



Proven Professionals. Trusted Partners.

Dassault Aviation Falcon Jets Series

Market Briefing

Spring 2018



Marketplace Overview

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SPRING 2018

► During the preceding 12-month period (March 31st to the following April 1st), business jet transactions closed faster than the previous two years, lowering by six days. Turboprops sold five days quicker, but the time to sell still will need to drop an additional 10 days to match the time required for a sale two years ago.

Days On Market	2018	2017	2016
Jets	419	425	425
Turboprops	469	474	459

► Both new jet and new turboprop sales declined during the past three years as manufacturers delivered 39 fewer jets and 12 less turboprops in the most recent 12-month period. Used jets (-145) and used turboprops (-36) changed hands less often the past two years.

Transactions	2018	2017	2016
New Jets	588	627	659
Used Jets	3,268	3,257	3,413
New Turboprops	325	337	349
Used Turboprops	1,605	1,650	1,641

► There were 350 fewer jets that could be purchased as of April 1st versus that date one year ago. Turboprops recorded a decline of 106 less aircraft for sale.

Number For Sale	2018	2017	2016
Jets	2,025	2,375	2,433
Turboprops	1,076	1,182	1,260

► Percent For Sale

The largest increase in available aircraft was logged by the Lear 40, with a 100 percent gain. The greatest decline in aircraft for sale was an 81 percent drop for the Falcon 2000LX.

► Average Asking Price

Twenty-three models (seven more than before) had Average Asking Prices increase, two had no change, and 65 experienced declines in Market Value (four less than previously). The greatest growth was recorded by the Lear 45XR at 37.1 percent, while the Lear 40 logged the largest percent drop at 40.2.

Aircraft availability and Market Value moved in opposite directions on 30 models. Fifty-one others had the number of aircraft for sale and Average Asking Price move either up or down together. The remaining nine experienced no change in how many were available, but had increases or decreases in Average Asking Price, or availability movement without Market Value change.

Scroll down for Market Briefing Summaries

Market Briefing Summaries (April 2017 – March 2018)

Synopsis

Despite Fewer Aircraft For Sale Falcon Jet Fleet Market Value Declines.

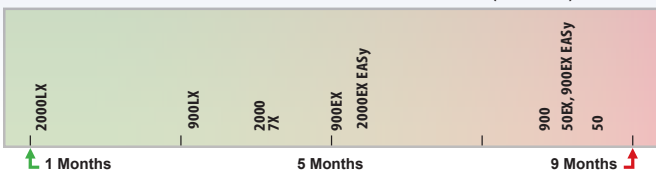
There were eight (-21.0%) fewer Falcon Jets available for sale in this reporting period. Only the 50 with 10 (+53.0%) additional aircraft and the 900 at two (+12.0%) more for sale logged increases.

The Falcon 2000 (+4.1%) and the 2000EX EASy (+0.2%) were the only two models with higher Average Asking Prices. Decreases ranged from a Market Value drop of 27.7 percent on the 900EX to no change for the 900LX.

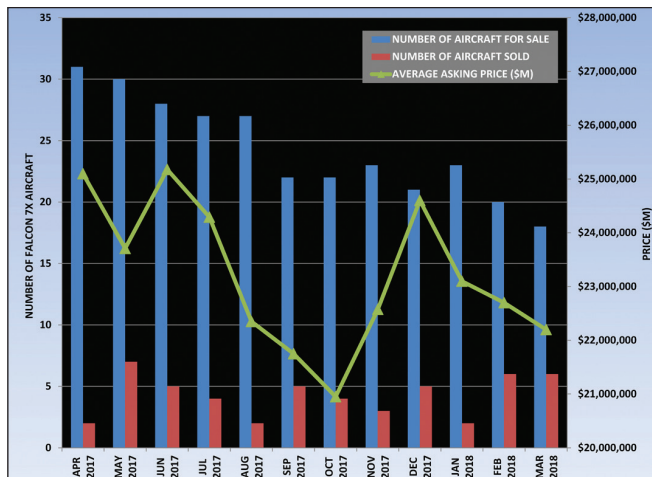
Dassault Aviation was only ahead of Gulfstream in Average Asking Price declines for its fleets. The Single Engine Turboprop segment posted a gain while all OEMs saw their overall Market Values drop.

