



CORPORATE  
AIRSEARCH  
INTERNATIONAL, INC.

Palm Beach, Florida Office  
Tel #: (561) 433-3510

Dallas, Texas Office  
Tel #: (214) 616-0246  
Website: [www.cajets.com](http://www.cajets.com)

# TBM Newsletter

March 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	124	A	1,575	1,575	Yes	GMX-200	Garmin 530s	No	No	7	7	No	No	\$1.250
2002	210	B	1,053	357	Yes	EX-500	Garmin 530/430	No	No	8	8	No	No	\$1.450
2002	226	B	1,269	1,269	Yes	GMX-200	Garmin 530s	No	Yes	8	8	No	No	\$1.450
2002	227	B	890	890	Yes	KMD-850	Garmin 530s	No	Yes	8	8	No	No	\$1.575
2004	285	C2	990	990	Yes	EX-500	Garmin 530s	Yes	Yes	8	8	No	No	\$1.750
2006	356	850	700	700	Yes	GMX-200	Garmin 530s	No	No	8	8	No	Yes	\$1.950
2007	406	850	835	835	Yes	GMX-200	Garmin 530s	No	No	8	8	No	Yes	\$1.900

## 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	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	019	3,197	115 SOH, EFIS, KLN-90B, New P&I 2003, Oxy system	\$1,650,000
1991	022	2,445	610 SHS, Dual Garmin GNS-480, GMX-200 MFD, TAS	\$1,400,000
1992	032	2,400	King KY-196/KX-165, KLN-90B GPS, WX-1000, NDH	\$1,250,000+
1992	038	1,776	Garmin GNS-530W, KT-71 Xpnder, RDS-81 Radar, NDH	\$1,300,000
1992	046	1,625	391 SHS, Chelton Synthetic Vision, Garmin 530/430	\$1,369,000+
1992	053	2,575	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	069	1,695	255 SHS, non-EFIS, KLN-90, WX-1000, New P&I 2005	\$1,475,000
1993	084	1,905	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	\$1,595,000
1995	107	2,699	EFIS, Garmin 530, KMD-850 T/T, XM Wx, Skywatch	\$1,299,000*
<b>TBM</b>	<b>700B</b>		<b>Large door</b>	

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	725	EFIS, Garmin 530/430, GAD 42 roll steer, Skywatch HP	\$1,625,000
1999	154	1,404	EFIS, Garmin 530/430, GMX-200, GDL-69A, GTX-330	\$1,675,000
2000	164	1,490	EFIS, Dual Garmin 430's, GMX-200 MFD, EGPWS, S/S	\$1,625,000
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	1,237	EFIS, Garmin 530s, KMD-850 MFD, EGPWS, Skywatch	\$1,750,000
2002	219	1,450	EFIS, Garmin 530/430, KMD-850 MFD, Skywatch, S/S	\$1,500,000
2002	223	1,048	EFIS, Dual Garmin 530s, KMD-850 MFD, EGPWS, Wx	\$1,675,000*
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	\$1,675,000+
<b>TBM</b>	<b>700C2</b>		<b>Increased Gross Weight – 7,430 lbs MRAMP</b>	
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	\$1,795,000
2003	258	1,025	C1 lower gross, EFIS, Garmin 530s, KMD-850, EGPWS	\$1,825,000+
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	\$2,249,000+
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
2004	278	1,050	EFIS, Dual Garmin 530s, IHAS-8000, KDR-510, NDH	\$1,890,000
2003	283	1,350	Pilot Door, EFIS, Dual Garmin 530s, KMD-850, freon air	\$1,995,000+
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	740	EFIS, RVSM, Dual Garmin 530s, IHAS-8000, T/T, NDH	\$1,850,000*
2004	298	868	EFIS, Dual Garmin 530s, GMX-200, WX-500, RVSM	\$1,900,000
2004	300	545	EFIS, RVSM, Pilot Door, Dual Garmin 530s, IHAS-8000	\$2,250,000
2004	301	770	EFIS, RVSM, Dual Garmin 530s, IHAS-8000, WX-500	\$1,890,000*
2004	309	1,502	Pilot Door, RVSM, Dual Garmin 530w, EX-500, Charts	\$1,995,000
2005	315	900	EFIS, Dual Garmin 530, GMX-200, TAS/TAWS, RVSM	\$2,195,000
2005	316	520	EFIS, Dual Garmin 530s, KMD-850 MFD, T/T, WX-500	\$1,800,000
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	329	775	EFIS, Dual Garmin 530s, GMX-200 with TAS/TAWS	\$2,215,000
2006	340	1,200	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+
<b>TBM</b>	<b>850</b>		<b>Increased Performance - 315 to 320 KIAS</b>	
2006	0358	425	Pilot Door, Dual Garmin 530s, GMX-200, Traffic/Terrain	\$2,735,000
2006	0369	875	EFIS, Dual Garmin 530, GMX-200, Traffic/Terrain, RVSM	\$2,375,000
2006	0370	490	EFIS, Dual Garmin 530, GMX-200, Traffic/Terrain, RVSM	\$2,200,000+
2007	0393	750	EFIS, Dual Garmin 530s, GMX-200 MFD, RVSM, NDH	\$2,695,000
2007	0396	535	EFIS, Dual Garmin 530s, GMX-200 MFD, RVSM, NDH	\$2,295,000
2007	0397	485	Pilot Door, Dual Garmin 530, GMX-200 w/chart, RVSM	\$2,495,000

