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**Brian Dunsirn TBM 850, SN 516**

Photo Couresty of Jim Koepnick Photography

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CORPORATE  
AIRSEARCH  
INTERNATIONAL INC.

# TBM E-News

January 2012

## Contact Us

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Dear JP,

Welcome to our TBM Electronic Newsletter. As predicted the 4th quarter sales of TBM 700/850's was very brisk with a total of 13 pre-owned TBM's sold. We are seeing less pre-owned TBM's come on the market which is assisting the strengthening of the TBM market. With the present average of 6 to 7 TBM's selling per month taking into account the current inventory of only 43 TBM's for sale it would take only 6 months to clear this inventory. Of course there will be owners that decide to sell or upgrade which will increase this inventory slightly but should not effect the current rebound of the TBM market. The TBM market is recovering strongly especially the C and 850 market where prices have stabilized and are starting to rise. If you are planning to purchase a TBM or upgrade now is the time to act. If I can be of any assistance with the market value of your TBM or in acquiring a pre-owned or new TBM 850 please do not hesitate to contact me.

Provided Courtesy of  
David J. Wyndham of Conklin & De Decker

2012 Outlook

Your Guess Is As Good As Mine!

The economic news in 2011 was decidedly mixed. The economy as a whole saw some improvement. Of significant note is that US manufacturing activity hit a six-month high in December and recorded its 29th consecutive month of growth. Along with that, corporate profits hit all time highs in 2010 and into 2011. As an example, General Electric posted worldwide profits of \$14.2 billion and JP Morgan Chase profits rose 47% this year to \$4.8 billion. Retail sales this past Holiday season were also up indicating consumers are willing (and able) to spend more than last year.

Not all is rosy. Unemployment is still too high. The US housing market is still in a decline, despite the increased spending on construction. US GDP is still sluggish, with under 2% growth estimated for 2011. In Europe, the crisis in Greece and Italy and its resultant stressors on the Euro-Zone remain high. Asia is not showing as much growth as predicted, although the Middle East seems to be doing well despite the political turmoil.

In our industry, aircraft sales were up and the inventory of used models decreased, especially for the high-end turbine market. Fractional sales and charter activity rose overall versus 2010 as did activity at many FBOs and MROs. While aircraft deals are closing, they still take a lot of effort. I've had more than one broker state that they have never worked so hard to close a deal as they did this past year. In our own company, we did see an increase over 2010, but it was an up and down year. Some weeks we were extremely busy and others, we'd call each other to make sure the phone still worked. We did finish strong and remained profitable thanks to all our employee's hard work.

So where do I think we will be in 2012? Mixed, but positive.

There is still economic uncertainty. But, most economic forecasts point to slow growth in 2012. The US is forecast for about 2.8% growth in GDP. Asia will be leading the growth (China at 9.5% and India 7.8%). Keep an eye on South and Latin America. Their markets are relatively small, but they have survived quite well through the past few years.

With corporate profits up, we should see that translate into some hiring in 2012 and we have already seen more interest in acquiring aircraft. We expect the large cabin jets to sell well in 2012, but mid-size and smaller jets, not so well. Turboprops look to remain flat for sales.

I think the turboprop market will remain flat. Not terrible, but not great. There are some good aircraft out there for sale and I think selling prices should remain stable.

If you might be in the market for a new aircraft in 2012, I still think that the buyer has the advantage. If you are looking at earlier than mid 1990s for turbine aircraft, there are still a lot of aircraft from which to choose and at very attractive prices. Aircraft built in the last five years? The large cabin jet market is getting tighter in that respect, so don't look for any special deals on popular large cabin business jets.

On the finance side, cash is still king. The requirements for full financial disclosure, excellent credit and building the relationship with your financial institution remain unchanged. Interest rates remain very reasonable for those who do get financing. Look for some financial institutions to offer specialized

## Garmin G1000 Flight Deck



## Quick Links

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[Turbine Solutions Inc.](#)  
[Wings Insurance](#)  
[National Aircraft Finance](#)  
[TBM Parts - Maintenance](#)  
[TBM Ground Support - Big Bike Parts](#)

types of financing or leasing that fit within their core market.