Embraer logged the largest percentage decrease in available aircraft, followed, in order, by Dassault Aviation, the Single Engine Turboprop segment, Textron Aviation (Beechcraft, Beech / Hawker, Hawker, and Cessna Citation), Gulfstream, and Bombardier (Challenger, Global, and Learjet).

DASSAULT AVIATION INVENTORY ABSORPTION RATE (In Months)

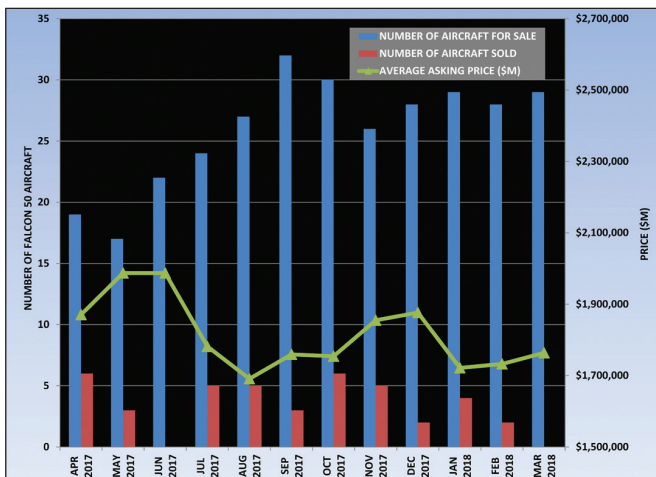


Dassault Falcon 7X



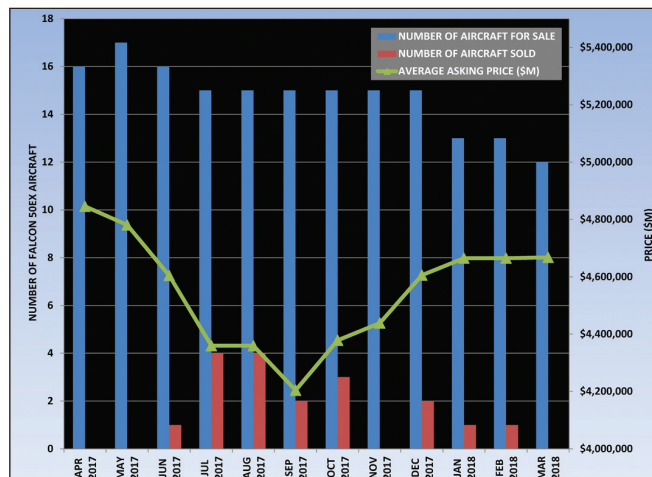
- ✈ Aircraft For Sale: **18**
- ↓ -42% from 31 Aircraft
- ✈ Fleet Availability: **6.6%**
- ✈ Avg. Model Year: **2012**
- ✈ United States: ↓ 5 to 4
- ✈ International: ↓ 26 to 14
- ✈ Avg. Total Time: **2,520 Hrs.**
- ✈ Avg. Asking Price: **\$22,200,000**
- ✈ Fleet Size: **275**
- ↓ \$2,899,375 (-11.6%)
- ✈ Inventory Absorption Rate: **4.2 Months** at current availability

Dassault Falcon 50



- ✈ Aircraft For Sale: **29**
- ↑ +53% from 19 Aircraft
- ✈ Fleet Availability: **13.4%**
- ✈ Avg. Model Year: **1986**
- ✈ United States: ↑ 16 to 27
- ✈ International: ↓ 3 to 2
- ✈ Avg. Total Time: **10,254 Hrs.**
- ✈ Avg. Asking Price: **\$1,763,867**
- ✈ Fleet Size: **216**
- ↓ \$106,847 (-5.7%)
- ✈ Inventory Absorption Rate: **8.5 Months** at current availability

