



CORPORATE
AIRSEARCH
INTERNATIONAL, INC.

TBM 700 Newsletter

November 2001

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

YEAR	S/N	A/F	ENG	L/DR	EFIS	GPS	S/S	R/D	P	I	DH	AIR	PRICE	SOLD
1991	013	1750	250 SHS	No	No	Dual GNS-430	Yes	Yes	New	New	No	No	\$1.595	\$1.450
1991	020	1500	0 SHS	No	Sandel	Dual GNS-530	Yes	Yes	6	New	Yes	Yes	\$1.595	\$1.505
2000	164	200	200 TSN	Yes	Yes	Dual GNS-430	No	Yes	9	9	No	Yes	\$2.350	Traded

Legend:

S/N = Serial Number R/D = Radar
 A/F = Airframe P = Paint
 ENG = Engine I = Interior
 L/DR = Large Door DH = Damage History
 S/S = Stormscope Air = Freon Air

The following is a list of TBM 700's currently for sale:

MODEL YEAR	SERIAL NUMBER	TTSN	FEATURES	ASKING PRICE
1991	023	1,870	370 Hours SHS, Camera Pod, No Air or EFIS	Deal Pending
1992	027	1,590	70 SHS, EFIS, Freon Air, KLN-90B	\$1,650,000
1992	029	4,643	1639 SMOH, 275 SHS, EFIS, GNS-530, Avidyne	\$1,450,000
1992	030	2,650	1929 TSN, No EFIS or Air, Argus 7000, KLN-90B	\$1,450,000
1992	032	1,800	No EFIS or Freon Air, Original P&I, KLN-90B, S/S	\$1,550,000
1992	052	890	No EFIS, KLN-90A, Freon Air, 1998 Interior, NDH	\$1,595,000
1992	060	2,100	No EFIS or Freon Air, Nice P&I, KLN-90, S/S	\$1,400,000
1993	069	1,200	No EFIS, Freon Air, Nice P&I, Minor Damage	\$1,495,000*
1993	085	1,500	0 SHS, EFIS, Freon Air, Nice P&I, Prop Strike	\$1,600,000
1994	097	1,188	No EFIS, Freon Air, GNS-430, NDH, S/S, TCAD	\$1,750,000
1995	101	1,930	EFIS, WX-1000, No Freon Air, Gear O/H due 8/01	\$1,695,000
1995	107	1,415	Fresh Hot Section, EFIS, Freon Air, Needs Paint	\$1,799,000
1997	118	420	EFIS, Freon Air, WX-1000E, S/Scope, Nice P&I	\$1,900,000
1998	140	1175	EFIS, GNS-530, WX-1000E, Skywatch, Freon Air	\$1,850,000*

1999	150	700	EFIS, KMD-850, WX-1000, KLN-90B, Freon Air	\$2,250,000
2000	158	240	EFIS, Large Door, Freon Air, GPS, Gaseous Oxygen	\$2,295,000
2000	171	130	EFIS, Large Door, Freon Air, GPS, P&I Like New	\$2,250,000
2000	172	100	EFIS, Large Door, Freon Air, GPS, P&I Like New	\$2,300,000

* Exclusively represented by Corporate AirSearch Int'l., Inc.

We are beginning to see a stand off in the pre-owned TBM 700 market with owners holding firm on their asking prices and buyers making offers way below owners expectations in hoping of getting an excellent deal on a TBM 700. The pre-owned market has 18 aircraft for sale out of 215 TBM 700's produced. This translates to less than 10% availability which is considered a balanced market for both buyers and sellers. However with the current economic downturn, fear of a recession here in the U.S., higher unemployment numbers, and the security issues there are less buyers considering the purchase of an aircraft at this time. There are some deals to be had! These deals are few and consist of those owners who are truly motivated to sell because they are upgrading to a new aircraft so if you are a buyer sitting on the sidelines now is the time to jump back into the market. There is also a ruling just passed by the IRS that will allow an additional accelerated depreciation of 15% on any pre-owned aircraft purchased before the end of the year. [IRS provides additional 15% depreciation for aircraft purchased before December 31, 2001](#) (Requires Adobe Acrobat Reader to view. If you are unable to view this on your computer, it is available as a free download at <http://www.adobe.com/products/acrobat/readstep.html>).

If you are considering the purchase of a new TBM 700 our company is a Socata authorized sales representative for new aircraft. The next delivery position available is now the first quarter of 2002. The new TBM 700 includes the Large door, new oxygen system, 2-tube EFIS, Bendix KMD-850 multi-function display, Bendix RDR-2000 radar, WX-1000E stormscope with Skywatch, King KLN-90B GPS, increased gross weight to be certified shortly, 2-year maintenance free warranty, pilot training, and delivery. The price is \$2,506,000 (subject to change). We can offer financing and can take your current aircraft in on trade.

Please visit our website at www.CaiJets.com to view pictures of the TBM 700's we have available for sale and lots more information on the TBM 700. This newsletter will be available on our website within the next six weeks at the following address: http://www.caijets.com/tbm700_archive.htm. If you know of someone who is interested in receiving our newsletter please have them sign up at http://www.caijets.com/TBM_700NLet_Form.htm.

We would greatly appreciate any feedback on our newsletter. If you have any items that you believe should be included or any suggestions on how we can improve it please let us know. Also if you recently purchased a TBM 700 please let us know which aircraft you have bought and the price you have paid. This will enable us to have more accurate information for other prospective TBM buyers.

If you are considering the purchase or sale of a TBM 700 please let us know how we can be of assistance. We look forward to working with you.

Thank you,

