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TBM Newsletter

July 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
2002	223	B	1,058	1,058	Yes	KMD-850	Garmin 530s	No	No	8	8	No	No	\$1.535
2003	258	C2	1,050	1,050	Yes	KMD-850	Garmin 530s	No	No	8	8	No	No	\$1.500
2005	315	C2	900	900	Yes	GMX-200	Garmin 530s	No	Yes	9	9	No	Yes	\$1.850
2006	370	850	490	490	Yes	GMX-200	Garmin 530s	No	Yes	9	9	No	Yes	\$2.100
2007	396	850	535	535	Yes	GMX-200	Garmin 530s	No	Yes	9	9	No	Yes	\$2.000
2008	475	850G	165	165	G1000	G1000	G1000	No	Yes	9	9	No	Yes	\$2.650

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"	\$1,400,000
1991	022	2,445	610 SHS, Dual Garmin GNS-480, GMX-200 MFD, TAS	\$1,400,000
1992	030	4,310	10 SMOH, Garmin 530, Sandel, Garmin 327, No EFIS	\$1,350,000
1992	053	2,575	EFIS, Dual Garmin 530's, GTX-300, WX-500, TAWS	\$1,250,000*
1993	084	1,935	EFIS, RVSM, Garmin 530/430, GMX-200 MFD, Gas O2	\$1,195,000*
1995	098	2,370	EFIS, Garmin 530/430, GMX-200, No A/C, damage	\$1,495,000
1995	107	2,775	EFIS, Garmin 530, KMD-850 T/T, XM Wx, Skywatch	\$1,250,000*
TBM	700B		Large door	
1998	137	800	EFIS, WX-1000E, MX-20 MFD, GTX-330 Mode S,	\$1,475,000
1999	145	1,770	EFIS, KX-165 nav/comm, KLN-90B GPS, RDR-2000	\$1,475,000
1999	150	1,900	EFIS, Garmin 430, GMX-200 MFD, KLN-90B, Skywatch	\$1,750,000
1999	151	1,350	EFIS, Garmin 530s, GMX-200 MFD, Skywatch, Wx-500	\$1,675,000
1999	152	778	EFIS, Garmin 530/430, GAD 42 roll steer, Skywatch HP	\$1,595,000↓
1999	154	1,404	EFIS, Garmin 530/430, GMX-200, GDL-69A, GTX-330	\$1,675,000

