



TBM 700/850 Newsletter

September 2008

Welcome to our bimonthly update of the Socata TBM 700/850 market. During the previous two months the following TBM's have been sold:

| YR. | S/N | MDL | A/F | ENG | EFIS | MFD | GPS | R/D | Wx | P | I | DH | RVSM | Price |
|------|-----|-----|-------|--------|------|-------|----------------|-----|-----|----|----|----|------|---------|
| 1992 | 057 | "A" | 1,060 | 98 SHS | No | No | Garmin 530s | Yes | No | 7 | 7 | No | No | \$1.395 |
| 2000 | 158 | "B" | 848 | 848 | Yes | Yes | KLN-90B | Yes | Yes | 8+ | 8+ | No | No | \$1.690 |
| 2001 | 193 | "B" | 780 | 780 | Yes | No | Garmin 530/430 | Yes | No | 8 | 8 | No | No | \$1.850 |
| 2002 | 217 | "B" | 720 | 720 | Yes | MX-20 | Garmin 530s | Yes | Yes | 8 | 8 | No | No | \$1.837 |

Legend:

| | | |
|----------------------------------|---------------------|-------------------------|
| S/N = Serial Number | R/D = Radar | P/S = Prop Strike |
| A/F = Airframe Hours | P = Paint | T/T = Traffic & Terrain |
| ENG = Engine Hours | I = Interior | GMX = GMX-200 |
| MDL = Model | DH = Damage History | ↑ = Price Increased |
| S/S = Stormscope | Air = Freon Air | ↓ = Price Reduced |
| MFD = Multifunction Display | Wx = Weather Uplink | + = New to Market |
| * = Asking Price at time of Sale | | |

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 | 2,400 | Garmin 530, KMD 850 MFD, T/T, GTX-330, P&I 2004 | \$1,560,000 |
| 1991 | 013 | 2,665 | Dual Garmin 530's, GMX-200 MFD, WX-1000, Freon | \$1,550,000 |
| 1991 | 022 | 2,442 | 610 SHS, Dual Garmin GNS-480, GMX-200 MFD, TAS | \$1,500,000+ |
| 1992 | 053 | 2,472 | EFIS, Dual Garmin 530's, GTX-300, WX-500, TAWS | \$1,495,000* |
| 1992 | 063 | 3,092 | 2,831 Engine, KLN-90, GTX-330, No EFIS or Freon Air | \$1,380,000 |
| 1993 | 067 | 3,250 | 250 SMOH, Garmin 430, Ryan TCAD, WX-1000, NDH | \$1,599,000*↓ |
| 1993 | 069 | 1,695 | 255 SHS, non-EFIS, KLN-90, WX-1000, New P&I 2005 | \$1,475,000 |
| 1993 | 091 | 1,451 | 26 SHS, Dual Garmin 530w, Skywatch, Dual GTX-327 | \$1,545,000 |
| 1995 | 097 | 1,785 | Garmin 530/430, Sandel EHSL, Skywatch, SB-14261 | \$1,695,000 |
| 1995 | 098 | 2,370 | EFIS, Garmin 530/430, GMX-200, No A/C, damage | \$1,675,000 |
| 1997 | 118 | 2,321 | EFIS, Garmin 530/430, KMD-850 MFD, WX-1000, Wx. | \$1,675,000 |
| 1997 | 123 | 2,200 | EFIS, GMX-200 MFD, Garmin 530/430, Propeller Strike | \$1,675,000 |
| 1998 | 124 | 1,475 | EFIS, Dual Garmin 530s, KMD-850 MFD, KDR-510 Wx | \$1,750,000 |
| 1998 | 132 | 1,450 | Engine on ESP Gold, EFIS, Dual KLN-90B GPS, MX-20 | \$1,600,000+ |

