

From: "Sean J. Lancaster" <[REDACTED]>
To: "Sean J. Lancaster" <[REDACTED]>, <[REDACTED]>, <[REDACTED]>, <[REDACTED]>
Cc: "[REDACTED]" <[REDACTED]>
Subject: RE:
Date: Wed, 19 May 2010 14:51:24 +0000

Here are some spreadsheets for the GIVSP, G450, GV, and G550 markets indentifying current availability and sales within the last 12 months.

Of these I would consider GIVSP serial number 1362 and GV serial number 502 to be the best buying opportunities.

GIVSP Sn 1362, is a Gulfstream owned aircraft that they took on Trade. They are very anxious to move the aircraft asap and will likely take \$12.4 -12.5 for the aircraft. It is on Roll Royce Corporate Care and can might likely be negotiated to include some warranty and crew training.

GV Sn 502, is owned by Service Corporation. They have a new G550 delivery pending and the expiration of a 1031 exchange . The owner is actually calling around their agent in an attempt to get offers. They just performed prepurchase inspection at Gulfstream Savannah in order to make the aircraft sell more quickly. I would guess you purchase the aircraft in the low \$18's.

Of the two aircraft I would recommend the GV which I feel will likely have the stronger residual

Best regards,

Sean J. Lancaster
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From: Sean J. Lancaster [mailto: [REDACTED]]
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Subject:
Sensitivity: Confidential

Sorry for the delay here is a complete market summary for the Gulfstream Fleet to include recent sales, I am still researching the market to try and figure which is the best buying opportunity. Gulfstream is telling me they are taking another high serial number aircraft in trade in the coming months.

I do think Gulfstream V serial number 502 is likely going to trade in the \$18's and likely in the lower 18's. It is in Savannah now going through a prebuy inspection paid for the owner. The owner wants to be able to sell it quickly now as they have a 1031 tax exchange coming due very soon. It likely needs paint and a interior but it is on Rolls Royce Corporate Care and has a Avionics program.

I have a meeting tonight with a client who is town but I will be back in the office tomorrow and the rest of the week. I will send you an update tomorrow as well.

Interior Divan Interior Aft Interior Seating FloorplanInterior Forward Galley

Best regards,

Sean J. Lancaster
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