



CORPORATE
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TBM Newsletter

November 2010

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	P/D	Wx	P	I	DH	RVSM	Price
1998	133	A	2,236	97 SHS	No	No	GNS-530W	No	No	9	9	No	No	\$1.300
2003	255	C2	1,297	1,297	Yes	GMX-200	Garmin 530s	No	Yes	8	8	No	No	\$1.550
2003	263	C2	910	910	Yes	KMD-850	Garmin 530W	No	Yes	8	8	Yes	No	\$1.625
2004	274	C2	985	985	Yes	KMD-850	Garmin 530s	No	No	7	7	No	No	\$1.600
2004	299	C2	1,370	1,370	Yes	KMD-850	Garmin 530s	No	No	8	8	No	Yes	\$1.560
2005	315	C2	1,230	1,230	Yes	GMX-200	Garmin 530s	No	Yes	9	9	No	Yes	\$1.700
2006	386	850	560	560	Yes	GMX-200	Garmin 530s	No	Yes	9	9	No	Yes	\$2.050
2007	405	850	900	900	Yes	GMX-200	Garmin 530s	Yes	Yes	9	9	No	Yes	\$1.935

Legend:

S/N = Serial Number	P/D = Pilot Door	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		P/D = Pilot Door

The following TBM 700's are currently for sale:

MODEL YEAR	SERIAL NUMBER	TTSN	FEATURES	ASKING PRICE
TBM	700A		Small door	
1991	002	3,770	2,886 SMOH, Dual Garmin 530's, KMD-850, Damage	\$1,150,000
1991	003	3,150	70 SMOH, Sandel EHSI, Garmin 530/430, GTX-330 "S"	\$1,250,000
1991	005	2,963	Dual Garmin 530W, MX-20 MFD, King EHSI, RVSM	\$1,100,000+
1991	013	3,210	1162 SHS, SB14261, Dual Garmin 530, Waas, GMX-200	\$1,250,000
1992	027	2,378	Garmin 530s, MX-20, T/T, XM, Chart View, 2003 P&I	\$1,375,000+
1992	030	4,378	35 SMOH, Garmin 530, Sandel, Garmin 327, No EFIS	\$1,095,000↓
1992	046	1,625	391 SHS, Chelton Synthetic Vision, Garmin 530/430	\$1,275,000↓
1992	053	2,575	EFIS, Dual Garmin 530's, GTX-300, WX-500, TAWS	\$1,250,000*
1995	098	2,450	EFIS, Garmin 530/430, GMX-200, No A/C, damage	\$1,245,000
1995	107	2,775	EFIS, Garmin 530, KMD-850 w/ T&T, XM Wx, Skywatch	\$1,195,000*↓
1999	142	1,140	ESP Gold, EFIS, Garmin 530/430, Moving Map w/T&T	\$1,465,000+
TBM	700B		Large door	
1998	137	800	EFIS, WX-1000E, MX-20 MFD, GTX-330 Mode S	\$1,475,000

