



DASSAULT FALCON 7X MARKET OVERVIEW

FEBRUARY 2019

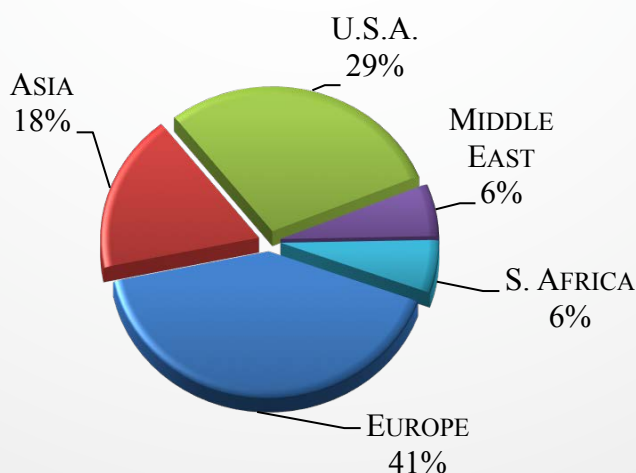
Currently, there are 17 Falcon 7Xs for sale of 279 aircraft, representing 6% of the active fleet.

CURRENT FALCON 7X MARKET SUMMARY

AIRCRAFT SUMMARY	LOW	HIGH	AVERAGE
ASKING PRICE	\$18,475,000	\$39,400,000	\$26,681,000
AIRFRAME TOTAL TIME	417	5,054	2,178
MANUFACTURE YEAR	2008	2016	2012
DAYS ON MARKET	7	955	280

FIGURES BASED ON ASKING PRICES, NOT SALES PRICES. BASED ON 17 AIRCRAFT PRICES AND 17 AIRCRAFT FOR SALE

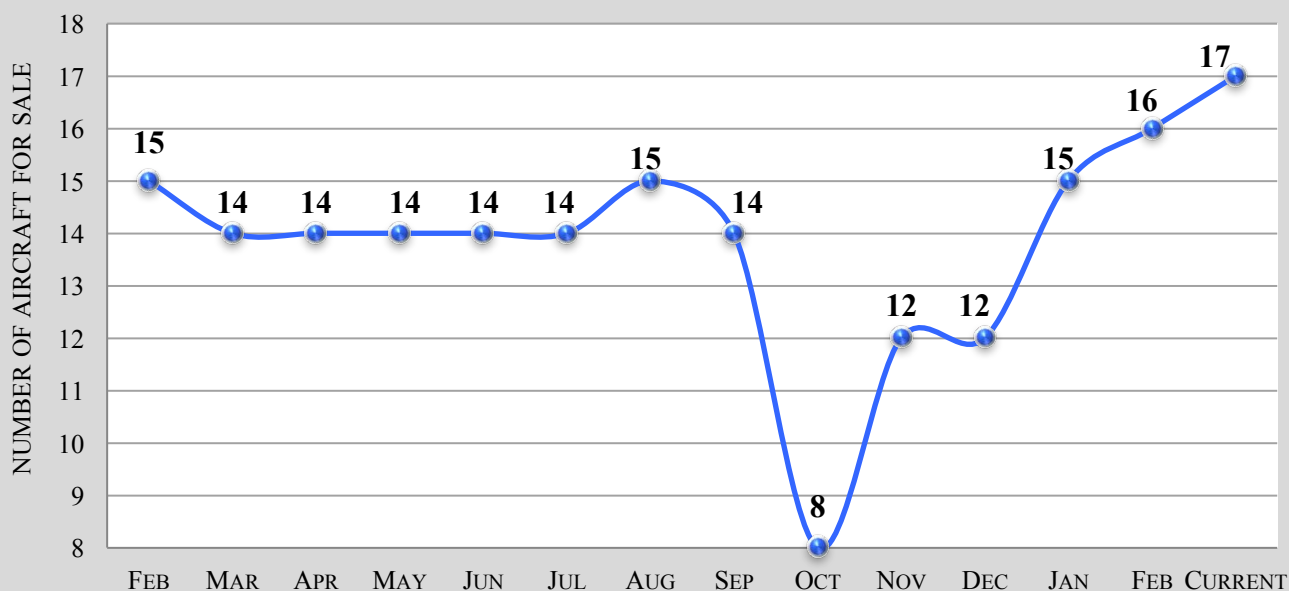
CURRENT FALCON 7X MARKET BY SELLER LOCATION