2000	164	1,525	EFIS, Dual Garmin 430's, GMX-200 MFD, EGPWS, S/S	\$1,525,000
2001	186	1,200	1-owner, RVSM, EFIS, KMD-850 MFD, KLN-90B GPS	\$1,650,000
2001	193	1,000	EFIS, Garmin 530/430, IHAS8000 T/T, Skywatch TCAD	\$1,600,000
2002	215	1,285	EFIS, Garmin 530s, KMD-850 MFD, EGPWS, Skywatch	\$1,750,000
2002	230	1,150	EFIS, Garmin 530s, KMD-850 MFD, EGPWS, Skywatch	\$1,650,000
2002	232	1,011	EFIS, RVSM, IHAS-8000 w/T/T, KLN-90B, S/S, NDH	\$1,600,000
2002	235	1,637	EFIS, Garmin 530/430, KMD-850, Skywatch, Wx-500	\$1,695,000
2002	237	1,650	EFIS, Garmin 530/430, KMD-850, TAWS, RDR-2000	\$1,548,000
2002	242	670	EFIS, Dual Garmin 530s WAAS, Skywatch, XM weather	\$1,600,000+
2002	243	1,350	EFIS, Garmin 530s, KMD-850, IHAS 8000 T/T, Wx-500	\$1,600,000+
2003	244	1,885	C1, EFIS, Dual Garmin 530s, KMD-850 MFD, Skywatch	\$1,525,000+
<u>TBM</u>	<u>700C2</u>		<u>Increased Gross Weight – 7,430 lbs MRAMP</u>	
2003	253	260	EFIS, Dual Garmin 530s, IHAS-8000, DVD, BF WX-500	\$2,300,000
2003	255	1,297	EFIS, Dual Garmin 530s, GMX-200 TAWS/TAS, RVSM	\$1,850,000
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
2003	262	670	EFIS, Dual Garmin 530, GMX-200 TAWS/TAS, GDL-69	\$2,199,000
2003	272	850	EFIS, Dual Garmin 530, KMD-850 TAWS/TAS, Wx-500	\$1,800,000
2004	274	985	EFIS, Dual Garmin 530s, KMD-850 MFD, T/T, WX-500	\$1,795,000
2003	283	1,350	Pilot Door, EFIS, Dual Garmin 530s, KMD-850, freon air	\$1,835,000
2004	287	1,200	Pilot Door, EFIS, Dual Garmin 530s, IHAS-8000 w T/T	\$2,225,000
2004	288	1,300	C1 lower gross weight, EFIS, Dual Garmin 530, KMD-850	\$2,000,000
2004	292	750	EFIS, RVSM, Dual Garmin 530s, IHAS-8000, T/T, NDH	\$1,750,000*
2004	299	1326	EFIS, Dual Garmin 530s, KMD-850, Wx-500, GTX-330	\$1,700,000
2004	300	545	EFIS, RVSM, Pilot Door, Dual Garmin 530s, IHAS-8000	\$2,250,000
2004	301	795	EFIS, RVSM, Dual Garmin 530s, IHAS-8000, WX-500	\$1,840,000*
2004	306	1,060	Pilot Door, EFIS, Garmin 530s, KMD-850 w/TAS & TAWS	\$1,799,000
2004	309	1,502	Pilot Door, RVSM, Dual Garmin 530w, EX-500, Charts	\$1,995,000
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	\$2,245,000
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	330	639	EFIS, Dual Garmin 530s, GMX-200-TAS/TAWS, RVSM	\$1,795,000+
2005	334	1,079	EFIS, Dual Garmin 530s, GMX-200 with TAS/TAWS	\$1,870,000+
2006	340	1,230	EFIS, Garmin 530/430, GMX-200, TAS/TAWS, RVSM	\$1,975,000
2006	341	1,062	Pilot Door, EFIS, Dual Garmin 530s, GMX-200, RVSM	\$2,250,000
<u>TBM</u>	<u>850</u>		<u>Increased Performance - 315 to 320 KIAS</u>	
2006	366	950	EFIS, Dual Garmin 530, GMX-200, Traffic/Terrain, RVSM	\$2,000,000+
2006	386	560	EFIS, Dual Garmin 530, GMX-200, Traffic/Terrain, 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	400	345	EFIS, Dual Garmin 530, GMX-200 w/chart, RVSM, T/T	\$2,150,000*+
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
2007	429	528	Pilot Door, EFIS, Dual Garmin 530W, GMX-200, RVSM	\$2,250,000+
<u>TBM</u>	<u>850</u>		<u>GARMIN G-1000 GLASS PANEL</u>	
2008	437	520	Pilot Door, Garmin G-1000, GMC-710 Autopilot, RVSM	\$2,775,000

2008	452	130	Garmin G-1000, GMC-710 Autopilot, GDL-69, RVSM	\$2,675,000
2008	464	85	Garmin G-1000, GMC-710 Autopilot, GDL-69, RVSM	\$2,800,000
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	\$2,650,000+
2009	488	210	Garmin G-1000, GMC-710 Autopilot, GDL-69, RVSM	\$2,700,000

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PRE-OWNED AIRCRAFT MARKET DISTRACTED BY BOTTOM FEEDERS
Vol. 23, No. 1 | Feb. 17, 2010 | [Go to Charts](#)

by Carl Janssens, ASA | Aircraft Bluebook — Price Digest

In the pre-owned aircraft market, bottom feeders are like red herrings.

Bottom feeders — corporate aircraft that have no significant issues with their history, maintenance or condition and are marketed below Bluebook wholesale values — continue to be great opportunities for the fortunate few who buy without a blink of an eye.

They also lead buyers into a false perception of value that only competition in the market can correct.

Reasons why such aggressive marketing maneuvers continue to appear are wide and varied. When a corporate aircraft with no issues with its condition, equipment or history sells for a low price, Aircraft Bluebook–Price Digest investigates to learn the whole story. Capital gains, tax shelters, foreclosures, and even new deliveries are just a few reasons behind these significantly discounted offerings. One common denominator in all of this is the element of time. An aggressive discount in price represents interest in an immediate sale. True, this moves the economy, but such a transaction does not fit the definition of *Fair Market*, which the Bluebook reports as *Average Retail*.

Pre-owned aircraft sales activity slowly is showing stability in the market, but news of another bottom feeder eclipses these transactions, and market perception has to be rebooted like after a computer crash.

Serious buyers are starting to see beyond all the drama when an unrealistic offering is being denied by the seller. Ready-to-fly, well-equipped aircraft with fresh maintenance are bringing some normalcy to aircraft values.

Although the market is still nothing to brag about, and trends still might adjust down, this market is nothing like the roller coaster ride of 2009. As the market slowly improves, attention to navigating through the economy is migrating from ground to traffic awareness.

