

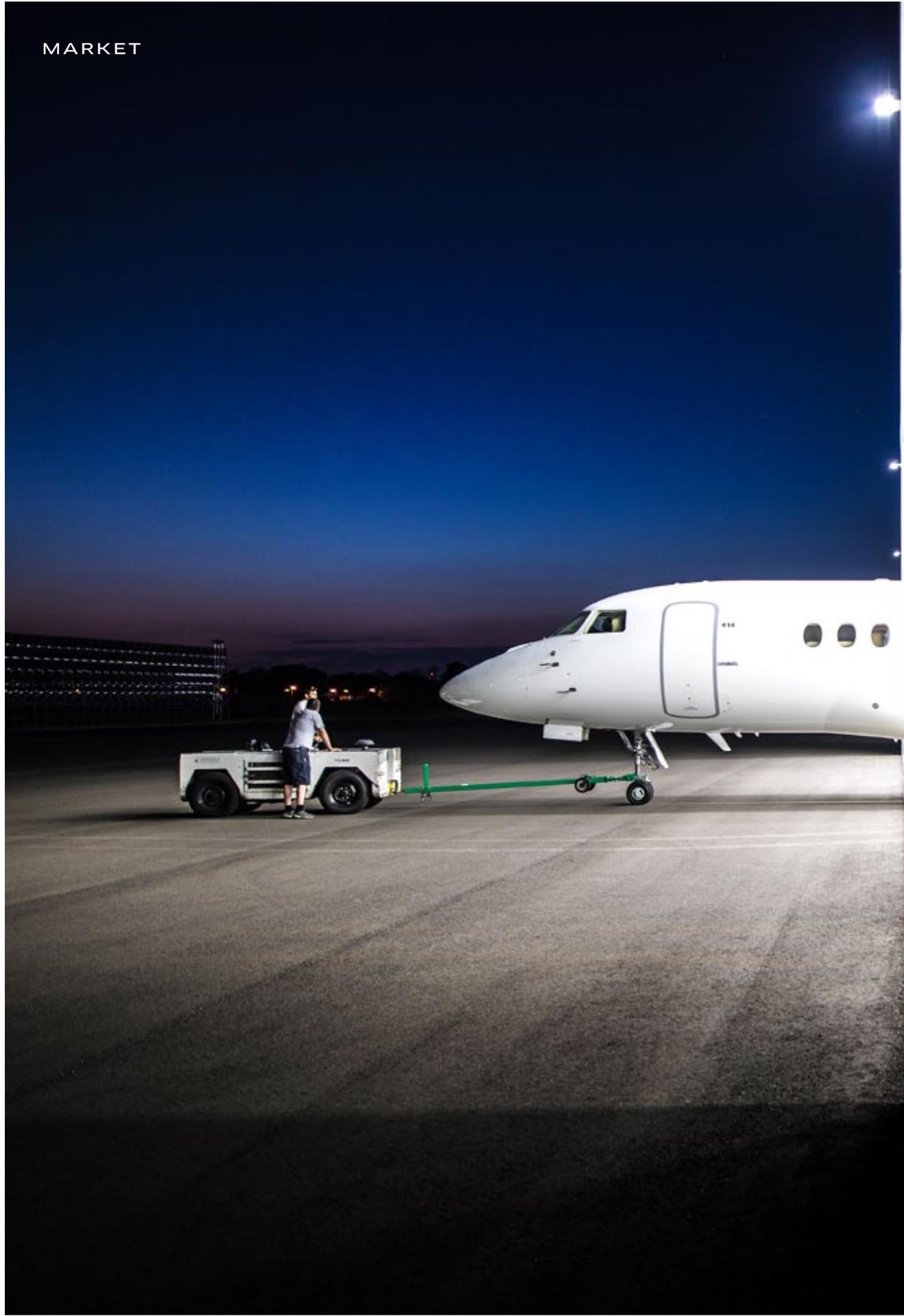
FALCONS

ON

FIRE

Pre-owned Dassault Falcons are enjoying vibrant market activity. Prices have moved up as much as 30 per cent since the first of the year, good deals have been snapped up, and buyers are now finding themselves hard pressed to find the ideal aircraft.

BY JANINE IANARELLI





“If you were the seller of a Falcon 7X with a fresh C inspection, you held the winning ticket”

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What's hotter than a ticket to a Beyonce/Jay Z concert? Or rarer than a blue diamond? If you have not been shopping for a Dassault Falcon business jet as of late, you are in for quite a surprise. Particularly if that model of aircraft under consideration is the Falcon 2000EX EASY or 2000LX.

A RIPPLE OF INTEREST TURNS INTO A WAVE

What started as a ripple of interest about 18 months ago with the classic Falcon 2000s, has become a wave that soon spread to the later production aircraft.

Buyers recognizing that the floor in pricing had likely been reached and the tremendous value this super midsize airplane offered, quickly snapped up turnkey propositions. As the selection started to thin, buyers then turned their attention to those airplanes that the sellers offered to deliver with any near-term, heavy maintenance already accomplished.

FALCON 2000EX EASY

Shortly after the first of the year, interest in the 2000EX EASY model increased significantly, with not unexpectedly most of the demand originating out of the United States.

Once again, buyers clearly saw the value proposition in this model, most of which were then priced below US\$ 10,000,000. Since then, prices have moved up as much as 30 per cent. You will be hard pressed to find what is the most desirable among this model, which includes the following attributes: a 10 passenger configuration, fully NEXGEN compliant, recently out of C inspection and attractive cosmetics.

Though at a different price point, the LX has enjoyed the same level of activity, if not yet the same appreciation in pricing. Buyers have snapped up those that were an easy choice and there have been few to come to market to fill the void. This in turn has created increased demand for a 2000EX EASY, for you can modify the airplane by the addition of winglets and select Dassault service bulletins and gain the added performance of the LX, as well as the commercial designation. ▶



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Falcon 2000LX: the super-midsize twinjet is designed with forward-edge wing slats to reduce Vref speeds and takeoff and landing distances.

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FALCON 7X

This fever though is not contained to just the 2000 series of aircraft. The Falcon 7X and the various derivatives of the 900 are as well enjoying vibrant market activity with the most recent focus being turned to that of the classic 900B. While certainly price was initially the biggest driver in stimulating interest, it is clearly indicative of a more confident US market that ratcheted up demand. One look at online sales venues for aircraft and you can see that product availability has been cut in half in less than one year. An interesting observation is that the vast majority of 7Xs that were offered for sale were based outside of the United States, whereas the 900EXs were domestic. US buyers spread their wings and have gone to the far corners of the earth in pursuit of the 7X model. If you were a seller of a Falcon 7X with a fresh C inspection, you held the winning ticket.

So, if you are considering the purchase of a Falcon there is just one thing to do. Better call your broker as that is the person who is equipped to find the needle in the haystack. 🕒