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Dassault Aviation Falcon Jets Series

Market Briefing

Fall 2017



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Marketplace Overview

SUMMER 2017

The trend since 2015 of business jet transactions closing more quickly, for the most part, has continued, with six fewer days required than this past Spring. Turboprops recorded a slight increase in selling time of only three days over the same period.

Days On Market	2017	2016	2015
Jets	422	421	457
Turboprops	480	468	496

While the number of transactions declined from 2015 to this past Spring, there has been a noticeable uptick during the past half year. Jet sales increased by 120 and turboprops rose by 73.

Transactions	2017	2016	2015
New Jets	120	159	160
Used Jets	796	790	826
New Turboprops	70	92	92
Used Turboprops	360	417	380

The worldwide inventory of pre-owned aircraft is at the lowest level since 2008, with approximately 10.5 percent of the fleet for sale. There were five percent fewer aircraft on the market this past July versus that same month last year.

Number For Sale	2017	2016	2015
Jets	2,244	2,425	2,276
Turboprops	1,144	1,223	1,168

Percent For Sale

Quest KODIAK 100 experienced the largest increase in aircraft for sale at 122 percent. Gulfstream G280 logged the greatest drop in available aircraft with an 83 percent decrease.

Average Asking Price

Greatest growth in market value was logged by the Lear 40 at 39.7 percent. At the other end of the spectrum was the Legacy 650, which dropped 37.4 percent. Sixteen models recorded Average Asking Price rises, one had no change, and 69 declined.

Nine fewer models (33) exhibited generally-accepted economic supply and demand theory than this past Spring when 42 of the tracked aircraft reacted in accordance with historic behavior. Fifty models saw availability and market value move in the same direction while the remaining three had no change in one parameter, but experienced a variation in the other.

Scroll down for Market Briefing Summaries

Market Briefing Summaries (September 2016 – August 2017)

Synopsis

Falcon Jet Market Values Drop Notwithstanding Fewer Aircraft For Sale.

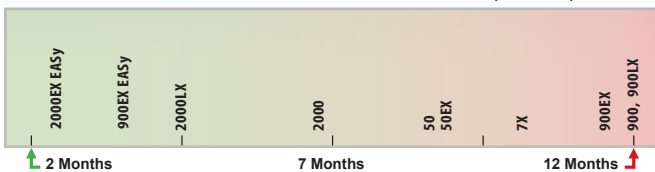
Dassault Aviation ended the period with 30 (-20.0%) less aircraft on the market. Only the 900 with three (+15.0%) more aircraft and 900EX with two (+18.0%) additional aircraft logged increases. Declines ranged from one (-4.0%) fewer aircraft for the 50 to 12 (-75.0%) fewer aircraft for the 2000EX EASy.

The 900 (+3.0%), 2000LX (+9.0%) and 2000EX EASy (+12.8%) logged market value increases. The remaining seven models saw Average Asking Prices lower from 3.3 percent (50EX) to 28.4 percent (900EX).

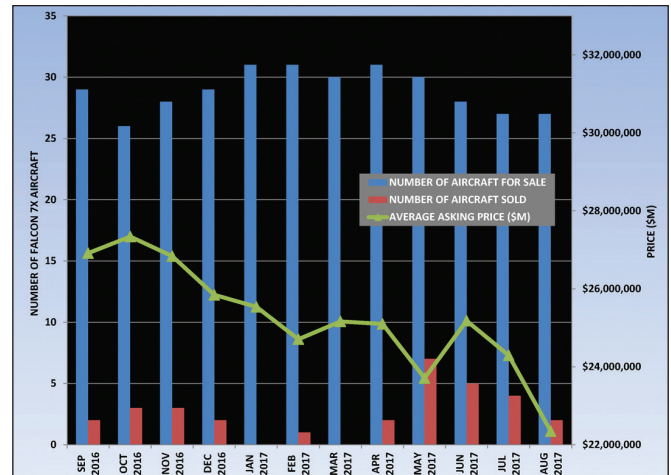
The Dassault Aviation fleet market value improved from the Spring 2017 issue of this publication. With a decline of 5.4 percent, only the Single Engine Turboprop segment fared better at a drop of 2.3 percent.