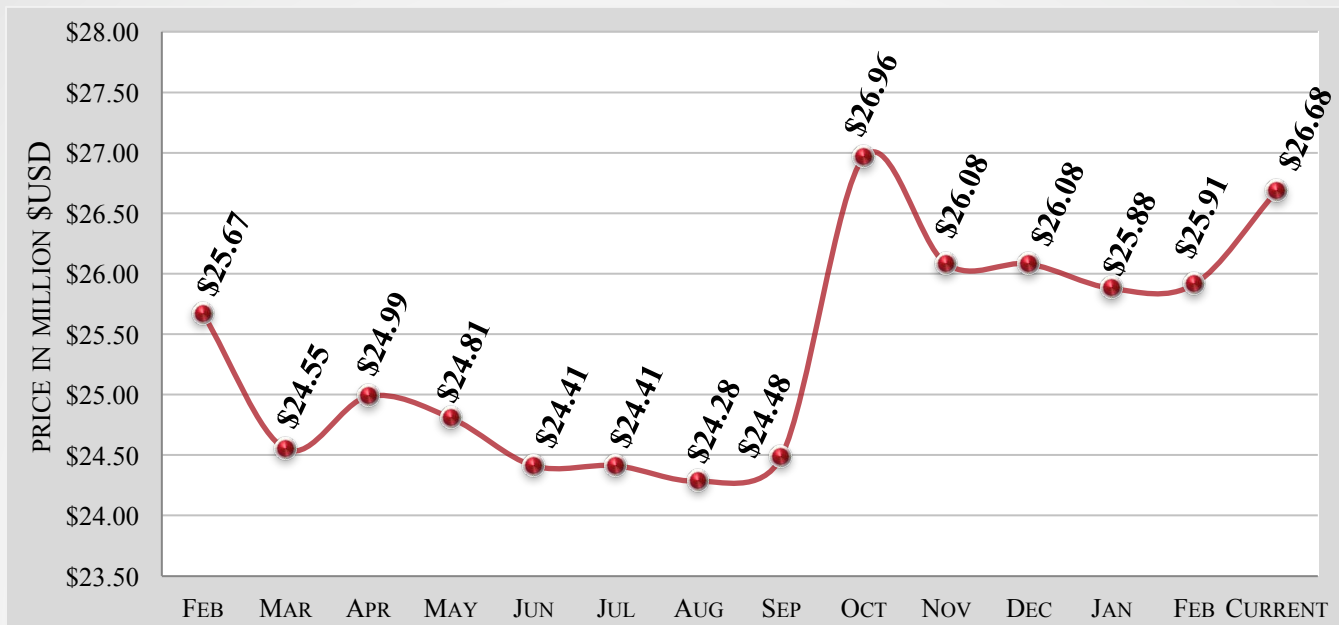
FALCON 7X – 6 MONTH MARKET HISTORY

MONTH	OCT	NOV	DEC	JAN	FEB	CURRENT	AVERAGE
AVERAGE ASK PRICE	\$27.0M	\$26.1M	\$26.1M	\$25.9M	\$25.9M	\$26.7M	\$26.3M
NUMBER FOR SALE	8	12	12	15	16	17	13
ACTIVE FLEET	276	277	278	278	279	279	278
PERCENTAGE FOR SALE	3%	4%	4%	5%	6%	6%	5%
AVERAGE YEAR	2012	2012	2012	2012	2012	2012	2012
AVERAGE DAYS ON MARKET	435	352	373	327	289	280	343
AVERAGE AIRFRAME TIME	1,845	1,669	1,670	1,885	2,275	2,178	1,920
TRANSACTIONS	3	1	1	1	1	TBD	7 TOTAL