1999	150	2,275	EFIS, Garmin 430, GMX-200 MFD, KLN-90B, Skywatch	\$1,425,000
1999	151	1,350	EFIS, Garmin 530s, GMX-200 MFD, Skywatch, Wx-500	\$1,525,000
1999	152	778	EFIS, Garmin 530/430, GAD 42 roll steer, Skywatch HP	\$1,495,000↓
1999	154	1,404	EFIS, Garmin 530/430, GMX-200, GDL-69A, GTX-330	\$1,675,000
2000	169	2,100	EFIS, Garmin 530/430, GMX-200, Roll Steering, GDL-69	\$1,480,000
2001	186	1,200	1-owner, RVSM, EFIS, KMD-850 MFD, KLN-90B GPS	\$1,650,000
2002	215	1,282	EFIS, Garmin 530s, KMD-850 MFD, EGPWS, Skywatch	\$1,475,000↓
2002	230	1,150	EFIS, Garmin 530s, KMD-850 MFD, EGPWS, Skywatch	\$1,650,000
2002	232	1,160	EFIS, RVSM, IHAS-8000 w/T/T, KLN-90B, S/S, NDH	\$1,525,000
2002	234	1,010	Pilot Door, EFIS, Garmin 530W's, KMD-850, EGPWS	\$1,600,000*
2002	235	1,650	EFIS, Garmin 530/430, KMD-850, Skywatch, Wx-500	\$1,649,900↓
2002	237	1,800	EFIS, Garmin 530s, GMX-200, TAWS, RDR-2000, S/S	\$1,495,000
2002	239	1,521	EFIS, Dual Garmin 530W, GMX-200 w/T&T, chartview	\$1,575,000*↓
2002	243	1,350	EFIS, Garmin 530s, KMD-850, IHAS 8000 T&T, Wx-500	\$1,599,000*
2003	244	1,885	C1, EFIS, Dual Garmin 530s, KMD-850 MFD, Skywatch	\$1,525,000
TBM	700C2		Increased Gross Weight – 7,430 lbs MRAMP	
2003	259	1,500	EFIS, Dual Garmin 530's, GMX-200 MFD, GTX-327	\$1,775,000
2003	262	660	EFIS, Dual Garmin 530, GMX-200 TAWS/TAS,GDL-69	\$1,849,000
2003	280	1,325	Pilot Door, RVSM, EFIS, KMD-850 MFD, Garmin 530s	Make Offer
2003	283	1,350	Pilot Door, EFIS, Dual Garmin 530s, KMD-850, freon air	\$1,835,000
2004	301	810	EFIS, RVSM, Dual Garmin 530s, IHAS-8000, WX-500	\$1,799,000*↓
2004	306	1,060	Pilot Door, EFIS, Garmin 530s, KMD-850 w/TAS & TAWS	\$1,799,000
2005	319	1,095	EFIS, RVSM, Dual Garmin 530s, KMD-850 MFD, T/T	\$1,999,000
2005	321	800	EFIS, Garmin 530s, GMX-200 MFD, TAS/TAWS, S/S	\$1,995,000↓
2005	326	610	EFIS, Dual Garmin 530s, IHAS-8000, RVSM, S/S, NDH	\$2,250,000
2005	327	760	EFIS, Dual Garmin 530s, GMX-200-TAS/TAWS, RVSM	\$1,900,000
2005	329	775	EFIS, Dual Garmin 530s, GMX-200-TAS/TAWS, RVSM	\$2,215,000
2005	334	1,081	EFIS, Dual Garmin 530s, GMX-200 with TAS/TAWS	\$1,795,000
2006	341	1,062	Pilot Door, EFIS, Dual Garmin 530s, GMX-200, RVSM	\$2,250,000
TBM	850		Increased Performance - 315 to 320 KIAS	
2006	356	900	EFIS, Dual Garmin 530W's, GMX-200, GDL-69, RVSM	\$1,995,000
2006	365	625	EFIS, Dual Garmin 530W's, GMX-200, GDL-69, RVSM	\$2,250,000
2006	366	950	EFIS, Dual Garmin 530, GMX-200, Traffic/Terrain, RVSM	\$2,000,000+
2006	374	600	EFIS, Garmin 530s, GMX-200, TCAD, TAWS, RVSM	\$2,125,000+
2007	390	930	EFIS, Garmin 530s, GMX-200, TCAD, TAWS, RVSM	\$2,200,000+
2007	393	750	EFIS, Dual Garmin 530s, GMX-200 MFD, RVSM, NDH	\$2,695,000
2007	397	485	Pilot Door, Dual Garmin 530, GMX-200 w/chart, RVSM	\$2,495,000
2007	410	370	1-Owner, EFIS-40, IHAS-8000, Dual Garmin 530,RVSM	\$2,450,000
2007	425	501	Pilot Door, EFIS, Dual Garmin 530W, GMX-200, RVSM	\$2,500,000
TBM	850		GARMIN G-1000 GLASS PANEL	
2008	452	130	Garmin G-1000, GMC-710 Autopilot, GDL-69, RVSM	\$2,500,000↓
2008	445	360	Pilot Door, Garmin G-1000, GMC-710 Autopilot, RVSM	\$2,695,000
2008	458	210	Garmin G-1000, GMC-710 Autopilot, GDL-69, RVSM	\$2,595,000
2008	464	85	Garmin G-1000, GMC-710 Autopilot, GDL-69, RVSM	\$2,800,000
2008	468	350	Garmin G-1000, GMC-710 Autopilot, GDL-69, RVSM	\$2,600,000
2008	471	510	Garmin G-1000, GMC-710 Autopilot, GDL-69, RVSM	\$2,600,000
2008	481	465	Garmin G-1000, GMC-710 Autopilot, GDL-69, RVSM	\$2,600,000+
2009	488	210	Garmin G-1000, GMC-710 Autopilot, GDL-69, RVSM	\$2,700,000

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

Please take a look at our listings below and visit our website at www.caijets.com to view complete specifications and pictures.

- 1992 Socata TBM 700A S/N 053 \$1,250,000
- 1995 Socata TBM 700A S/N 107 \$1,195,000
- 2002 Socata TBM 700B S/N 234 \$1,600,000
- 2002 Socata TBM 700B S/N 239 \$1,575,000
- 2002 Socata TBM 700B S/N 243 \$1,599,000
- 2004 Socata TBM 700C2 S/N 301 \$1,799,000
- 2008 King Air B200GT S/N BY-48 Make Offer

The following was provided courtesy of VREF:

The Quarterly Newsletter of Vref – For People Who Demand Accuracy, And Know the Difference!