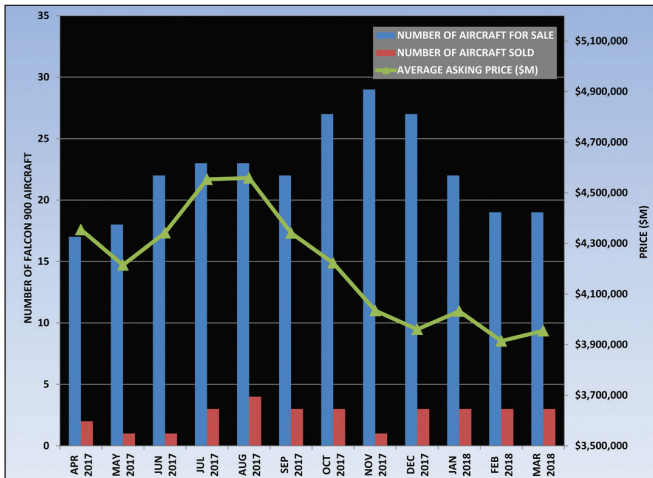
Dassault Falcon 50EX



- ✈ Aircraft For Sale: **12**
- ↓ -25% from 16 Aircraft
- ✈ Fleet Availability: **12.0%**
- ✈ Avg. Model Year: **2001**
- ✈ United States: ↓ 11 to 8
- ✈ International: ↓ 5 to 4
- ✈ Avg. Total Time: **4,839 Hrs.**
- ✈ Avg. Asking Price: **\$4,668,000**
- ✈ Fleet Size: **100**
- ↓ \$177,625 (-3.7%)
- ✈ Inventory Absorption Rate: **8.0 Months** at current availability

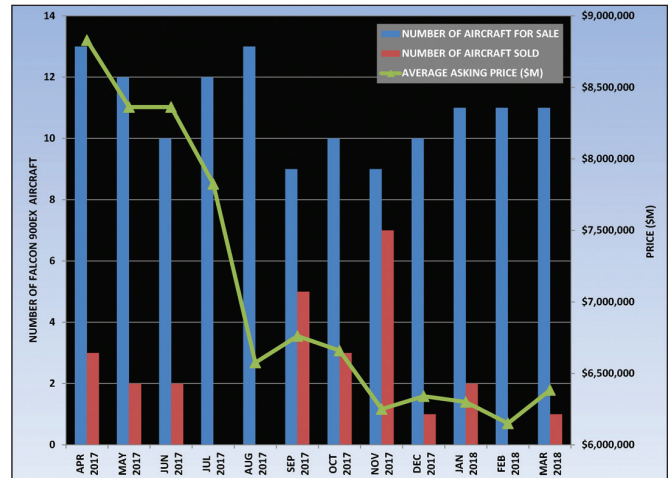
Market Briefing Summaries (April 2017 – March 2018)

Dassault Falcon 900



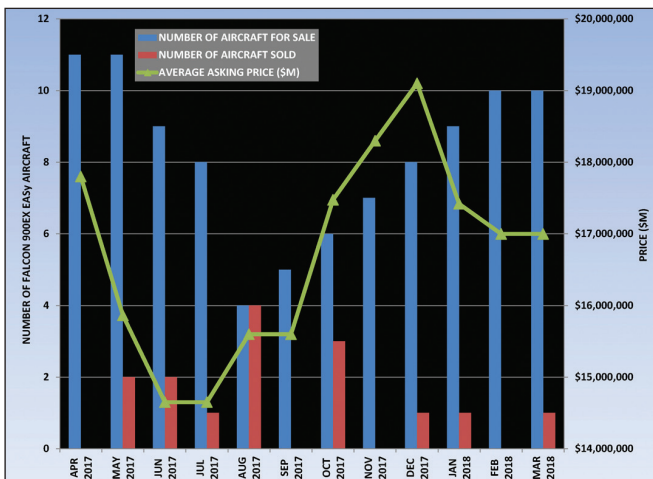
- ➔ Aircraft For Sale: **19**
 - ➕ +12% from 17 Aircraft
 - ➔ United States: ➕ 11 to 15
 - ➔ International: ➖ 6 to 4
- ➔ Fleet Size: **175**
- ➔ Inventory Absorption Rate: **7.6 Months** at current availability
- ➔ Fleet Availability: **10.9%**
- ➔ Avg. Model Year: **1992**
- ➔ Avg. Total Time: **9,208 Hrs.**
- ➔ Avg. Asking Price: **\$3,954,286**
- ➖ \$400,158 (-9.2%)