Fuel costs should rise a little (unless Iran gets cranky in the Straights of Hormuz), so fuel costs should be stable this year. We still need more people entering our industry, but am not sure about the job situation improving a lot.

I think 2012 will be a positive year overall. Slow and steady wins the race. it is still a good time to buy.

I hope everyone has a profitable 2012 both personally and professionally. Aviation is a great industry because of the people.



## TBM'S Sold: 13

YR.	S/N	MDL	A/F	ENG	EFIS	MFD	GPS	P/D	DH	RVSM	VREF	Price
1992	002	A	3,770	2,886	No	KMD-850	G-530s	No	Yes	No	\$1.104	\$980K
1993	069	A	1,955	155 SHS	No	No	KLN-90B	No	Yes	No	\$1.150	\$1.000
2003	267	C2	850	850	EFS-40	GMX-200	G-530W's	No	No	No	\$1.676	\$1.540
2003	272	C2	1,180	1,180	EFS-40	GMX-200	GTN 750/650	No	Yes	Yes	\$1.628	\$1.650
2005	312	C2	833	833	EFS-40	GMX-200	G-530W's	No	No	Yes	\$1.787	\$1.750
2005	324	C2	1,080	1,080	EFS-40	GMX-200	G-530W's	No	No	Yes	\$1.741	\$1.700
2005	327	C2	780	780	EFS-40	GMX-200	G530's	No	Yes	Yes	\$1.797	\$1.600
2006	352	850	465	465	EFS-40	GMX-200	G530W's	Yes	No	Yes	\$1.967	\$2.100
2007	410	850	1075	1075	EFS-40	GMX-200	G530's	No	No	Yes	\$1.863	\$1.800
2008	449	850G	800	800	G1000	G1000	G1000	Yes	Yes	Yes	\$2.442	\$2.350
2008	458	850G	275	275	G1000	G1000	G1000	No	No	Yes	\$2.679	\$2.500
2009	494	850G	520	520	G1000	G1000	G1000	No	No	Yes	\$2.555	\$2.400
2010	519	850G	262	262	G1000	G1000	G1000	Yes	No	Yes	\$2.653	\$2.550

