

Volume 3, Part 8: Dassault Falcon 900 Series

by Anthony Theis

World Aircraft Sales Magazine's asset evaluation series continues this month with a look at the Falcon 900 series. As usual, the evaluation is presented in such a way that readers can grasp meaningful, but easy to understand information on its market value history. The goal is to give our readers highly useful applications so they remain informed.

Each featured aircraft is presented with a United States patented graph called JetTrack®. A proprietary program established in 1987, JetTrack® tracks price history, trends and transactions as a simple means to predict the value of your asset.

JetTrack® is broken up into two separate graphs in order to give you the best logical way of determining prices and trends. The top graph represents a history of true asking prices over a ten year period or since the inception of the aircraft (these prices do not represent new OEM deliveries). The bottom graph represents how many aircraft were for sale at the beginning of the month and how many remained for sale at the end of the month.

The clear picture between the two graphs is a linear understanding of the trends and prices. Since prices correlate with supply and demand, the graphs give you a simple understanding of the peaks and valleys. Not only can you predict the value of your asset, but you'll also know the best time to sell or buy.

Simple to use and uncomplicated, you stay ahead of the market with the latest pricing information that's precise and accurate. Best of all, you'll see what happened 10 years ago, five years ago, and what to expect for the future.

DASSAULT'S FALCON 900

Without question, sellers of Falcon 900 series aircraft in recent times have seen maximum pricing efforts. In the sales world, we often hear how the markets for such aircraft have spun out of control, especially for late-model low-time aircraft. Sometimes, though, one wonders what such claims are based on. In most cases, the market is the market! As a



purchaser, if it's an aircraft you need and must have, perhaps when you sell it in five to 10 years, the market may be even higher, so long as you ride out the trough.

The sellers that have benefited the most from the 900 series market have been those offering higher time aircraft, with early serial numbers. Limited supply has definitely helped these sellers, limiting the choices for purchasers who really need this type of aircraft, and quickly.

FALCON 900B

Today, airframe total time for the 900B ranges from 3,500 hours up to 9,500 hours giving an average of 7,200 hours airframe time in the marketplace. The average Falcon 900B currently sits on the market for only 130 days, ranging from a 1987 model up to a 1994 model. The last new 900B was delivered in 1999 which was serial number 178.

Over the last five-year cycle period, the Falcon 900B seemed to have reached its highest "average price" level towards the fourth quarter of 2006 when the average asking price hit \$21m. The market took a slight dip after this period but began correcting itself around March of this year at around \$20m, as supply began to taper off again.

Part of the reason for the dip in this market has resulted from the sale of early 900B

models with higher time. There continues to be a limited supply of aircraft above s/n 100, which have traditionally brought a higher price inflation than the earlier models. As of this writing, there were only six total for sale of which only two were above serial number 100.

