



DASSAULT FALCON 7X MARKET OVERVIEW APRIL 2019

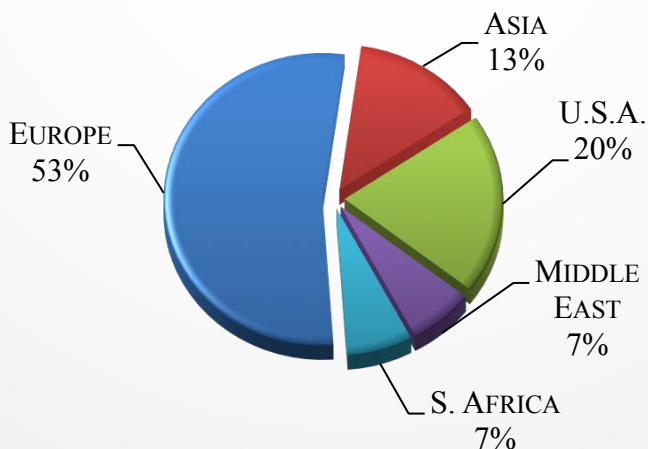
Currently, there are 15 Falcon 7Xs for sale of 278 aircraft, representing 5% of the active fleet.

CURRENT FALCON 7X MARKET SUMMARY

AIRCRAFT SUMMARY	LOW	HIGH	AVERAGE
ASKING PRICE	\$20,500,000	\$39,400,000	\$28,276,000
AIRFRAME TOTAL TIME	631	5,054	1,978
MANUFACTURE YEAR	2009	2016	2013
DAYS ON MARKET	19	1,016	323

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

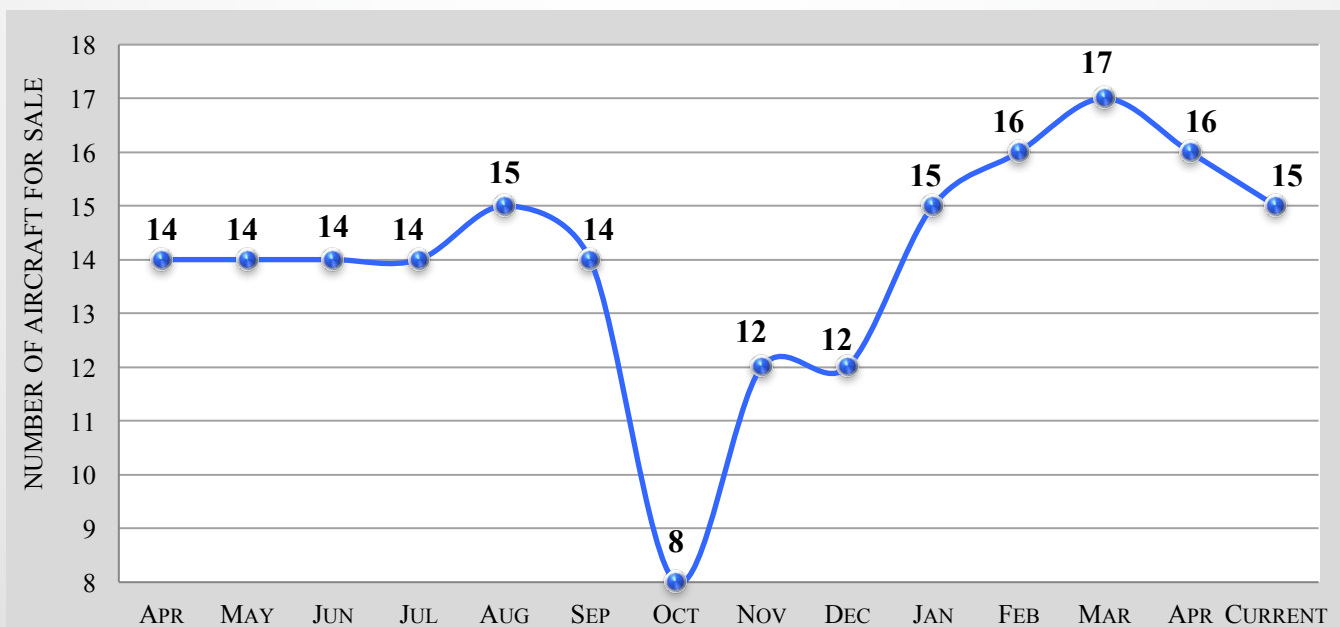
CURRENT FALCON 7X MARKET BY SELLER LOCATION



