

VOLUME 1, PART 3: FALCON 2000

by Anthony Theis

World Aircraft Sales Magazine continues the asset evaluation series this month with a look at the Falcon 2000. 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

won't need a 2" thick book to know what your aircraft is worth. Best of all, you'll see what happened 10 years ago, 5 years ago, and what to expect for the future.

FALCON 2000

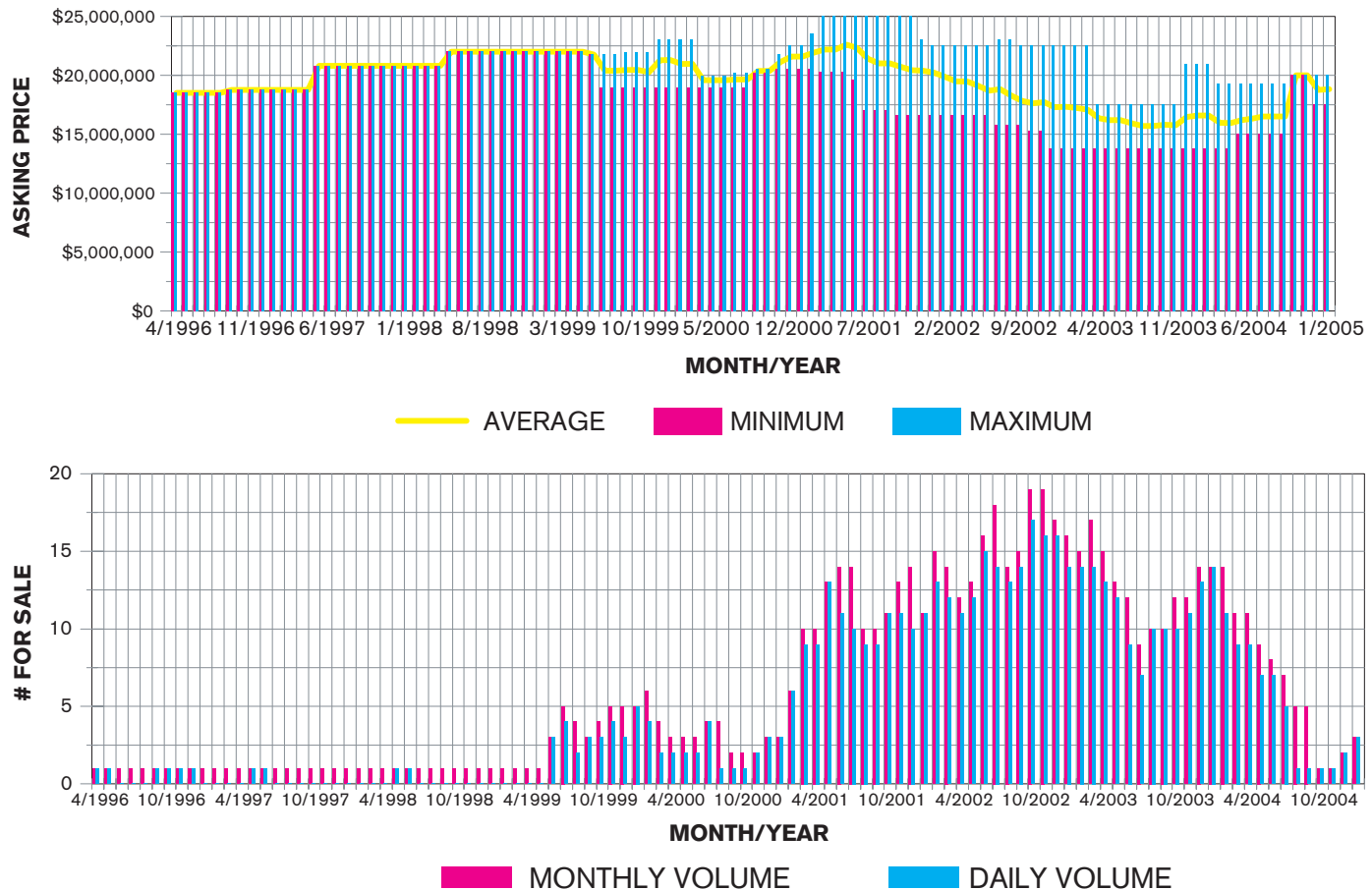
Last month when we took a look at the GIVSP you were probably clued in to the activity level of category 4 and 5 business jets (large to ultra-long range). It's no secret that supply levels for these airplanes have dropped off considerably. This is partly due to new production deliveries out past the middle of 2006, and partly to increased economic performance.

What about the Falcon 2000 though? How is it that the supply level of this aircraft has remained at nil?

From the fourth quarter of 2003 to the

FALCON 2000 AIRCRAFT FOR SALE

(JetTrack® from Central Business Jets, Inc)



third quarter of 2004, price levels of the Falcon 2000 increased by a total of 15% - or on average 3.5% per quarter. The average asking price of a Falcon 2000 during 2004 was US\$17.5million with a 60-day window of opportunity.

Out of the 219-strong Falcon 2000 fleet in existence, only 2% of the fleet is available for purchase today. Emphasising their attractiveness to the market further, the average total sales time sitting on the market has been as low as 2,300 hours compared to 3,400 hours for the Challenger 604 fleet, needless to say that the Falcon 2000 continues to be a strong contender within its niche.

According to our charts and graphs, we expect the price of a pre-owned Falcon 2000 to remain consistent through the next nine months.

Conversely, the trend of the Falcon 50EX market is expected to take a 20% decrease.

There's more to talk about with the new Falcon 2000EX which gives you



more capabilities and avionics support, but you're still getting a phenomenal aircraft in the Falcon 2000.

As a true 3,000nm range aircraft with proven performance to climb straight to 41,000 ft, below are some interesting

statistics on the Falcon 2000, and other competing airplanes.

Join us next month as we look at the Falcon 50.

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

	RANGE (AVERAGE CRUISE SPEEDS)	CABIN VOLUME (CUBIC FT.)	MAX ALTITUDE	AVERAGE FUEL BURN (GAL/HR)	DIRECT OP. COST - US\$
FALCON 50EX	3,200nm	700	49,000ft	330	\$1,710
FALCON 2000	3,000nm	1,025	47,000ft	297	\$1,490
CHALLENGER 604	3,800nm	1,150	41,000ft	345	\$1,515