Embraer lost the most in Average Asking Price (-14.8%) for their fleet, followed by Gulfstream (-12.7%) and then Bombardier (-8.6%).

DASSAULT AVIATION INVENTORY ABSORPTION RATE (In Months)

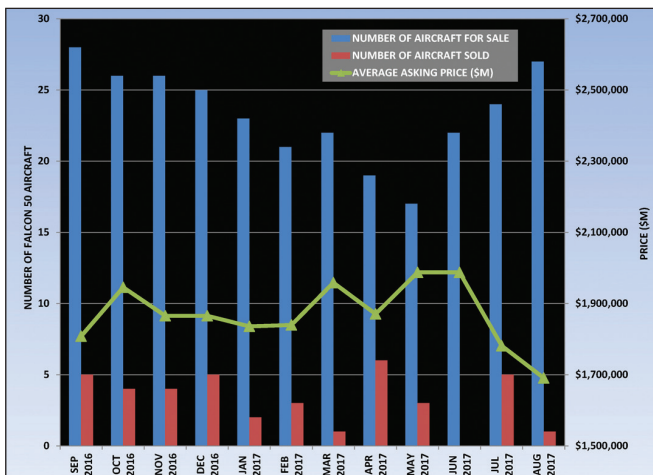


Dassault Falcon 7X



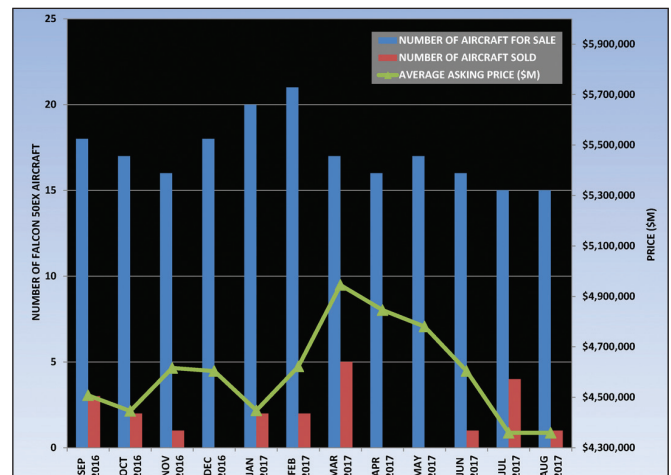
- ✈ Aircraft For Sale: **27**
- ✈ Fleet Availability: **10.0%**
- ↓ -7% from 29 Aircraft
- ✈ Avg. Model Year: **2011**
- ✈ United States: ↓ 5 to 4
- ✈ Avg. Total Time: **2,257 Hrs.**
- ✈ International: ↓ 24 to 23
- ✈ Avg. Asking Price: **\$22,349,000**
- ✈ Fleet Size: **270**
- ↓ \$4,565,000 (-17.0%)
- ✈ Inventory Absorption Rate: **10.5 Months** at current availability

Dassault Falcon 50



- ✈ Aircraft For Sale: **27**
- ✈ Fleet Availability: **12.2%**
- ↓ -4% from 28 Aircraft
- ✈ Avg. Model Year: **1986**
- ✈ United States: ↑ 21 to 24
- ✈ Avg. Total Time: **10,194 Hrs.**
- ✈ International: ↓ 7 to 3
- ✈ Avg. Asking Price: **\$1,691,000**
- ✈ Fleet Size: **221**
- ↓ \$117,167 (-6.5%)
- ✈ Inventory Absorption Rate: **8.3 Months** at current availability