### Legend:

YR: Year  
S/N: Serial Number  
MDL: Model

MFD: Multifunction Display  
GPS: Global Positioning  
P/D: Pilot Door

VREF: Aircraft Value  
Price: Sales Price  
↑: Price Increased

A/F: Airframe Time  
 ENG: Engine Time  
 EFIS: Electronic Display

DH: Damage History  
 RVSM: Reduced Vertical  
 Separation Minimum

J: Price Reduced  
 +: New to Market

\* = Asking Price at time of Sale

### TBM'S For Sale: 43

YR.	S/N	TTSN	Features	Asking Price
<b>TBM</b>	<b>700A</b>		<b>Small Clam Shell Style Door - 6,614 lbs MRAMP Weight</b>	<b>Serial No 1 to 142</b>
1991	003	3,300	150 SMOH, Garmin 530/430, Sandel EHSI, GTX-330, GMA-340, NDH	\$1,200,000
1991	013	3,575	75 SMOH, New Paint, Dual Garmin 530s with WAAS, GMX-200 MFD	\$1,395,000
1991	019	3,500	500 SMOH, EFIS-40, KLN-90B, New P&I 2003, Freon Air, Oxygen bottle	\$1,299,000
1991	025	3,199	EFIS, Dual Garmin 530Ws, GMX-200, GDL-69A, WX-1000, roll steering	\$850,000
1992	027	2,378	Garmin 530s, MX-20 MFD w/chartview, T/T, XM Wx, 2003 Paint & Interior	\$1,190,000
1992	053	2,591	EFIS, Dual Garmin 530s, GTX-330 Mode S, WX-500 S/S, TAWS	\$995,000
1992	063	3,297	Dual King KY-196B, KLN-90B GPS, Socata pre-paid Maintenance Program	\$895,000
1997	118	2,954	Garmin GTN 750 & 650, GMA-35 Audio Panel, GDL-69A Wx, KMD-850	\$1,275,000
1999	142	1,275	ESP Gold, EFIS, Garmin 530/430, Moving Map, Traffic and Terrain	\$1,450,000
<b>TBM</b>	<b>700B</b>		<b>Large Cargo Style Door, Gaseous Oxygen System, 31,000 Ceiling</b>	<b>Serial No 126, 129, 137 143 to 243</b>
1998	137	850	EFIS, WX-1000E Storm scope, MX-20 MFD, GTX-330 Mode S Transponder	\$1,475,000
1999	145	1,770	EFIS, Dual King KX-165, KLN-90B GPS, WX-1000 Storm scope, Freon Air	\$1,475,000
2000	166	2,000	EFIS, KLN-90B GPS, Dual King KX-165 nav/comm, Wx-1000E, RDR-2000	\$1,400,000
2001	186	1,200	One Owner Since New, RVSM, EFIS, KMD-850 MFD, KLN-90B GPS	\$1,650,000
2001	193	1,178	EFIS, Garmin 530/430, KMD-850 MFD, Skywatch TCAD, Wx-1000E	\$1,450,000
2001	200	1,541	EFIS, Dual Garmin 530s, KMD-850 MFD, Skywatch TCAD, No Damage	\$1,450,000
2001	215	1312	EFIS, Garmin 530s, KMD-850 MFD, EGPWS, Skywatch TCAD, NDH	\$1,400,000
2002	230	1,426	EFIS, Garmin 530s, KMD-850 MFD, EGPWS, Skywatch TCAD	\$1,450,000
2002	232	1,160	EFIS, RVSM, IHAS-8000 with Traffic/Terrain, KLN-90B GPS, S/S, NDH	\$1,450,000
2002	234	1,050	Pilot Door, EFIS, Dual Garmin 530s, KMD-850 MFD, Skywatch, NDH	\$1,450,000
2002	237	1,800	EFIS, Dual Garmin 530s, KMD-850 MFD Traffic/Terrain, WX-500, NDH	\$1,395,000
2003	244	1,885	C1, EFIS, Dual Garmin 530s, KMD-850 MFD, Skywatch TCAD	\$1,525,000
<b>TBM</b>	<b>700C2</b>		<b>Increased Weight - 7,430 lbs MRAMP - 800+ lbs Payload w/full fuel</b>	<b>Serial No 205, 240, 244 to 345</b>
2003	252	2,375	Pilot Door, EFIS, RVSM, Dual Garmin 530Ws, GMX-200 MFD, Roll Steering	\$1,700,000
2003	265	1,016	EFIS, RVSM, Dual Garmin 530 WAAS, KMD-850 MFD, XM Real Time Wx	\$1,595,000
2003	270	1,280	Pilot Door, EFIS-40, Dual Garmin 530Ws, KMD-850 MFD, T/T, Wx-500	\$1,700,000
2005	308	765	One Owner, EFIS-40, Dual Garmin 530s, KMD-850 MFD, T/T, Wx-500,	\$1,800,000
2005	317	1,175	EFIS, Dual Garmin 530, KMD-850 MFD, TAS/TAWS, GDL-69A, RVSM	\$1,695,000
2005	318	520	1 owner, EFIS, RVSM, Dual Garmin 530s, GMX-200 MFD, Traffic & Terrain	\$1,850,000
2005	319	1,650	EFIS, RVSM, Dual Garmin 530s, KMD-850 MFD, Traffic & Terrain	\$1,999,000

