



“JP” Hanley, President

TBM 700 Newsletter

January 2004

Welcome to our bimonthly update of the Socata TBM 700 market. During the previous two months the following TBM 700's have been sold:

| YR. | S/N | A/F | ENG | MDL | EFIS | MFD | GPS | S/S | R/D | Wx | P | I | DH | AIR | ASK \$ |
|------|-----|-------|-------|------|------|-----------|----------------|-----|-----|-----|----|----|----|-----|---------|
| 1991 | 021 | 1,550 | 0 SHS | "A" | Yes | No | Garmin 530 | Yes | Yes | No | 7 | 7 | No | No | \$1.695 |
| 1997 | 118 | 1,170 | 1,170 | "A" | Yes | KMD-850 | Garmin 530/430 | Yes | Yes | No | 8 | 8 | No | Yes | \$1.775 |
| 2000 | 164 | 520 | 520 | "B" | Yes | Avidyne | Garmin 430's | Yes | Yes | No | 8 | 8 | No | Yes | \$2.150 |
| 2003 | 254 | 154 | 154 | "C2" | Yes | IHAS 8000 | Garmin 530's | Yes | Yes | Yes | 10 | 10 | No | Yes | \$2.450 |

Legend:

| | | |
|-----------------------------|---------------------|---------------------|
| S/N = Serial Number | R/D = Radar | ↑ = Price Increased |
| A/F = Airframe Hours | P = Paint | ↓ = Price Reduced |
| ENG = Engine Hours | I = Interior | |
| MDL = Model | DH = Damage History | |
| S/S = Stormscope | Air = Freon Air | |
| MFD = Multifunction Display | Wx = Weather Uplink | |

The following TBM 700's are currently for sale:

| MODEL YEAR | SERIAL NUMBER | TTSN | FEATURES | ASKING PRICE |
|-------------------|--------------------|-------|---|--------------|
| <u>TBM</u> | <u>700A</u> | | <u>Small door</u> | |
| 1991 | 002 | 2,300 | 1460 TSN, No EFIS or Air, new P&I to cust. Specs | \$1,560,000 |
| 1991 | 004 | 1,130 | 400 SHS, Sandel EFIS Garmin 430, New interior 1999 | \$1,550,000 |
| 1991 | 007 | 3,020 | 0 SMOH, GNS-530, Skywatch, Excellent P&I, NDH | \$1,695,000 |
| 1991 | 013 | 2,000 | Dual Garmin 430's, Radar, S/S, 10-year c/w 10/01 | \$1,550,000 |
| 1992 | 024 | 3,380 | "0" SMOH, EFIS, Garmin 530/430, new paint & interior | \$1,500,000 |
| 1992 | 030 | 2,975 | 2250 SMOH, Garmin-530, KLN-90B, WX-1000, no freon | \$1,550,000 |
| 1992 | 046 | 1,196 | Garmin GNS-430/530, EHSI-40, WX-1000, Skywatch | \$1,695,000 |
| 1992 | 049 | 2,391 | EFIS, IHAS 8000, BFG Skywatch, Freon Air, NDH | \$1,660,000 |
| 1992 | 053 | 1,527 | EFIS, Garmin 530, KLN-90B BFG Skywatch, WX-1000 | \$1,599,000* |
| 1993 | 086 | 1,257 | 500 SHS, No EFIS or Air, GNS-430, Skywatch, Gear 6/02 | \$1,595,000 |
| 1995 | 107 | 2,000 | EFIS, KLN-90B, KMD-850, New Paint 2002, Skywatch | \$1,695,000* |
| 1999 | 141 | 1,457 | EFIS, 1-owner, KMD-850, Freon Air, KLN-90B | \$1,925,000 |
| <u>TBM</u> | <u>700B</u> | | <u>Large door</u> | |
| 1999 | 148 | 1,300 | EFIS, Dual GNS-530, KMD-850, EGPWS, Skywatch | \$2,100,000 |
| 2000 | 161 | 388 | Sandel EFIS, Dual Garmin 430's, Freon Air, 02 gen. | \$2,095,000↓ |
| 2000 | 166 | 1,050 | EFIS, KLN-90B, RDR-2000, Freon Air, No Damage | \$2,250,000 |
| 2000 | 169 | 400 | EFIS, KLN-90B, Freon Air, RDR-2000, NDH | \$2,200,000 |
| 2000 | 171 | 328 | EFIS, Argus 7000, Skywatch, WX-1000, 02 generators | \$2,300,000 |

