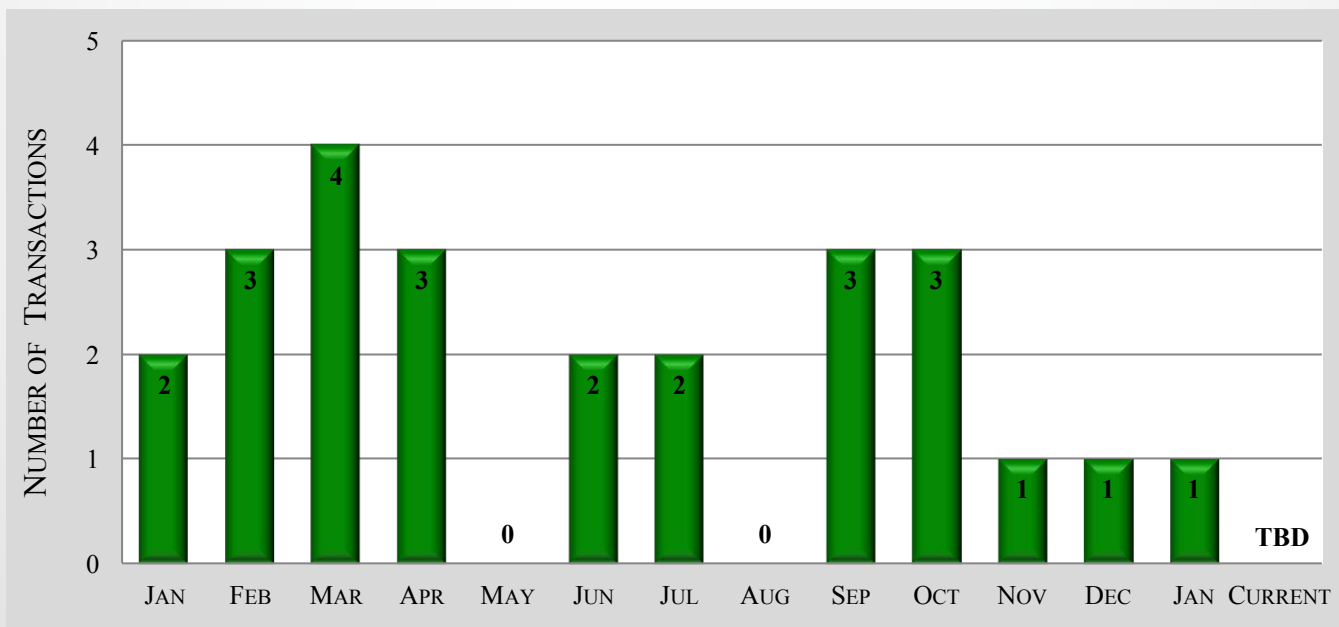
## FALCON 7X – 12 MONTH FOR SALE INVENTORY HISTORY



## 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	\$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 JANUARY 2019 ARRANGED BY YEAR

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2008	14	\$18,475,000	4,353	U.S.A.
2009	3	\$20,995,000	5,054	U.S.A.
2010	882	\$21,000,000	2,233	Europe
2011	483	\$23,975,000	1,263	U.S.A.
2011	80	\$24,995,000	2,368	Europe
2011	37	\$23,000,000	3,049	Asia
2012	921	\$23,000,000	2,911	U.S.A.
2012	624	\$25,000,000	3,427	S. Africa
2012	400	\$21,500,000	2,818	Middle East
2012	81	\$20,995,000	1,538	Asia
2012	38	\$24,500,000	3,156	Europe
2013	102	\$32,900,000	903	Europe
2013	675	\$31,000,000	417	Asia
2014	233	\$30,000,000	1,050	Middle East
2016	10	\$33,850,000	825	S. America
2016	39	\$39,400,000	1,018	Europe

## FALCON 7X – MARKET DETAILS AS OF JANUARY 2019 ARRANGED BY DAYS ON MARKET

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2009	3	\$20,995,000	5,054	U.S.A.
2016	10	\$33,850,000	825	S. America
2008	14	\$18,475,000	4,353	U.S.A.
2011	37	\$23,000,000	3,049	Asia
2012	38	\$24,500,000	3,156	Europe
2016	39	\$39,400,000	1,018	Europe
2011	80	\$24,995,000	2,368	Europe
2012	81	\$20,995,000	1,538	Asia
2013	102	\$32,900,000	903	Europe
2014	233	\$30,000,000	1,050	Middle East
2012	400	\$21,500,000	2,818	Middle East
2011	483	\$23,975,000	1,263	U.S.A.
2012	624	\$25,000,000	3,427	S. Africa
2013	675	\$31,000,000	417	Asia
2010	882	\$21,000,000	2,233	Europe
2012	921	\$23,000,000	2,911	U.S.A.



## FALCON 7X – MARKET DETAILS AS OF JANUARY 2019 ARRANGED BY ASKING PRICE

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2008	14	\$18,475,000	4,353	U.S.A.
2012	81	\$20,995,000	1,538	Asia
2009	3	\$20,995,000	5,054	U.S.A.
2010	882	\$21,000,000	2,233	Europe
2012	400	\$21,500,000	2,818	Middle East
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2013	675	\$31,000,000	417	Asia
2013	102	\$32,900,000	903	Europe
2016	10	\$33,850,000	825	S. America
2016	39	\$39,400,000	1,018	Europe

## FALCON 7X – MARKET DETAILS AS OF JANUARY 2019

### ARRANGED BY TOTAL TIME ON AIRFRAME

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2013	675	\$31,000,000	417	Asia
2016	10	\$33,850,000	825	S. America
2013	102	\$32,900,000	903	Europe
2016	39	\$39,400,000	1,018	Europe
2014	233	\$30,000,000	1,050	Middle East
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2012	624	\$25,000,000	3,427	S. Africa
2008	14	\$18,475,000	4,353	U.S.A.
2009	3	\$20,995,000	5,054	U.S.A.

## FALCON 7X – MARKET DETAILS AS OF JANUARY 2019 ARRANGED BY LOCATION

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2011	37	\$23,000,000	3,049	Asia
2012	81	\$20,995,000	1,538	Asia
2013	675	\$31,000,000	417	Asia
2010	882	\$21,000,000	2,233	Europe
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2011	483	\$23,975,000	1,263	U.S.A.
2012	921	\$23,000,000	2,911	U.S.A.

FALCON 7X – MARKET DETAILS AS OF JANUARY 2019  
RECENT CHANGES TO FOR-SALE INVENTORY

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION	STATUS
2012	365	\$20,900,000	1,758	Asia	Sold 2019-02
2012	256	\$26,000,000	431	Asia	Leased 2019-01
2014	616	\$32,695,000	1,150	Asia	Withdrawn 2019-01

**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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