2005	321	800	EFIS, Garmin 530s, GMX-200 MFD, TAS/TAWS, stormscope	\$1,850,000
2005	335	592	EFIS, RVSM, Dual Garmin 530s, GMX-200, TAS/TAWS, GDL-69A, GAD-42	\$1,949,000
<b>TBM</b>	<b>850</b>		<b>P&amp;W PT6A-66D Engine - 315 to 320 KIAS - Payload w/full fuel 800+</b>	<b>Serial No 346 - 433</b>
2006	356	1,135	EFIS, Dual Garmin 530Ws, GMX-200 MFD, GDL-69 Real Time Wx, RVSM	\$1,975,000
2006	364	1,140	Pilot Door, Dual Garmin 530Ws, GMX-200 MFD, RVSM, Propeller Strike	\$1,990,000
2006	378	772	EFIS, Dual Garmin 530s, GMX-200 MFD, RVSM, No Damage History	\$2,200,000
2006	387	1,300	EFIS, Dual Garmin 530s, GMX-200 MFD, RVSM, No Damage History	\$1,900,000
2007	393	750	EFIS, Dual Garmin 530s, GMX-200 MFD, RVSM, No Damage History	\$2,695,000
2007	425	501	Pilot Door, EFIS-40, Dual Garmin 530Ws, GMX-200 MFD, RVSM	\$2,500,000
2007	432	1,240	One Owner, EFIS-40, Dual Garmin 530Ws, GMX-200, XM Wx, RVSM	\$2,040,000
<b>TBM</b>	<b>850G</b>		<b>Garmin G-1000 All-Glass Flightdeck</b>	<b>Serial No 434 - 604</b>
2008	443	850	Garmin G1000 Flight deck, Synthetic Vision, No Engine Exceedances	\$2,495,000
2008	472	1,100	Pilot Door, Garmin G1000, Chartview, GDL-69 Real Time Wx, RVSM, NDH	\$2,350,000
2009	487	420	Pilot Door, G-1000 Flight Deck, Chartview, RVSM, Synthetic Vision, NDH	\$2,575,000
2009	493	430	G-1000 Flight Deck, Chartview, RVSM, Synthetic Vision, GDL-69 Wx, NDH	\$2,600,000
2011	590	85	G-1000 Flight Deck, Chartview, RVSM, Synthetic Vision, GDL-69 Wx, NDH	\$3,295,000

## ✈ Frequently Asked Questions (FAQ)



TBM 850 Interior

What areas of the TBM 850 are constructed with composite material?

The flaps, ailerons, empennage, wing root fairings, aft wing panel, and leading edge are of composite construction.

What is the advantage of composite construction compared to the weight of an aluminum component?

Composite components are much lighter and stronger during construction however the tolerances for the end component is lower.

Please take a look at our listings below and visit our website at [www.caijets.com](http://www.caijets.com) to view complete specifications and pictures.

- [1989 Hawker 800A, S/N NA-440](#) \$1,695,000
- [2012 Phenom 100 Delivery Position](#) \$2,850,000
- [2008 King Air B200GT, S/N BY-48](#) \$4,995,000
- [1992 Socata TBM 700A S/N 053](#) \$995,000
- [1992 Socata TBM 700A, S/N 063](#) \$895,000
- [2001 Socata TBM 700B S/N 200](#) \$1,450,000
- [2002 Socata TBM 700B, S/N 234](#) \$1,450,000
- [2005 Socata TBM 700C2, S/N 317](#) \$1,695,000

### TBM's Sold by CAI

- 2009 TBM 850G, S/N 494

**Total TBM 700 fleet = 324 Aircraft - 766,045 Hours**

**Total TBM 850 fleet = 247 Aircraft - 132,758 Hours**

(Data current as of November 2011)

If you are ready to sell or purchase a TBM 700/850 please let us know. We can act as a seller's or buyer's agent enabling you to put our 20+ years of expertise to work for you. We look forward to hearing how we can be of assistance.

Sincerely,

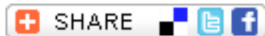


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