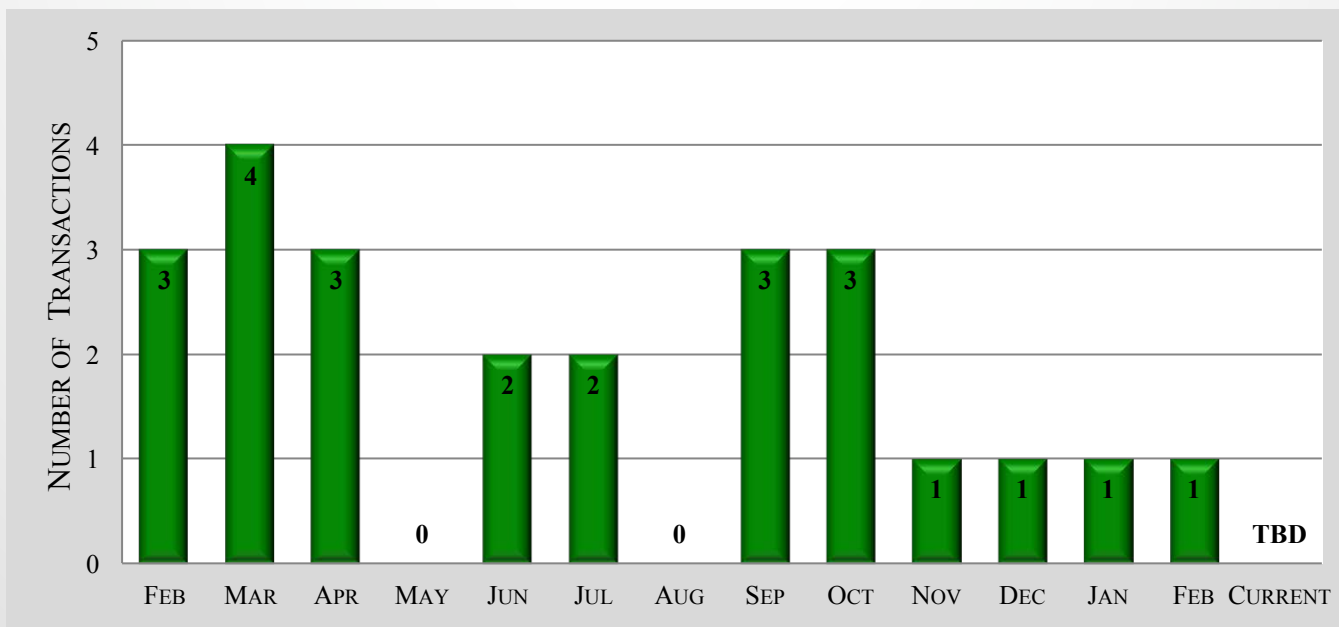
FALCON 7X – 12 MONTH FOR SALE INVENTORY HISTORY



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	\$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 FEBRUARY 2019 ARRANGED BY YEAR

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2008	55	\$18,475,000	4,353	U.S.A.
2008	27	\$20,500,000	2,146	U.S.A.
2009	34	\$20,995,000	5,054	U.S.A.
2010	916	\$21,000,000	2,233	Europe
2011	517	\$23,975,000	1,263	U.S.A.
2011	121	\$24,995,000	2,368	Europe
2011	78	\$23,000,000	3,098	Asia
2012	955	\$23,000,000	3,010	U.S.A.
2012	665	\$25,000,000	3,427	S. Africa
2012	79	\$24,500,000	3,156	Europe
2013	143	\$32,900,000	903	Europe
2013	716	\$31,000,000	417	Asia
2013	7	\$28,995,000	1,385	Europe
2014	274	\$30,000,000	1,050	Middle East
2014	36	\$32,000,000	1,296	Asia
2016	51	\$33,850,000	826	Europe
2016	80	\$39,400,000	1,045	Europe

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

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2013	7	\$28,995,000	1,385	Europe
2008	27	\$20,500,000	2,146	U.S.A.
2009	34	\$20,995,000	5,054	U.S.A.
2014	36	\$32,000,000	1,296	Asia
2016	51	\$33,850,000	826	Europe
2008	55	\$18,475,000	4,353	U.S.A.
2011	78	\$23,000,000	3,098	Asia
2012	79	\$24,500,000	3,156	Europe
2016	80	\$39,400,000	1,045	Europe
2011	121	\$24,995,000	2,368	Europe
2013	143	\$32,900,000	903	Europe
2014	274	\$30,000,000	1,050	Middle East
2011	517	\$23,975,000	1,263	U.S.A.
2012	665	\$25,000,000	3,427	S. Africa
2013	716	\$31,000,000	417	Asia
2010	916	\$21,000,000	2,233	Europe
2012	955	\$23,000,000	3,010	U.S.A.