Synopsis - - In this *Gotta-Have-It-Now* world, recessions are so out of place. Yet, this one just won't quit. We can put a positive spin on it, saying that inventory is drying up or activity is building – both true statements if you look at a select few – but most of the pre-owned market remains price sensitive. There are just as many 'Reduced' or 'Owner Motivated' ads than at any time during this ordeal. Older, large jets (G-IVs, Falcon 50s) have had eleven straight quarters of decline. Light jets have lost ground for thirteen quarters, and mid-size jets started down in 2007, shedding value for fourteen quarters. The propeller-driven marketplace (piston or turboprop) may not be strong, but it has enjoyed several quarters of relative stability. In early 2010, a re-ignited export market caused some premature hope. Exports continue to be an important part of general aviation. Now buyers, whether foreign or domestic, seem to want one thing over all others, a smokin' deal. It is true that price changes are mercifully small. The surprising thing is, they're still going the wrong way.

Piston Singles - - This segment has many positives going for it. Though no airplane is cheap or cheap to operate, there are more people than ever who can write a check for a \$200,000 Cessna T210 or Piper Saratoga. This is a really good thing considering the super cautious credit environment. Another positive, buyers sense that prices for many singles have stabilized, and maybe even moved off the bottom for some airplanes. Both the Vref Light Single and the Complex Single Indices were flat during the recent quarter. In good market and bad, there is a huge spread between an airplane with old KX170s and high time, and one with new paint and new Garmins to go with it.

Piston Twins - - Buyers are beginning to recognize the incredible utility of two piston engines. Costly yes, but far less expensive than an older King Air or CitationJet. Demand for good, late model Beech 58 Barons is up slightly. Prices jumped for trailing link Cessna 421Cs – still the Cadillac of piston twins. The Vref Light Twin Index remained flat. Thanks to the better 421s, the Pressurized Twin Index gained 1.5%. Obviously, if it is runout with ancient radios...not an up market.

Turboprops - - This segment is easily the most stable, especially when you string a few quarters together. Three of the last five quarters have been flat. In this economy, that is amazing. One could argue that King Airs and other turboprops were just as overinflated as their jet counterparts in 2006 and 2007. Why do they appear to be a decent market now? Possibly because two years ago sellers slashed prices in order to, as they say in rodeo, Git 'er Done. Also, turboprops fit in so well in nearly any flight department, and your local TV reporters probably don't recognize them as corporate aircraft.

Jets - - Activity is centered on the extremes - extremely cheap, extremely nice or extremely large. Pick any two. There is some indication a few flight departments are buying based on mission requirements and

even brand loyalty. However, price seems to be the dominant factor. There is nothing yet that deserves the label, Hot. However, late model, wide-body airplanes; Bombardier Global 5000s/XRSs, Gulfstream G450s and G550s are at least very warm. The list of jets that continues to experience downward pressure includes almost all those *not* listed above. Exceptions: Airplanes with good activity *or* somewhat stable prices include the Challenger 605, Falcon 2000EX, GIVSP, and the GV. An unusually slow summer, chronic economic fears and a lack of European buyers put the kibosh on market momentum. In the recent quarter, the Vref Light Jet Index dropped 7.2% in value. Mid-Size Jets were down an average of 4.7%, and Large Jets (excluding Global 5000s, XRSs, G450s and G550s) slipped another 6.7%.

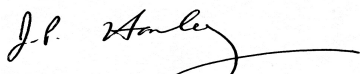
Never-ending Stream of Fear - - With few exceptions, pundits in the popular media spew out their politically or corporate-based opinions and forecasts like water on a grease fire – well intentioned, but sure to fan the flames. The darkest day in network-dumb will be the day we catch the next bubble and ride it to recovery. Modern day, all day TV has succeeded in one thing over all others – keeping us afraid. If we're not afraid of the Government, it's that rash on your arm or some other crisis du jour.

Recession Over - - It was interesting to talk with various brokers, manufacturers and financial gurus at the 2010 NBAA. We in this industry have been accused of having our own kind of spin. Just a short decade ago, the word 'broker' was a dirty word. In each recession, they were blamed for the erosion of prices. Now, hard working, market savvy brokers seem to be closing most of the deals. The words, 'Price Reduced' gets airplanes sold - denying real market conditions, does not. Though the Great Recession was officially declared over in 2009 – Mission *Not* Accomplished. There are faint signs things could eventually get better, but the near future looks uneven. After our Biennial Government Review (mid-term elections), we at least have a two party system in Washington now. That's probably a good thing. Also, jobless claims have been dropping. Consumer spending, crucial to any recovery, is edging up. Then, there's Quantitative Easing. (They sell that at the Walgreens in Sun City, Arizona...had no idea it was a kind of economic bailout.) We are told by one of the 'analysts' on CNN that QE will ease credit. If that is true, and general aviation gets a double dose, recovery will follow. We are just not going to have it now.

One More Note - - We get asked pretty much every day, 'When will this market turn around? How much will my airplane be worth in five years?' In other words, we get asked to predict the future. A University of California researcher by the name of Philip Tetlock just concluded a 25-year study of 284 economists, foreign-policy specialists and journalists whose forecasts were often quoted. The study included 82,000 predictions. When the results were published in *The Wall Street Journal*, it was revealed the pundits were less accurate than a coin toss. The more prominent experts tended to do the worst. So, be wary of any forecast...including ours.

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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