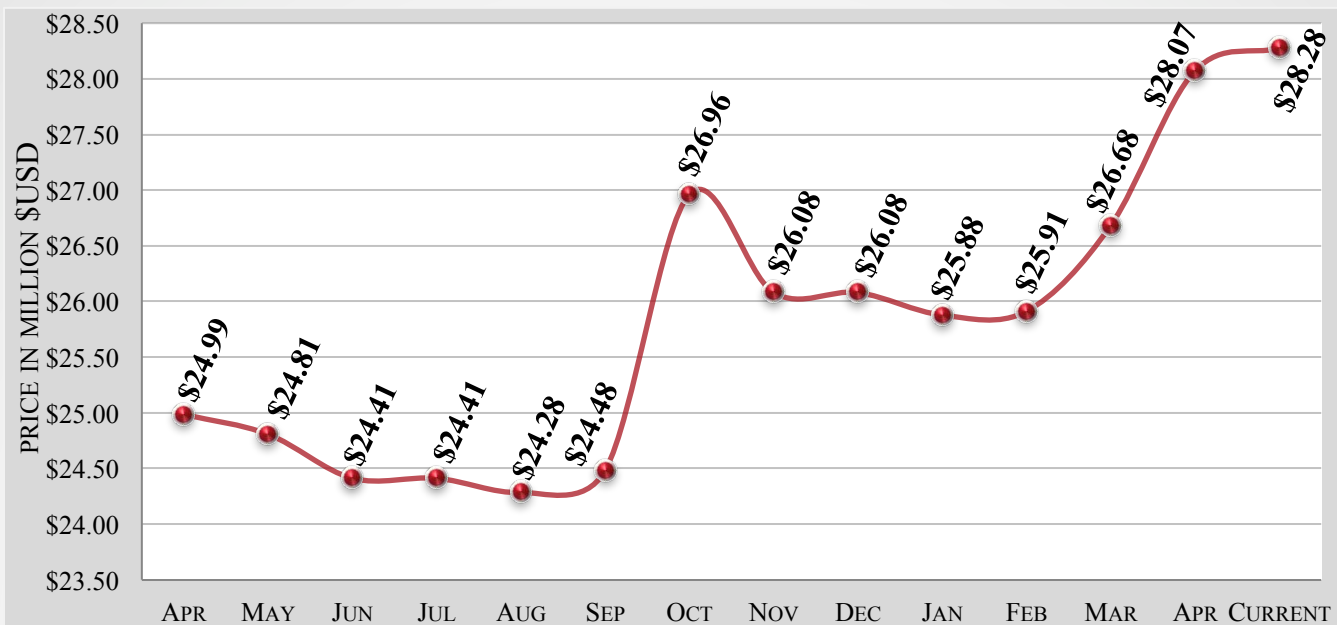
FALCON 7X – 6 MONTH MARKET HISTORY

MONTH	DEC	JAN	FEB	MAR	APR	CURRENT	AVERAGE
AVERAGE ASK PRICE	\$26.1M	\$25.9M	\$25.9M	\$26.7M	\$28.1M	\$28.3M	\$26.8M
NUMBER FOR SALE	12	15	16	17	16	15	15
ACTIVE FLEET	278	278	279	279	278	278	278
PERCENTAGE FOR SALE	4%	5%	6%	6%	6%	5%	5%
AVERAGE YEAR	2012	2012	2012	2012	2013	2013	2012
AVERAGE DAYS ON MARKET	373	327	289	280	284	323	313
AVERAGE AIRFRAME TIME	1,670	1,885	2,275	2,178	2,130	1,978	2,019
TRANSACTIONS	1	1	1	3	2	TBD	8 TOTAL