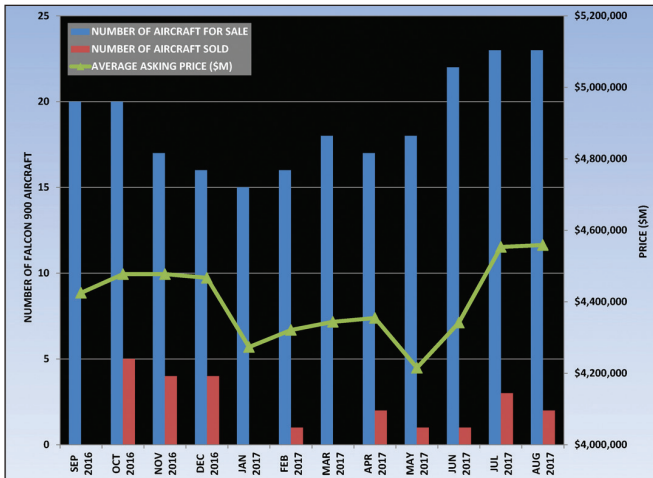
Dassault Falcon 50EX



- ✈ Aircraft For Sale: **15**
- ✈ Fleet Availability: **15.0%**
- ↓ -17% from 18 Aircraft
- ✈ Avg. Model Year: **2000**
- ✈ United States: ↓ 13 to 11
- ✈ Avg. Total Time: **5,198 Hrs.**
- ✈ International: ↓ 5 to 4
- ✈ Avg. Asking Price: **\$4,359,444**
- ✈ Fleet Size: **100**
- ↓ \$148,473 (-3.3%)
- ✈ Inventory Absorption Rate: **8.6 Months** at current availability

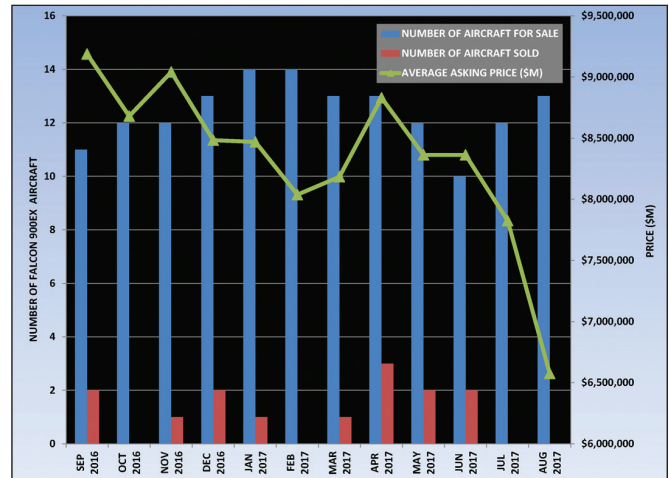
Market Briefing Summaries (September 2016 – August 2017)

Dassault Falcon 900



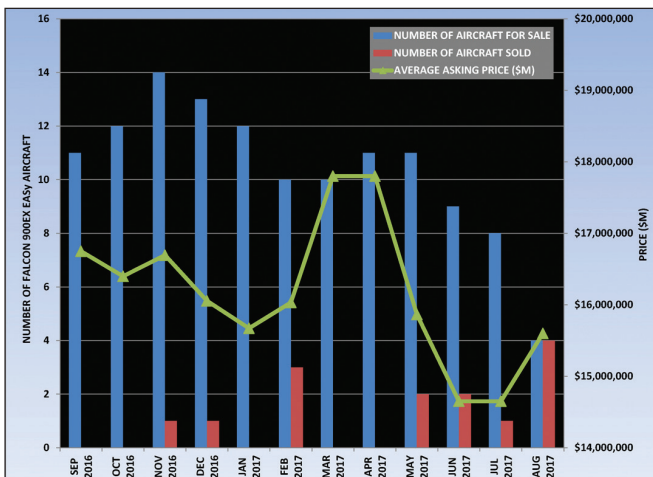
- Aircraft For Sale: **23**
 - ⬆ +15% from 20 Aircraft
- United States: **14** to 13
- International: **6** to 10
- Fleet Size: **175**
- Inventory Absorption Rate: **12.0 Months** at current availability
- Fleet Availability: **13.1%**
- Avg. Model Year: **1991**
- Avg. Total Time: **9,402 Hrs.**
- Avg. Asking Price: **\$4,558,889**
- ⬆ \$133,889 (+3.0%)

