



# TBM 700/850 Newsletter

January 2009

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
1991	013	A	2,665	900 shs	No	Yes	Dual Garmin 530	No	No	9	9	No	No	\$1.475
1998	132	A	1,450	ESP	Yes	Yes	KLN-90B	No	Yes	7	7	No	No	\$1.525*
2006	335	C2	400	400	Yes	Yes	Dual Garmin 530	Yes	Yes	9	9	No	Yes	\$2.350
2006	358	850	425	425	Yes	Yes	Dual Garmin 530	Yes	Yes	9	9	No	Yes	\$2.450
2006	403	850	180	180	Yes	Yes	Dual Garmin 530	No	Yes	10	10	No	Yes	\$2.495

### 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
<b>TBM</b>	<b>700A</b>		<b>Small door</b>	
1991	002	2,400	Garmin 530, KMD 850 MFD, T/T, GTX-330, P&I 2004	\$1,395,000↓
1991	004	2,309	Garmin G600, GMX-200, Garmin 530/430, New P&I	\$1,600,000+
1991	019	3,197	115 SOH, EFIS, KLN-90B, New P&I 2003, Oxy system	\$1,650,000
1991	022	2,442	610 SHS, Dual Garmin GNS-480, GMX-200 MFD, TAS	\$1,500,000
1991	025	2,988	EFIS, Dual Garmin 530s, GMX-200 w/charts, Skywatch	\$1,450,000
1992	053	2,492	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	\$1,150,000↓
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	Non-EFIS, Garmin 530/430, Skywatch, WX-500, Freon	\$1,695,000+
1995	098	2,370	EFIS, Garmin 530/430, GMX-200, No A/C, damage	\$1,595,000
1997	123	2,200	EFIS, GMX-200 MFD, Garmin 530/430, Propeller Strike	\$1,550,000↓

1999	141	1,950	EFIS, KMD-850 MFD, KDR-510 Wx, KLN-90B, NDH	\$1,625,000
<b><u>TBM</u></b>	<b><u>700B</u></b>		<b><u>Large door</u></b>	
1999	150	1,900	EFIS, Garmin 430, GMX-200 MFD, KLN-90B, Skywatch	\$1,750,000
1999	152	720	EFIS, Garmin 530/430, GAD 42 roll steer, Skywatch HP	\$1,685,000↓
1999	153	1,040	EFIS, Argus 7000CE map, KLN-90B, WSI Wx, NDH	\$1,749,000↓
1999	154	1,390	EFIS, Garmin 530/430, GMX-200, GDL-69A, GTX-330	\$1,675,000
1999	155	1,832	101 SHS, KMD-850 w/EGPWS/Terrain, Skywatch, Wx	\$1,700,000
2000	164	1,490	EFIS, Dual Garmin 430's, GMX-200 MFD, EGPWS, S/S	\$1,895,000
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
2001	193	955	EFIS, Garmin 530/430, IHAS8000 T/T, Skywatch TCAD	\$1,925,000
2001	198	1,780	EFIS, Garmin 530s, GMX-200, Skywatch, WX-1000E	\$1,695,000+
2002	219	1,240	EFIS, Garmin 530/430, KMD-850 MFD, Skywatch, S/S	\$1,750,000
2002	222	850	EFIS, Dual Garmin 530s, KMD-850 MFD, RVSM	Sale Pending!
2002	223	1,040	EFIS, Dual Garmin 530s, KMD-850 MFD, EGPWS, Wx	\$1,870,000*
2002	227	820	EFIS, Dual Garmin 530s, IHAS-8000 w/ TAS & TAWS	\$1,875,000+
2002	232	930	EFIS, RVSM, IHAS-8000 w/T/T, KLN-90B, S/S, NDH	\$1,925,000
2002	235	1,870	EFIS, Dual Garmin 530's, KMD-850 MFD, Skywatch	\$1,695,000
2002	238	850	EFIS, Garmin 530W's, KMD-850, EGPWS, WX-500	\$1,875,000+
<b><u>TBM</u></b>	<b><u>700C2</u></b>		<b><u>Increased Gross Weight – 7,430 lbs MRAMP</u></b>	
2003	258	925	EFIS, Dual Garmin 530s, KMD-850, Skywatch, RVSM	\$2,300,000+
2003	259	1,500	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	855	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	850	EFIS, Dual Garmin 530s, IHAS-8000, KDR-510, NDH	\$2,150,000
2004	285	990	EFIS, Dual Garmin 530, Pilot Door, EX-500 w/chartview	\$2,250,000
2004	287	1,200	Pilot Door, EFIS, Dual Garmin 530s, IHAS-8000 w T/T	\$2,225,000+
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	\$2,100,000↓
2004	300	460	EFIS, RVSM, Pilot Door, Dual Garmin 530s, IHAS-8000	\$2,450,000
2004	306	850	Pilot Door, EFIS, Dual Garmin 530s, Skywatch, TAWS	\$2,200,000↓
2005	310	500	EFIS, Dual Garmin 530s, IHAS-8000, GTX 327/330	\$2,200,000
2005	314	440	RVSM, EFIS, Dual Garmin 530s, KMD-850, WX-500	\$2,450,000+
2005	318	285	EFIS, Dual Garmin 530s, IHAS-8000, RVSM, S/S, NDH	\$2,395,000
<b><u>TBM</u></b>	<b><u>850</u></b>		<b><u>Increased Performance - 315 to 320 KIAS</u></b>	
2006	0351	559	Dual Garmin 530s, IHAS-8000, Traffic/Terrain, RVSM	\$2,495,000
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, Damage	\$2,495,000
2006	0372	650	EFIS, Dual Garmin 530, GMX-200 T/T, RVSM, WX-500	\$2,400,000*+
2007	0381	330	EFIS, Dual Garmin 530s, GMX-200 MFD, RVSM, NDH	\$2,675,000
2007	0388	250	EFIS, Garmin 530s, New Paint, Damage Gear up landing	\$2,300,000
2007	0389	435	EFIS, Dual Garmin 530s, GMX-200 MFD, RVSM, NDH	\$2,650,000
2007	0393	450	EFIS, Dual Garmin 530s, GMX-200 MFD, RVSM, NDH	\$2,695,000
2007	0396	430	EFIS, Dual Garmin 530s, GMX-200 MFD, RVSM, NDH	\$2,690,000+
2007	0397	440	EFIS, Dual Garmin 530s, GMX-200 MFD, RVSM, NDH	\$2,695,000
2007	0400	275	EFIS, Dual Garmin 530s, GMX-200 MFD, RVSM, NDH	\$2,495,000