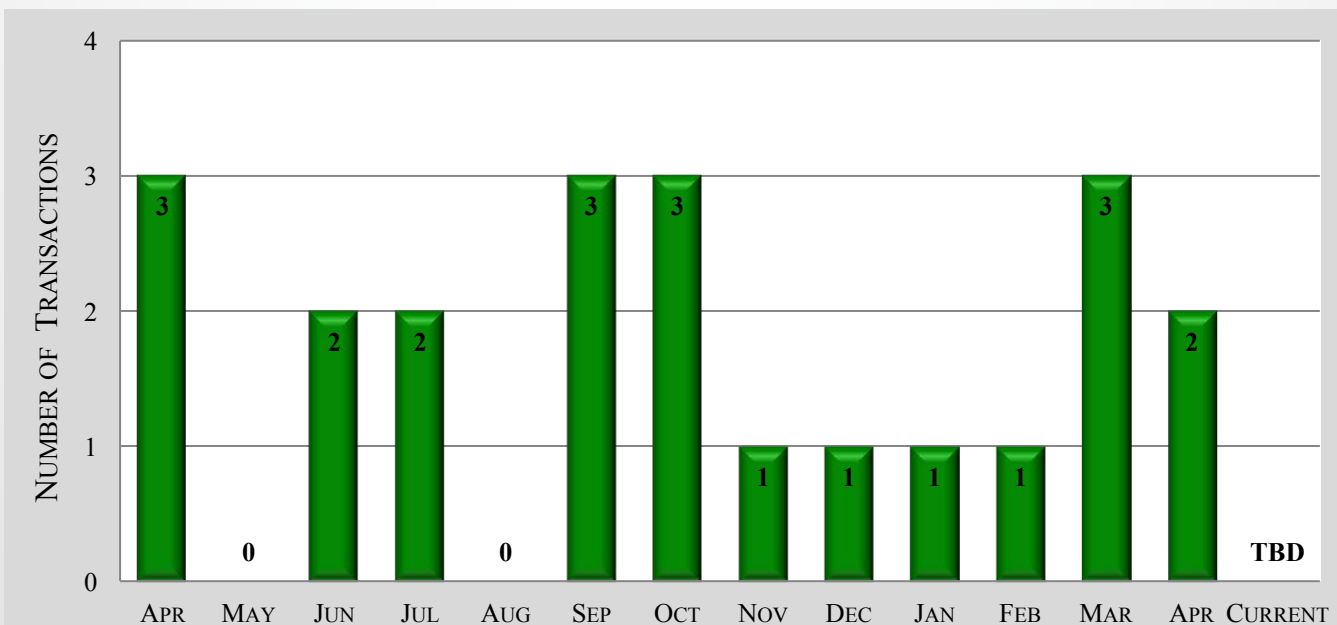
FALCON 7X – 12 MONTH FOR SALE INVENTORY HISTORY



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	NO CHANGE
2011	\$20,000,000	\$17,751,000	NO CHANGE
2012	\$23,000,000	\$20,414,000	NO CHANGE
2013	\$25,000,000	\$22,189,000	NO CHANGE
2014	\$27,000,000	\$23,964,000	NO CHANGE
2015	\$31,000,000	\$27,514,000	NO CHANGE
2016	\$34,000,000	\$30,177,000	-\$1,775,000
2017	\$39,000,000	\$34,614,000	-\$2,663,000
2018	\$42,000,000	\$37,277,000	-\$2,663,000
2019	\$53,800,000	\$47,750,000	NO CHANGE

The above data is valid from March through May.