Dassault Falcon 900EX



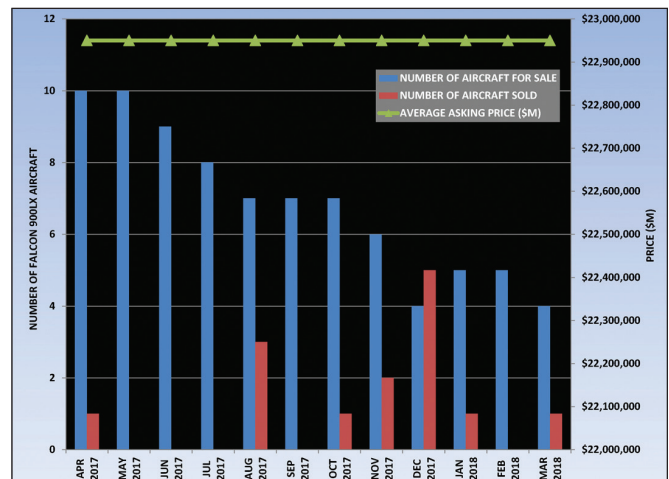
- ➔ Aircraft For Sale: **11**
 - ➖ -15% from 13 Aircraft
 - ➔ United States: ➕ 5 to 6
 - ➔ International: ➖ 8 to 5
- ➔ Fleet Size: **118**
- ➔ Inventory Absorption Rate: **5.1 Months** at current availability
- ➔ Fleet Availability: **9.3%**
- ➔ Avg. Model Year: **1999**
- ➔ Avg. Total Time: **7,912 Hrs.**
- ➔ Avg. Asking Price: **\$6,383,333**
- ➖ \$2,446,667 (-27.7%)

Dassault Falcon 900EX EASy



- ➔ Aircraft For Sale: **10**
 - ➖ -9% from 11 Aircraft
 - ➔ United States: ➕ 5 to 6
 - ➔ International: ➖ 6 to 4
- ➔ Fleet Size: **120**
- ➔ Inventory Absorption Rate: **8.0 Months** at current availability
- ➔ Fleet Availability: **8.3%**
- ➔ Avg. Model Year: **2007**
- ➔ Avg. Total Time: **4,649 Hrs.**
- ➔ Avg. Asking Price: **\$16,998,750**
- ➖ \$801,250 (-4.5%)

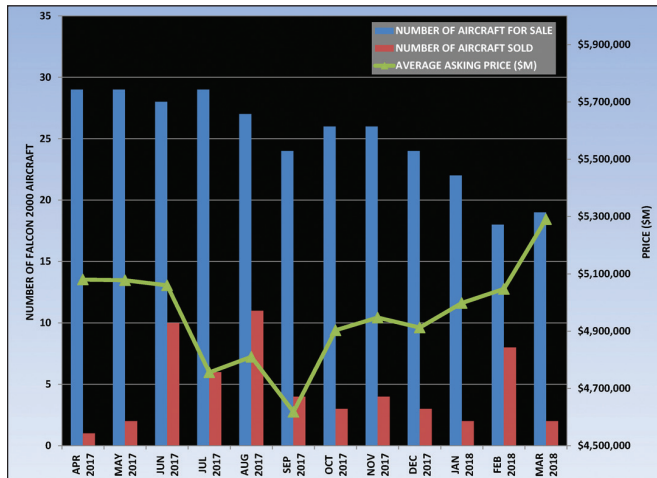
Dassault Falcon 900LX



- ➔ Aircraft For Sale: **4**
 - ➖ -60% from 10 Aircraft
 - ➔ United States: ➖ 3 to 0
 - ➔ International: ➖ 7 to 4
- ➔ Fleet Size: **63**
- ➔ Inventory Absorption Rate: **3.4 Months** at current availability
- ➔ Fleet Availability: **6.4%**
- ➔ Avg. Model Year: **2012**
- ➔ Avg. Total Time: **1,335 Hrs.**
- ➔ Avg. Asking Price: **\$22,950,000**
- ↔ \$0 (0.0%)

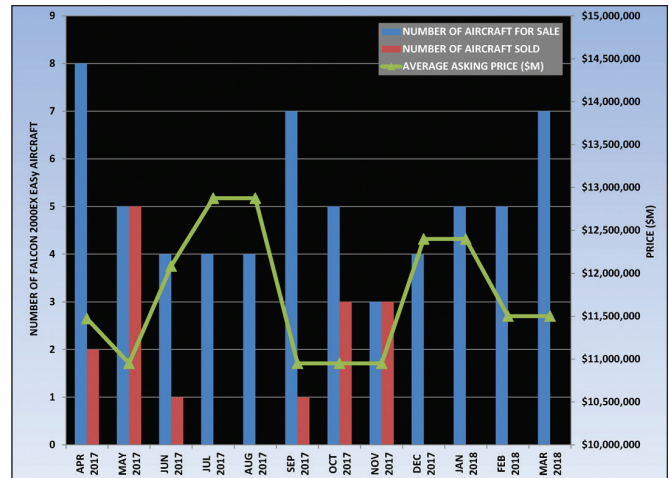
Market Briefing Summaries (April 2017 – March 2018)