| | | | | |
|-------------------|---------------------|-------|--|--------------|
| 1999 | 141 | 1,950 | EFIS, KMD-850 MFD, KDR-510 Wx, KLN-90B, NDH | \$1,895,000 |
| <u>TBM</u> | <u>700B</u> | | <u>Large door</u> | |
| 1999 | 152 | 720 | EFIS, Garmin 530/430, GAD 42 roll steer, Skywatch HP | \$1,750,000↓ |
| 1999 | 153 | 1,000 | EFIS, Argus 7000CE map, KLN-90B, WSI Wx, NDH | \$1,799,000 |
| 2000 | 161 | 1,850 | GMX-200 MFD, Garmin 530/430, Sandel HSI, GDL-69 | \$1,775,000↓ |
| 2000 | 164 | 1,395 | EFIS, Dual Garmin 430's, KMD-850 MFD, EGPWS, S/S | \$1,675,000↓ |
| 2000 | 166 | 1,650 | EFIS, KLN-90B, RDR-2000, Freon Air, No Damage | \$1,765,000 |
| 2001 | 182 | 876 | 1-owner, EFIS, Dual Garmin 530s, GMX-200, RVSM | \$1,900,000+ |
| 2002 | 216 | 1,385 | 1-owner, EFIS, Dual Garmin 530s, KMD-850 MFD, T/T | \$1,865,000 |
| 2002 | 219 | 1,240 | EFIS, Garmin 530/430, KMD-850 MFD, Skywatch, S/S | \$1,900,000 |
| 2002 | 222 | 825 | EFIS, Dual Garmin 530s, KMD-850 MFD, RVSM | \$1,975,000 |
| 2002 | 223 | 1,040 | EFIS, Dual Garmin 530s, KMD-850 MFD, EGPWS, Wx | \$1,950,000* |
| 2002 | 232 | 910 | EFIS, RVSM, IHAS-8000 w/T/T, KLN-90B, S/S, NDH | \$1,950,000 |
| 2002 | 235 | 1,870 | EFIS, Dual Garmin 530's, KMD-850 MFD, Skywatch | \$1,895,000 |
| 2002 | 241 | 1,105 | RVSM, EFIS, Dual Garmin 530w, GMX-200, Like New | \$1,925,000 |
| <u>TBM</u> | <u>700C2</u> | | <u>Increased Gross Weight – 7,430 lbs MRAMP</u> | |
| 2003 | 259 | 1,463 | EFIS, Dual Garmin 530's, GMX-200 MFD, GTX-327 | \$2,200,000 |
| 2003 | 261 | 410 | EFIS, Dual Garmin 530, IHAS-8000, Air, Dual GTX-327 | \$2,350,000 |
| 2004 | 274 | 830 | EFIS, Dual Garmin 530s, KMD-850 MFD, T/T, WX-500 | \$2,275,000 |
| 2004 | 275 | 640 | EFIS, Dual Garmin 530s, KMD-850 MFD,S/S, Skywatch | \$2,350,000 |
| 2004 | 278 | 840 | EFIS, Dual Garmin 530s, IHAS-8000, KDR-510, NDH | \$2,195,000 |
| 2004 | 285 | 990 | EFIS, Dual Garmin 530, Pilot Door, EX-500 w/chartview | \$2,275,000 |
| 2004 | 292 | 640 | EFIS, Dual Garmin 530s, KMD-850, WX-500, RVSM | \$2,365,000+ |
| 2004 | 298 | 850 | EFIS, Dual Garmin 530s, GMX-200, WX-500, RVSM | \$2,300,000 |
| 2004 | 300 | 425 | EFIS, RVSM, Pilot Door, Dual Garmin 530s, IHAS-8000 | \$2,450,000 |
| 2004 | 304 | 1,208 | EFIS, Dual Garmin 530's, GMX-200 MFD, GDL-69 Wx | \$2,195,000* |
| 2004 | 306 | 780 | Pilot Door, EFIS, Dual Garmin 530s, Skywatch, TAWS | \$2,300,000 |
| 2005 | 310 | 500 | EFIS, Dual Garmin 530s, IHAS-8000, GTX 327/330 | \$2,200,000 |
| 2005 | 315 | 700 | EFIS, Dual Garmin 530s, GMX-200 MFD, RVSM, S/S | \$2,395,000 |
| 2005 | 318 | 285 | EFIS, Dual Garmin 530s, IHAS-8000, RVSM, S/S, NDH | \$2,395,000 |
| 2005 | 323 | 1163 | EFIS, Dual Garmin 530s, KMD-850 MFD, RVSM, S/S | \$2,295,000 |
| 2006 | 335 | 400 | Pilot Door, RVSM, EFIS, Dual Garmin 530s, GMX-200 | \$2,450,000+ |
| <u>TBM</u> | <u>850</u> | | <u>Increased Performance - 315 to 320 KIAS</u> | |
| 2006 | 0351 | 559 | Dual Garmin 530s, IHAS-8000, Traffic/Terrain, RVSM | \$2,665,000↓ |
| 2006 | 0356 | 488 | Dual Garmin 530s, GMX-200 MFD, Skywatch,GTX-327 | \$2,550,000↓ |
| 2006 | 0358 | 425 | Pilot Door, Dual Garmin 530s, GMX-200, Traffic/Terrain | \$2,735,000 |
| 2006 | 0364 | 600 | Pilot Door, EFIS, Dual Garmin 530's, RVSM, GDL-69A | \$2,695,000+ |
| 2007 | 0381 | 330 | EFIS, Dual Garmin 530s, GMX-200 MFD, RVSM, NDH | \$2,725,000+ |
| 2007 | 0400 | 250 | EFIS, Dual Garmin 530s, GMX-200 MFD, RVSM, NDH | \$2,750,000+ |
| 2007 | 0403 | 160 | EFIS, Dual Garmin 530s, GMX-200 MFD, RVSM, NDH | \$2,750,000+ |