Dassault Falcon 900EX



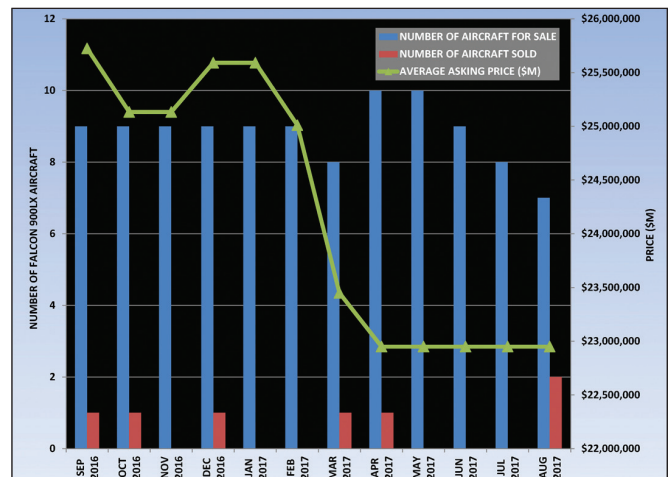
- Aircraft For Sale: **13**
 - ⬆ +18% from 11 Aircraft
- United States: **5** to 8
- International: **6** to 5
- Fleet Size: **118**
- Inventory Absorption Rate: **11.1 Months** at current availability
- Fleet Availability: **11.0%**
- Avg. Model Year: **2000**
- Avg. Total Time: **7,896 Hrs.**
- Avg. Asking Price: **\$6,575,000**
- ⬇ \$2,612,500 (-28.4%)

Dassault Falcon 900EX EASy



- Aircraft For Sale: **4**
 - ⬇ -64% from 11 Aircraft
- United States: **4** to 2
- International: **7** to 2
- Fleet Size: **120**
- Inventory Absorption Rate: **3.4 Months** at current availability
- Fleet Availability: **3.3%**
- Avg. Model Year: **2007**
- Avg. Total Time: **3,683 Hrs.**
- Avg. Asking Price: **\$15,600,000**
- ⬇ \$1,149,000 (-6.9%)

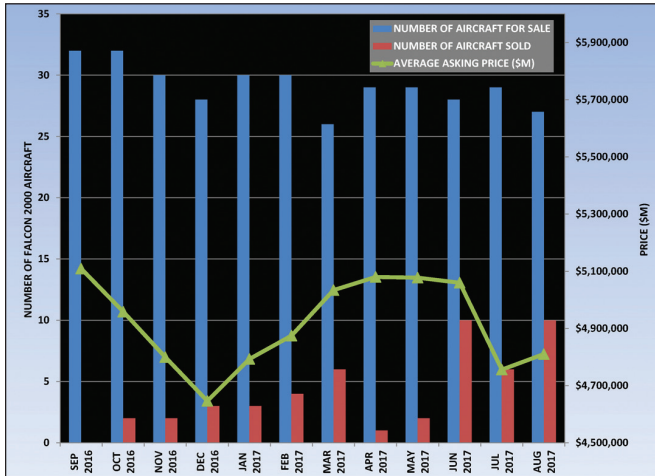
Dassault Falcon 900LX



- Aircraft For Sale: **7**
 - ⬇ -22% from 9 Aircraft
- United States: **3** to 1
- International: **6** to 6
- Fleet Size: **59**
- Inventory Absorption Rate: **12.0 Months** at current availability
- Fleet Availability: **11.9%**
- Avg. Model Year: **2013**
- Avg. Total Time: **926 Hrs.**
- Avg. Asking Price: **\$22,950,000**
- ⬇ \$2,775,000 (-10.8%)