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	\$37,500,000	\$33,750,000	-\$500,000
2017	\$43,500,000	\$39,237,000	-\$500,000
2018	\$47,500,000	\$42,845,000	-\$500,000
2019	\$53,800,000	\$49,549,800	NO CHANGE

The above data is valid from March through May.

FALCON 7X – MARKET DETAILS AS OF APRIL 2019 ARRANGED BY YEAR

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2009	98	\$20,995,000	5,054	U.S.A.
2010	88	\$20,500,000	2,146	U.S.A.
2010	977	\$21,000,000	2,233	Europe
2011	139	\$23,000,000	3,137	Europe
2011	19	\$24,500,000	1,973	Europe
2012	1,016	\$23,000,000	3,010	U.S.A.
2012	726	\$25,000,000	3,427	S. Africa
2013	204	\$32,900,000	903	Europe
2013	777	\$31,000,000	631	Asia
2013	68	\$28,995,000	1,385	Europe
2014	335	\$30,000,000	1,050	Middle East
2014	97	\$31,995,000	1,296	Asia
2015	48	\$38,000,000	1,555	Europe
2016	112	\$33,850,000	826	Europe
2016	141	\$39,400,000	1,045	Europe

FALCON 7X – MARKET DETAILS AS OF APRIL 2019

ARRANGED BY DAYS ON MARKET

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2011	19	\$24,500,000	1,973	Europe
2015	48	\$38,000,000	1,555	Europe
2013	68	\$28,995,000	1,385	Europe
2010	88	\$20,500,000	2,146	U.S.A.
2014	97	\$31,995,000	1,296	Asia
2009	98	\$20,995,000	5,054	U.S.A.
2016	112	\$33,850,000	826	Europe
2011	139	\$23,000,000	3,137	Europe
2016	141	\$39,400,000	1,045	Europe
2013	204	\$32,900,000	903	Europe
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2013	777	\$31,000,000	631	Asia
2010	977	\$21,000,000	2,233	Europe
2012	1,016	\$23,000,000	3,010	U.S.A.

FALCON 7X – MARKET DETAILS AS OF APRIL 2019

ARRANGED BY ASKING PRICE

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2010	88	\$20,500,000	2,146	U.S.A.
2009	98	\$20,995,000	5,054	U.S.A.
2010	977	\$21,000,000	2,233	Europe
2012	1,016	\$23,000,000	3,010	U.S.A.
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2013	204	\$32,900,000	903	Europe
2016	112	\$33,850,000	826	Europe
2015	48	\$38,000,000	1,555	Europe
2016	141	\$39,400,000	1,045	Europe

FALCON 7X – MARKET DETAILS AS OF APRIL 2019

ARRANGED BY TOTAL TIME ON AIRFRAME

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2013	777	\$31,000,000	631	Asia
2016	112	\$33,850,000	826	Europe
2013	204	\$32,900,000	903	Europe
2016	141	\$39,400,000	1,045	Europe
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2009	98	\$20,995,000	5,054	U.S.A.

FALCON 7X – MARKET DETAILS AS OF APRIL 2019

ARRANGED BY LOCATION

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2013	777	\$31,000,000	631	Asia
2014	97	\$31,995,000	1,296	Asia
2010	977	\$21,000,000	2,233	Europe
2011	139	\$23,000,000	3,137	Europe
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2009	98	\$20,995,000	5,054	U.S.A.
2012	1,016	\$23,000,000	3,010	U.S.A.

FALCON 7X – MARKET DETAILS AS OF APRIL 2019

RECENT CHANGES TO FOR-SALE INVENTORY

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION	STATUS
2008	55	\$18,475,000	4,353	U.S.A.	Sold 2019-04
2011	517	\$23,975,000	1,263	U.S.A.	Sold 2019-04
2011	149	\$24,995,000	2,368	Europe	Sold 2019-05
2011	24	\$24,500,000	4,077	Europe	Withdrawn 2019-05

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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