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

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2008	55	\$18,475,000	4,353	U.S.A.
2008	27	\$20,500,000	2,146	U.S.A.
2009	34	\$20,995,000	5,054	U.S.A.
2010	916	\$21,000,000	2,233	Europe
2012	955	\$23,000,000	3,010	U.S.A.
2011	78	\$23,000,000	3,098	Asia
2011	517	\$23,975,000	1,263	U.S.A.
2012	79	\$24,500,000	3,156	Europe
2011	121	\$24,995,000	2,368	Europe
2012	665	\$25,000,000	3,427	S. Africa
2013	7	\$28,995,000	1,385	Europe
2014	274	\$30,000,000	1,050	Middle East
2013	716	\$31,000,000	417	Asia
2014	36	\$32,000,000	1,296	Asia
2013	143	\$32,900,000	903	Europe
2016	51	\$33,850,000	826	Europe
2016	80	\$39,400,000	1,045	Europe

FALCON 7X – MARKET DETAILS AS OF FEBRUARY 2019
ARRANGED BY TOTAL TIME ON AIRFRAME

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2013	716	\$31,000,000	417	Asia
2016	51	\$33,850,000	826	Europe
2013	143	\$32,900,000	903	Europe
2016	80	\$39,400,000	1,045	Europe
2014	274	\$30,000,000	1,050	Middle East
2011	517	\$23,975,000	1,263	U.S.A.
2014	36	\$32,000,000	1,296	Asia
2013	7	\$28,995,000	1,385	Europe
2008	27	\$20,500,000	2,146	U.S.A.
2010	916	\$21,000,000	2,233	Europe
2011	121	\$24,995,000	2,368	Europe
2012	955	\$23,000,000	3,010	U.S.A.
2011	78	\$23,000,000	3,098	Asia
2012	79	\$24,500,000	3,156	Europe
2012	665	\$25,000,000	3,427	S. Africa
2008	55	\$18,475,000	4,353	U.S.A.
2009	34	\$20,995,000	5,054	U.S.A.

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

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2011	78	\$23,000,000	3,098	Asia
2013	716	\$31,000,000	417	Asia
2014	36	\$32,000,000	1,296	Asia
2010	916	\$21,000,000	2,233	Europe
2011	121	\$24,995,000	2,368	Europe
2012	79	\$24,500,000	3,156	Europe
2013	143	\$32,900,000	903	Europe
2013	7	\$28,995,000	1,385	Europe
2016	51	\$33,850,000	826	Europe
2016	80	\$39,400,000	1,045	Europe
2014	274	\$30,000,000	1,050	Middle East
2012	665	\$25,000,000	3,427	S. Africa
2008	55	\$18,475,000	4,353	U.S.A.
2008	27	\$20,500,000	2,146	U.S.A.
2009	34	\$20,995,000	5,054	U.S.A.
2011	517	\$23,975,000	1,263	U.S.A.
2012	955	\$23,000,000	3,010	U.S.A.

FALCON 7X – MARKET DETAILS AS OF FEBRUARY 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	400	\$21,500,000	2,818	Middle East	Sold 2019-03
2012	81	\$20,995,000	1,538	Asia	Sold 2019-03

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.



The disclosures contained in research documents produced by Altus Aviation shall be governed by and construed in accordance with U.S. law. Altus Aviation specifically prohibits the redistribution of this document in whole or in part without the written permission of Altus Aviation and therefore Altus Aviation accepts no liability whatsoever for the actions of third parties in this respect. Images may depict objects or elements that are protected by third party copyright, trademarks and other intellectual property rights. © Altus Aviation 2016. All rights reserved.