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

The following information was provided courtesy of David J. Wyndham, VP & Co-Owner of Conklin & de Decker:

The slowdown in the aircraft market that started earlier this year is sure to worsen given recent turmoil in the financial markets. One thing is certain, things aren't as bad as they seem. But it may get worse before it gets better. Speculators are facing a bloodbath and they are probably getting what they deserve. **For those buyers who base their decisions on long term need, now is a good time to acquire an aircraft.**

Buy, Sell or Run Away? Is Now A Good Time To Buy Or Sell An Aircraft?

I took a look using the AMSTAT aircraft for sale database of turbine business airplanes. **As of this past week, 11% of the entire active turbine fixed wing market is for sale. As a rule, this indicates an overall balanced market between buyers and sellers.** It has been steady throughout the summer at 11%. Individual models have fluctuated. We've seen an increase in the number of larger business jets for sale.

For current production models, only 6% of the active fleet is for sale. This indicates a good market for late model turbine airplanes. This also means that there is a weak market for older aircraft. There is nothing new here.

What we are likely to see over the next 6 - 12 months is an increase in the number of newer aircraft for sale, and a larger increase in older models for sale. The manufacturers will see a decrease in their backlog, but for those with strong order books, they will survive just fine. The aircraft market is definitely shifting to a buyer's market.

If you are buying because you need an aircraft, there already is a good supply of aircraft to choose from. There will be some opportunities to acquire new models this year as well. If these are coming direct from the manufacturer, they may qualify for the bonus depreciation and thus offer you a nice tax benefit for 2008. Prices will drop on some high demand models, so negotiate carefully and as long as you plan on keeping the aircraft five or more years, the deal can be a good one.

If you are buying:

- Evaluate the price of the aircraft in excellent condition with refurbishing and updating an older model selling for a great price.
- Don't plan on low financing rates, but rates are still there for excellent credit risks.
- Look at a lease if you don't really need the tax write-off and will lease for five years or longer.

Whether to sell now is a tough choice. There will always be a good market for quality used aircraft. If you have to sell, due to having a new aircraft delivery or a downsizing, then be prepared to wait a bit to get a good price. If your aircraft is in excellent condition and is a desirable model, then find yourself a good broker who knows your aircraft's market. Be advised that dealers with a sizable inventory are not likely to be interested in your aircraft.

If you are selling:

- Be patient.
- Having a top-notch broker or dealer who knows your aircraft's market is a requirement.
- Listen to your broker or dealer.

Now is not the time to run away unless your 401(K) was heavy into financial stocks. It will be a cold winter, so bring extra blankets and keep active.

One last tip: take a 72-hour news fast and disconnect. Watch the sun rise or set and enjoy the company of a good friend or a good book. **The sky is not falling**

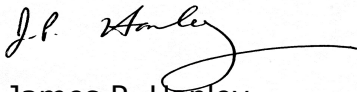
Please take a moment to visit our website at www.caijets.com to learn more about the TBM and view the following TBM's and our other aircraft inventory we have exclusively available for sale.

| | | | Price: |
|---|-----------------------|-----------|---------------------|
| • | 1992 Socata TBM 700A | S/N 053 | \$1,495,000 |
| • | 1992 Socata TBM 700A | S/N 067 | \$1,599,000 |
| • | 2000 Socata TBM 700B | S/N 158 | \$1,799,000 - SOLD! |
| • | 2002 Socata TBM 700B | S/N 223 | \$1,950,000 |
| • | 2004 Socata TBM 700C2 | S/N 304 | \$2,195,000 |
| • | 2008 King Air B200GT | S/N BY-48 | \$5,595,000 |

- 2008 Learjet 60XR S/N 353 \$13,900,000 – **SOLD!**
- 2008 Eclipse 500 S/N 281 \$2,095,000
- 2009 Citation Mustang 4th Quarter \$275,000 Premium

If you know of someone who is interested in receiving our newsletter please have him or her sign up by visiting our website at www.cajets.com or send an email to jp@cajets.com. If you are ready to take the next step to purchase a TBM 700/850 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

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