



“JP” Hanley, President

TBM 700 Newsletter

March 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	AI R	ASK \$
1992	024	3,380	“0”	“A”	Yes	No	Garmin 530/430	Yes	Yes	No	10	10	Yes	Yes	\$1,500
1993	086	1,257	500	“A”	No	FlightMax	Garmin 430	Yes	Yes	No	7	7	No	No	\$1,595
2002	218	145	145	“B”	Yes	KMD-850	Garmin 530's	Yes	Yes	No	9	9	No	Yes	\$2,150
2002	223	225	225	“B”	Yes	KMD-850	Garmin 530's	Yes	Yes	No	9	9	No	Yes	\$2,200

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 & SB-14261, GNS-530/430, Skywatch, 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	029	5,200	2,400 SMOH, EFIS, Garmin 530, Skywatch, FlightMax	\$1,550,000
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, New Paint	\$1,660,000
1992	053	1,580	136 SHS, EFIS, Dual Garmin 530, Skywatch, WX-1000	\$1,599,000*
1993	091	820	No EFIS or Air, Argus 5000, 10-year/annual - March 04	\$1,550,000
1995	107	2,000	“0” SHS & SB-14261, EFIS, KMD-850, New Paint 2002	\$1,695,000*
1999	141	1,457	EFIS, 1-owner, KMD-850, Freon Air, KLN-90B	\$1,875,000
<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 generators	\$1,995,000
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	185	700	EFIS, Dual Garmin 430's, WX-1000E, Pilot Door	\$2,300,000
2001	210	250	EFIS, KMD-850 w/EGPWS, GNS-430, Skywatch, NDH	\$2,075,000*
2001	217	210	EFIS, Dual Garmin GNS-530's, KMD-850, Skywatch	\$2,150,000
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	\$2,150,000↓
2002	234	195	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>	
2003	255	290	EFIS, IHAS 8000, Wx uplink, Dual Garmin 530, NDH	\$2,500,000

*Owned or exclusively represented by Corporate AirSearch Int'l., Inc.

The following is a continuation of our discussion from our last newsletter on what buyers should consider when purchasing a TBM 700 and how sellers can prepare their aircraft for sale.

- Avionics upgrades will make an aircraft more marketable and desirable to a prospective buyer however they will not increase the sales price of your aircraft by the amount that has been spent on these upgrades. From a safety point of view one might want to consider installing a traffic collision and avoidance system like the BF Goodrich Skywatch or the KMH-880 system that is incorporated in the IHAS-8000 system. This device could literally save ones life by informing the pilot of a possible mid-air collision. While a seller will not recoup the entire cost of this system at the time of sale it will be a feature that most buyers will require therefore making it more desirable than an aircraft that is not equipped with it. Typically one can expect a return of fifty percent of the amount of money that is spent on avionics upgrades if the aircraft is sold within one to two years of the upgrade. If an owner is considering upgrading their avionics it is best to do it within the first year of ownership so you can enjoy the benefits of these upgrades and by the time you are ready to sell which is usually within 3 to 5 years the costs for these upgrades will have been amortized.
- A buyer should always ask a seller or sales representative whether their aircraft has any damage history. In our opinion a damaged aircraft should not be dismissed just because it has damage history. Damage can take on many different forms i.e. a bird strike; tug hitting the wing, gear up landing, etc. If the repairs were done properly by a good facility with a detailed logbook entry, FAA 337 form(s), Etc., then the aircraft is probably just as good as an aircraft without damage history if purchased at a price reflecting the existence of damage, understanding that a sale by you in the future, will also suffer value diminution from the existence of damage history. However if the repairs were sloppy by an unknown maintenance facility with a weak logbook entry one should probably consider passing on this type of aircraft. While there is no definite discount number for a damaged aircraft a good rule of thumb is a discount of 3% to 20% depending on the severity of the damage and quality of the repair. For example if a tug clipped the wing tip and the repair was very minor the discount could be in the 3% to 5% range. If the aircraft had a gear up landing where there was substantial damage the discount could be in the 15% to 20% range. Also, the more recent the damage and repair, the higher the market will devalue the aircraft. Please note as an owner if you ever have the unfortunate experience of having your aircraft damaged it would be wise to make sure that a reputable

maintenance company handles the repair, replace as many parts with new as possible, and be certain that the various documentation is thorough and accurate.

This is just some insight into what to consider when you are looking to purchase an aircraft or are considering the sale of your aircraft. As our company has years of experience and hundreds of transaction we can enlighten you more on the process should you be interested in buying or selling an aircraft.

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

		<u>Previously Owned</u>
➤ Mr. Tan Siekmann	1992 TBM 700, S/N 024	
➤ Mr. Chris Albin	2002 TBM 700, S/N 218	
➤ Mr. Randy Charron	2002 TBM 700, S/N 223	Piper Mirage

You can view pictures and detailed spec sheets on TBM 700 serial numbers 53, 107, 210, and 234 that CAI has exclusively for sale by visiting our website at www.caijets.com. If you know of someone who is interested in receiving our newsletter please have him or her sign up by visiting our website or sending an email to jp@caijets.com.

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 take 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