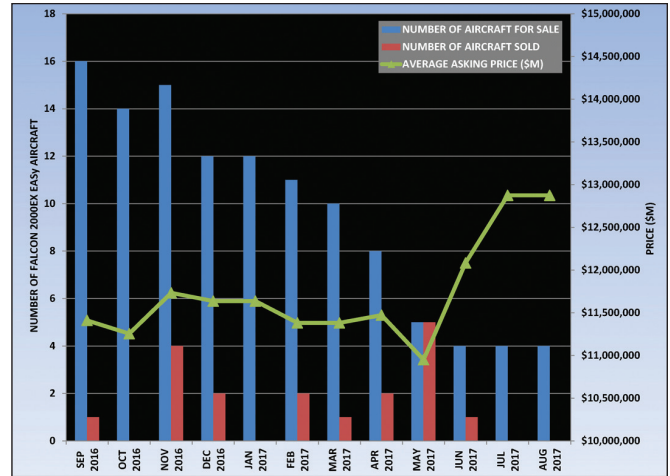
Market Briefing Summaries (September 2016 – August 2017)

Dassault Falcon 2000



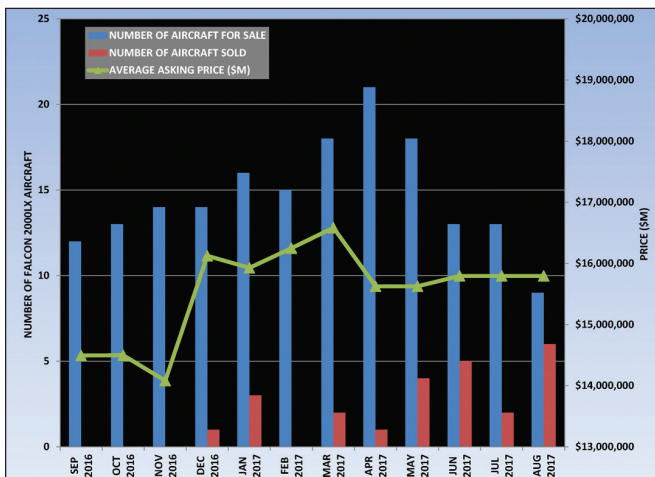
- ✈ Aircraft For Sale: **27**
- ↓ -16% from 32 Aircraft
- ✈ United States: ↓ 20 to 17
- ✈ International: ↓ 12 to 10
- ✈ Fleet Size: **230**
- ✈ Inventory Absorption Rate: **6.6 Months** at current availability
- ✈ Fleet Availability: **11.7%**
- ✈ Avg. Model Year: **2000**
- ✈ Avg. Total Time: **6,054 Hrs.**
- ✈ Avg. Asking Price: **\$4,810,384**
- ↓ \$298,902 (-5.9%)

Dassault Falcon 2000EX EASy



- ✈ Aircraft For Sale: **4**
- ↓ -75% from 16 Aircraft
- ✈ United States: ↓ 8 to 1
- ✈ International: ↓ 8 to 3
- ✈ Fleet Size: **104**
- ✈ Inventory Absorption Rate: **2.7 Months** at current availability
- ✈ Fleet Availability: **3.9%**
- ✈ Avg. Model Year: **2007**
- ✈ Avg. Total Time: **2,903 Hrs.**
- ✈ Avg. Asking Price: **\$12,875,000**
- ↑ \$1,465,000 (+12.8%)

Dassault Falcon 2000LX



- ✈ Aircraft For Sale: **9**
- ↓ -25% from 12 Aircraft
- ✈ United States: ↓ 5 to 2
- ✈ International: ↔ 7 to 7
- ✈ Fleet Size: **131**
- ✈ Inventory Absorption Rate: **4.5 Months** at current availability
- ✈ Fleet Availability: **6.9%**
- ✈ Avg. Model Year: **2010**
- ✈ Avg. Total Time: **1,912 Hrs.**
- ✈ Avg. Asking Price: **\$15,795,000**
- ↑ \$1,300,000 (+9.0%)



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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