2007	0410	290	1-Owner, EFIS-40, IHAS-8000, Dual Garmin 530,RVSM	\$2,725,000+
<b>TBM</b>	<b>850</b>		<b>GARMIN G-1000 GLASS PANEL</b>	
2008	0452	100	Garmin G-1000, GMC-710 Autopilot, GDL-69, RVSM	\$2,800,000+
2008	0469	80	Garmin G-1000, GMC-710 Autopilot, GDL-69, RVSM	\$2,850,000+
2008	0471	100	Garmin G-1000, GMC-710 Autopilot, GDL-69, RVSM	\$2,850,000+

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

### **Provided courtesy of David J. Wyndham of Conklin Dedecker**

The sky is not falling for 2009, but the ceiling will drop down somewhat. None of the economic news indicates a recovery starting any earlier than mid to late 2009. Remember the ads that said "buy now, pay later"? Well, "later" is now and I think it will take a bit of time, and pain, to get out of this mess. Right now there is a lot of uncertainty. Conservative financial decision-making is suggesting a wait and see on a lot of projects for many people, and companies.

Regarding business aviation, the used aircraft market is very quiet. New aircraft sales are slow across all the market segments. However, that means there are some incredible deals out there. If you are selling and you get a qualified offer, you can either accept it and get the cash, or plan on waiting another six months to get the same or a lower offer.

If you are buying, act now. Good aircraft are available now and while prices may drop some more, don't expect to see the selection change much more. There are folks who are thinking of selling, but unless it is a forced sale, they are waiting for the market to improve. I see the supply of used models increasing, but in small increments. If you are looking to buy, make sure to work with someone who knows the industry and knows the aircraft you need. A good price does not alleviate the need for you to do your homework.

Unfortunately, flying activity among those who are keeping their aircraft is likely to remain flat or decline in 2009. That means less revenue for FBOs, reduced maintenance for MRO's, and less need to charter to supplement a busy flying schedule.

Traditional not-for-hire flight departments will still be in the gun sites of some in the press. GM and Ford "surrendering" their aircraft may have been the low point, but look for more articles about "royal barges." So now is the time to get out and sell the benefits of business aviation, harder than ever. If you are flying less than about 250 hours per year per aircraft, your flight department is on the cusp of being on the chopping block.

Fuel prices: who thought they would drop so much so fast? Until the economy improves, fuel prices will stay low relative to early 2008 prices. They will go up again, maybe around the time the economy picks up.

Cash flow will be critical in 2009. You need to track and understand your aircraft costs in order to effectively manage and control them. We look forward to helping you weather the storm in 2009.

- 1992 Socata TBM 700A S/N 053 \$1,495,000
- 1992 Socata TBM 700A S/N 067 \$1,599,000
- 2002 Socata TBM 700B S/N 223 \$1,870,000
- 2006 Socata TBM 850 S/N 372 \$2,400,000
- 2008 King Air B200GT S/N BY-48 \$5,595,000
- 2009 Pilatus PC-12NG 2nd Quarter \$150,000 Premium
- 2009 Citation Mustang 4<sup>th</sup> Quarter \$2,735,000

For those of you still sitting on the sidelines now is the time to act.

### **IT IS ONLY A BUYERS MARKET IF YOU BUY!**

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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,

A handwritten signature in black ink, appearing to read "J.P. Hanley", with a long horizontal flourish extending to the right.

James P. Hanley  
President

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