The following table was provided by VREF:

<u>YEAR</u>	<u>MODEL</u>	<u>SERIAL</u>	<u>%NEW</u>	<u>\$RETAIL</u>	<u>\$TREND</u>	<u>\$RANGE</u>	<u>AFTT</u>
		<u>NO</u>					
<u>1991</u>	<u>TBM700</u>	<u>2-30</u>	<u>93</u>	<u>1,200,000</u>	◀▶	<u>216.0k</u>	<u>2,850</u>
<u>1992</u>	<u>TBM700</u>	<u>31-75</u>	<u>84</u>	<u>1,225,000</u>	◀▶	<u>214.4k</u>	<u>2,700</u>
<u>1993</u>	<u>TBM700</u>	<u>76-92</u>	<u>81</u>	<u>1,250,000</u>	◀▶	<u>206.2k</u>	<u>2,550</u>
<u>1994</u>	<u>TBM700</u>	<u>93-95</u>	<u>64</u>	<u>1,275,000</u>	◀▶	<u>204.0k</u>	<u>2,400</u>
<u>1995</u>	<u>TBM700</u>	<u>96-108</u>		<u>1,300,000</u>	◀▶	<u>201.5k</u>	<u>2,250</u>
<u>1996</u>	<u>TBM700</u>	<u>109-112</u>	<u>60</u>	<u>1,325,000</u>	◀▶	<u>198.8k</u>	<u>2,100</u>
<u>1997</u>	<u>TBM700</u>	<u>113-129</u>	<u>58</u>	<u>1,350,000</u>	◀▶	<u>195.8k</u>	<u>1,950</u>
<u>1998</u>	<u>TBM700</u>	<u>130-140</u>	<u>57</u>	<u>1,375,000</u>	◀▶	<u>192.5k</u>	<u>1,800</u>
<u>1999</u>	<u>TBM700B</u>	<u>126,</u> <u>129,</u> <u>141-156</u>	<u>59</u>	<u>1,425,000</u>	▼-25k	<u>185.2k</u>	<u>1,650</u>
<u>2000</u>	<u>TBM700B</u>	<u>157-184</u>	<u>59</u>	<u>1,450,000</u>	▼-50k	<u>174.0k</u>	<u>1,500</u>
<u>2001</u>	<u>TBM700B</u>	<u>174,</u> <u>178,</u> <u>185-212</u>	<u>60</u>	<u>1,475,000</u>	▼-50k	<u>162.2k</u>	<u>1,350</u>
<u>2002</u>	<u>TBM700B</u>	<u>213-239,</u> <u>241-243</u>	<u>60</u>	<u>1,500,000</u>	▼-75k	<u>157.5k</u>	<u>1,200</u>
<u>2003</u>	<u>TBM700C2</u>	<u>205, 240,</u> <u>244-255,</u> <u>257-273</u>	<u>66</u>	<u>1,750,000</u>	◀▶	<u>175.0k</u>	<u>1,050</u>
<u>2004</u>	<u>TBM700C2</u>	<u>256,</u> <u>274-304</u>	<u>66</u>	<u>1,775,000</u>	◀▶	<u>168.6k</u>	<u>900</u>
<u>2005</u>	<u>TBM700C2</u>	<u>305-345</u>	<u>67</u>	<u>1,800,000</u>	◀▶	<u>162.0k</u>	<u>750</u>

The above table shows a stabilization in the TBM market with the exception of the 1999 to 2002 TBM 700B's which have declined slightly in value. Our company is now receiving more inquiries from prospective buyers that realize there are some great opportunities out there so they are willing to make realistic offers to put a deal together. The overall picture of the economy is still uncertain but brighter as everyone knows nothing lasts forever. Typically as we enter the third and fourth quarters of the year we see a dramatic increase in sales which should further reduce the excess inventory. Action always speaks louder than words so this is why we are excited to mention that we have sold 2008 TBM 850, S/N 475, 2002 TBM 700B, S/N 223, and have a sale pending on 2004 TBM 700C2, S/N 292.

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

- 1992 Socata TBM 700A S/N 053 \$1,250,000
- 1993 Socata TBM 700A S/N 084 \$1,195,000
- 1995 Socata TBM 700A S/N 107 \$1,250,000
- 2002 Socata TBM 700B S/N 223 **SOLD!**
- 2004 Socata TBM 700C2 S/N 292 **Sale Pending!**
- 2004 Socata TBM 700C2 S/N 301 \$1,840,000

- 2007 Socata TBM 850 S/N 400 \$2,150,000
- 2008 Socata TBM 850G S/N 475 **SOLD!**
- 2008 King Air B200GT S/N BY-48 Make Offer

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

If you would like to be removed from our newsletter please email jp@cajets.com with "remove" in the subject line