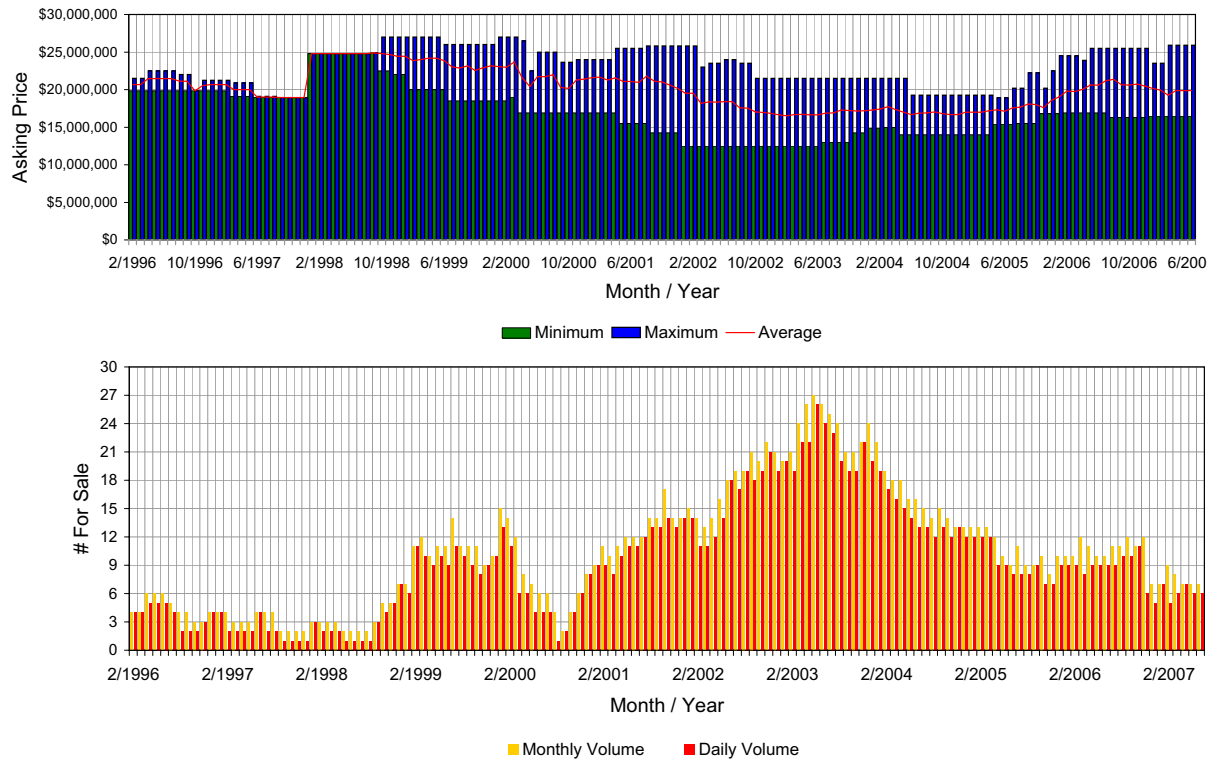
FALCON 900C

The Falcon 900C market has also been a favourite from a sellers' perspective. Typically, the average purchaser will know fairly little about this aircraft since Dassault only built 25 Falcon 900Cs during the 1999 to 2004 timeframe.

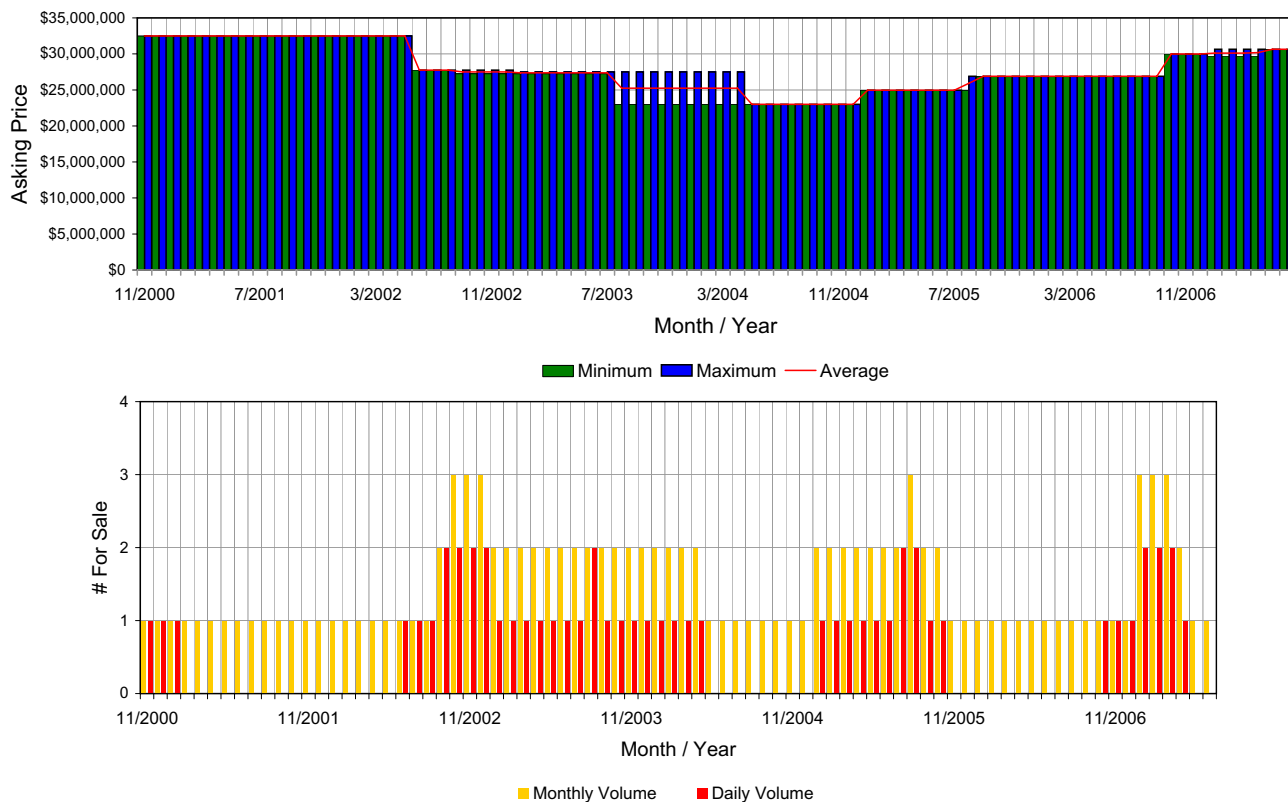
The 900C is the same basic aircraft as the 900B but with newer avionics. Since the middle of 2004, the Falcon 900C has seen an average ask price increase of \$6.5m, and the price average today has settled at around \$30m - which reaches the same price levels the 900EXs start at.

