

Falcon 7X Jet Insider

(Dec/24)



Introduction

Recent Market

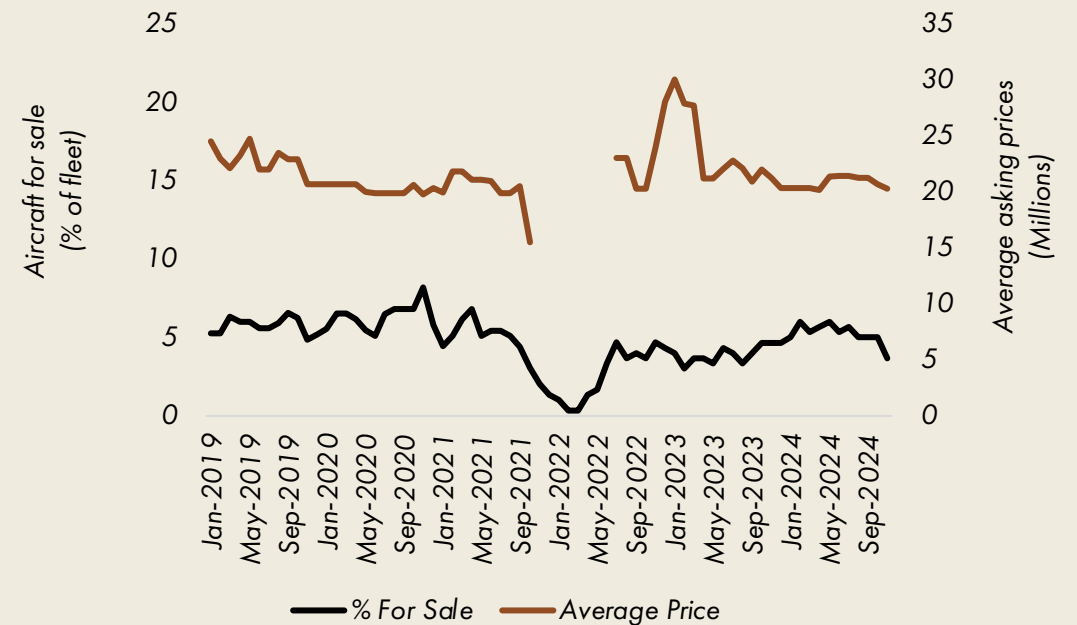
Before the pandemic, the market was flattened by demand outstripping supply. The result of this movement was a scenario of low liquidity and eroded prices. The immediate effect of the pandemic was a negative impact on prices of between 15% and 20%, taking the market literally to historic lows.

After the third quarter of 2020, the pandemic effect boosted the jet market (as well as other assets), creating a scarcity that had not been witnessed for a long time, with prices rising without logic or criteria. The market for sellers had never been better since pre-crisis 2008. We can see that there is a delay between demand and price correction.

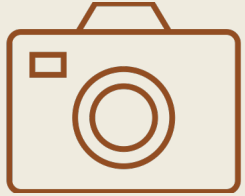
At the end of 2022, there was an inflection with an increase in supply. Prices stopped rising and we saw an adjustment trend. This is not an abrupt change, but a gradual rebalancing of supply, demand, values and market practices.

The graph opposite shows the growing supply from 2018 onwards. Supply peaked in the third quarter of 2020, when stocks fell sharply, reaching their lowest level between the end of 2021 and the beginning of 2022. Average nominal prices (asking prices) correlated directly with the phenomenon.

Supply and average asking prices – Falcon 7X



Market Falcon 7X



Snapshot

- Aircraft On Market: 11
- Percent of Fleet on Market: 3.9%
- Absorption Rate: 8.3 *
- Avg. Market Time (days): 267

Absorption rate: estimated number of months to absorb the current stock.



Current Market

- **Lowest Ask Price:**
 - US\$ 18MM
 - year 2007
- **Average Ask Price:**
 - US\$ 20.5MM
- **Highest Ask Price:**
 - US\$ 26MM
 - year 2014



Sales – Recent Sales (6 months)

- **Lowest Sold Price:**
 - US\$ 20MM
 - year 2010
- **Average Sold Price:**
 - US\$ 22.1MM
- **Highest Sold Price:**
 - US\$ 25MM
 - Year 2011



Transactions

- 2024 = 24
- 2023 = 35
- 2022 = 33
- 2021 = 21



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