Dassault Falcon 2000



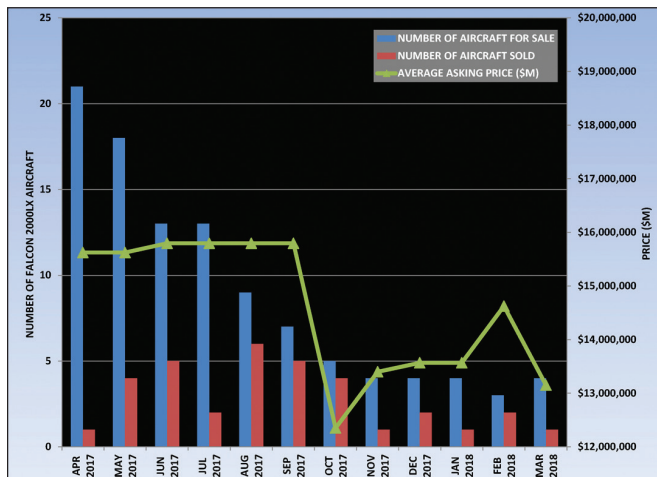
- ➔ Aircraft For Sale: **19**
- ➔ Fleet Availability: **8.3%**
- ➔ -34% from 29 Aircraft
- ➔ Avg. Model Year: **2000**
- ➔ United States: **↓ 19 to 9**
- ➔ Avg. Total Time: **6,432 Hrs.**
- ➔ International: **↔ 10 to 10**
- ➔ Avg. Asking Price: **\$5,290,714**
- ➔ Fleet Size: **230**
- ➔ **↑ \$210,714 (+4.1%)**
- ➔ Inventory Absorption Rate: **4.1 Months** at current availability

Dassault Falcon 2000EX EASy



- ➔ Aircraft For Sale: **7**
- ➔ Fleet Availability: **6.8%**
- ➔ -13% from 8 Aircraft
- ➔ Avg. Model Year: **2006**
- ➔ United States: **↑ 3 to 4**
- ➔ Avg. Total Time: **4,451 Hrs.**
- ➔ International: **↓ 5 to 3**
- ➔ Avg. Asking Price: **\$11,500,000**
- ➔ Fleet Size: **103**
- ➔ **↑ \$27,500 (+0.2%)**
- ➔ Inventory Absorption Rate: **5.6 Months** at current availability

Dassault Falcon 2000LX



- ➔ Aircraft For Sale: **4**
- ➔ Fleet Availability: **3.1%**
- ➔ -81% from 21 Aircraft
- ➔ Avg. Model Year: **2011**
- ➔ United States: **↓ 6 to 1**
- ➔ Avg. Total Time: **1,957 Hrs.**
- ➔ International: **↓ 15 to 3**
- ➔ Avg. Asking Price: **\$13,150,000**
- ➔ Fleet Size: **131**
- ➔ **↓ \$2,475,000 (-15.8%)**
- ➔ Inventory Absorption Rate: **1.4 Months** at current availability



HOLSTEIN Aviation™

JetPak Market Valuation MAKE AND MODEL SPECIFIC



Market information is a critical component of any aircraft transaction. Therefore, it only makes sense to begin the process — as either buyer or seller — with accurate and up-to-date knowledge regarding your current make and model aircraft, or the business jet or turboprop you wish to acquire.

The Holstein Aviation JetPak Aircraft Valuation provides you with a marketplace overview accompanied by data on specified aircraft, all at no cost or obligation to you!

JetPak Features

- ▶ Price range
- ▶ Number available
- ▶ Average days on market
- ▶ Sales and pricing trends
- ▶ Market Activity



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- ▶ 66,000 combined flight hours
- ▶ 4,700 transactions
- ▶ \$10 billion in revenue

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- ✓ Lease a Jet or Turboprop
- ✓ Obtain Supplemental Lift
- ✓ Recruit / Outplace
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