| | | | | |
|-------------------|---------------------|-----|--|---------------|
| 2000 | 175 | 635 | EFIS, Dual Garmin 530's, Skywatch, Flightmax 750, A/C | \$2,050,000 |
| 2001 | 210 | 230 | EFIS, KMD-850 w/EGPWS, GNS-430, Skywatch | \$2,075,000*↓ |
| 2001 | 217 | 210 | EFIS, Dual Garmin GNS-530's, KMD-850, Skywatch | \$2,150,000↓ |
| 2001 | 218 | 145 | EFIS, Dual Garmin GNS-530's, KMD-850, WX-1000 | \$2,275,000 |
| 2002 | 223 | 215 | EFIS, Garmin 530's, Flight phone, WX-1000, warranty | \$2,300,000 |
| 2002 | 227 | 266 | EFIS, IHAS-8000, Dual GNS-530's, Wx uplink, KMD-850 | \$2,175,000 |
| 2002 | 228 | 460 | EFIS, Garmin 530's, KMD-850, EGPWS, WX-500 | \$2,200,000↓ |
| 2002 | 234 | 177 | EFIS, Garmin 530's, KMD-850, Skywatch, Pilot Door | \$2,295,000*↓ |
| <u>TBM</u> | <u>700C2</u> | | <u>Increased Gross Weight - 7,430 lbs MRAMP</u> | |
| | | | | |

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Happy New Year! As economic recovery continues, aircraft, and specifically the TBM 700, are on buyers shopping lists again. With tightened security at commercial airports and extended wait times the airlines have unwittingly become the best advocates for purchasing your own aircraft. The winter Bluebook actually shows no change in trend (increase or decrease in the sales prices) over the fall Bluebook pricing which suggests that prices may start to rise in the near future as consumers become more confident that the recovery will be long term.

Speaking of prices, both buyers and sellers might be well advised to take the time to evaluate each aircraft carefully when considering the purchase of similar year model aircraft. While two aircraft may be priced identically and seem to offer the same value on the surface, closer scrutiny may show a significant gap in value. As an aircraft broker we have become experienced in valuing an aircraft even before starting a pre-purchase inspection. As an aircraft buyer we would suggest you consider the following when comparing two similar aircraft:

- Has major maintenance and/or inspections been provided by an authorized TBM 700 service center or by an experienced turbine aircraft facility? A good facility's reputation precedes them so we expect top of the line workmanship from those that maintain TBM 700's on a routine basis. On the flip side you may be able to get inexpensive maintenance elsewhere but when the time comes to sell your aircraft a quality pre-purchase inspection will reveal any maintenance that may have been overlooked. Not only will it make a buyer rethink purchasing your aircraft, it may also cost the seller a substantially amount of money to correct the non-airworthy items that are evidenced by the inspection.
- Are the logbooks contiguous, complete, and are signoffs detailed including references to work orders when appropriate? Paperwork says a lot about how the aircraft has been maintained and cared for. Missing logbooks or records can have an effect on value by as much as 20% to 30% and will cause approximately 50% of the aircraft's buyers to no longer have interest.
- What is the condition of the paint and interior? If the aircraft exterior has been repainted and/or the interior refurbished what facility was hired to do the work and what is their reputation? In the past we have selected TBM 700's with original paint and interior that are in good condition over a TBM with brand new paint and interior as we know the quality and workmanship at some facilities is not up to our standards. If the exterior shows paint runs, drips, or errors, stripper burn, lack of detail on accents, over sprayed windows, or other airframe

parts that are not supposed to be painted, this can lead to repairs in the near future that a new owner should not have to incur. On the other hand we have seen some excellent workmanship from paint and interior facilities where the quality was on the same level as the Socata factory.

We have several more points that we will address in our upcoming newsletters, which will hopefully make for better informed buyers and sellers when the time comes to purchase a TBM 700 or to prepare your TBM before placing it on the market in order to maximize your return.

We would like to welcome the following new TBM 700 owners:


Previously Owned

- | | | |
|---------------------|-----------------------|----------------|
| ➤ Mr. Mike Mulligan | 1991 TBM 700, S/N 021 | Piper Lance |
| ➤ Dr. Tom Conrad | 2000 TBM 700, S/N 164 | King Air C-90B |
| ➤ Mr. Frank Mckee | 2003 TBM 700, S/N 254 | Bonanza A-36 |

You can view pictures and detailed spec sheets on the TBM's we have for sale by clicking on the following TBM 700 serial numbers [53](#), [107](#), [210](#), and [234](#) or visit our website at www.caijets.com for lots more information on the TBM 700. If you know of someone who is interested in receiving our newsletter please have him or her click this link to [signup](#).

If you are ready to take the next step to purchase a TBM 700 please let us know. We can offer attractive financing packages and have the ability to takes trades. We look forward to hearing how we can be of assistance.

Thank you,



James P. Hanley
President

If you would like to be removed from our newsletter please email jp@caijets.com with "remove" in the subject line