Out of the average three 900Cs that were for sale daily at the end of 2006, there are none available as a daily average in the world today. These aircraft average just under 110 days on the market with only 1,900 airframe hours on average. It just goes to show how much someone is willing to pay in today's market for low-time, newer aircraft! >

Falcon 900B Aircraft For Sale



Falcon 900C Aircraft For Sale



FALCON 900EX

Over the last 12 months, the asking price averages of the 900EX have hovered around the \$33m mark. Regarding supply levels, like the 900B, we're seeing earlier 900EX models come and go from the market, with very few trading in the 100-and-above serial number range. Asking prices have averaged from \$29m through \$34m range for earlier 900EXs with the primus 2000 avionics package, while 900EXs with the Honeywell EPIC system have been fetching prices in the \$40m-range.

Currently available on the market as of this writing were four 900EXs (Non-EASy) which have been on the market for an average of 140 days, and which I think are some

of the reasons we've seen this market flatten out since these are earlier serial number aircraft. Total airframe times are ranging from as low as 1,500 hours to as high as 6,000 hours for Non-EASy avionics configured aircraft.

Many potential purchasers in the market today thought the supply level of 900EXs would have started to flood the market with delivery of the first Falcon 7X, but it clearly hasn't happened yet. It is my opinion we will eventually start to see more become available - and consequently I would expect prices to remain flat and perhaps begin to soften a little.

Acquiring one of these aircraft in today's market can be a difficult task because of

limited supply and the dynamic changing of the market. It pays to stay ahead of the game in order to reach your best possible value since you just never know exactly what tomorrow will bring.

It's always possible that if a few late model aircraft become available, we could see prices rise further, or vice-versa if too many become available with similar airframe times, we could see a price drop.

Below is a table containing some basic comparisons between the three Falcon 900 variants.

➤ More information from Central Business Jets, Inc;
Tel: +1 952.894.8559;
Website: www.cbjets.com

AIRCRAFT COMPARISONS

	MAX RANGE (AVERAGE CRUISE SPEEDS)	SPEEDS (ktas)	CABIN VOLUME (cubic ft.)	MAX ALTITUDE	AVERAGE FUEL BURN (GAL/HR)	D.O.C (USD)
DA900B	3,800	460	1267	51,000	348	\$2,290
DA900C	3,800	460	1267	51,000	348	\$2,290
DA900EX	4,400	470	1267	51,000	371	\$2,271

1. The average D.O.C. uses \$3.50 USD / gal.
2. Range is calculated using max fuel on board with IFR reserves.
3. Total D.O.C. costs are derived from operator feedback and include airframe & engine inspections, life limited components, fuel burns, engine, APU, and avionics reserves.

Source: Central Business Jets JETCOST® REPORT

Falcon 900EX Aircraft For Sale