2007	0410	370	1-Owner, EFIS-40, IHAS-8000, Dual Garmin 530,RVSM	\$2,450,000
2007	0425	409	Pilot Door, EFIS, Dual Garmin 530W, GMX-200, RVSM	\$2,500,000
2007	0430	410	EFIS, Dual Garmin 530s, GMX-200 MFD, RVSM, NDH	<b>Sale Pending</b>
<b><u>TBM</u></b>	<b><u>850</u></b>		<b><u>GARMIN G-1000 GLASS PANEL</u></b>	
2008	0437	480	Pilot Door, Garmin G-1000, GMC-710 Autopilot, RVSM	\$2,850,000+
2008	0452	130	Garmin G-1000, GMC-710 Autopilot, GDL-69, RVSM	\$2,675,000
2008	0458	150	Garmin G-1000, GMC-710 Autopilot, GDL-69, RVSM	\$2,750,000+
2008	0464	85	Garmin G-1000, GMC-710 Autopilot, GDL-69, RVSM	\$2,800,000
2008	0478	140	Garmin G-1000, GMC-710 Autopilot, RVSM, Minor DH	<b>Sale Pending</b>
2009	0488	180	Garmin G-1000, GMC-710 Autopilot, GDL-69, RVSM	\$2,750,000+
2009	0497	440	Garmin G-1000, GMC-710 Autopilot, GDL-69, RVSM	\$2,750,000

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

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

**Synopsis** - - If you are angry about outsourced jobs, be happy about outsourced airplanes. Thanks to BRIC – Brazil, Russia, India, and China – activity has resumed and prices have stabilized. For some dealers, there has been more activity in the last sixty days than the last six months. But, let’s talk prices. Most markets continue to be, at the very least, price-sensitive, if not price-driven. Two developments from the last year or two: First, the obvious - the Great Recession still lingers. Until a recovery gathers momentum, buyers will remain cautious. Secondly, we have become a nation of bargain hunters. That’s ok if we’re talking toasters or cars, but airplanes?! Airplanes are handmade, custom-built machines that should be flown by professionals and maintained with great care. The cheapest one is probably not the best choice. This ‘get a deal no matter what it costs’ mentality is a bad thing for the American buyer, because buyers from BRIC, and other countries, are picking off many of the better airplanes – and with much less price resistance. For most of 2009, the good airplanes were cast into the moat with the average. Now the gap between low time, excellent and their less fortunate brethren has returned – and is widening. The rough airplanes are still distressed, but prices for ready-to-go models have bottomed out – and possibly firmed up a bit.

**Piston Singles** - - Activity is still not what it should be, but definitely improved. As mentioned before, the level of interest *and* selling price depends on the geography of the buyer. Offshore buyers have provided a kind of aviation stimulus package by regularly outbidding domestic shoppers. This has established a floor under the market and even put upward pressure on some airplanes. The Vref Light Single Index was flat for the recent quarter. Complex Singles managed a tiny increase. See VrefOnline.com. Most Beechcraft singles are unchanged; older Cessna 172s & 182s, up slightly; Cessna 210s creep up after a very long flat period; most Mooneys leveled out; most Pipers unchanged; Cherokee Sixes managed an uptrend. Another positive influence in the single-engine market is a thriving light sport segment. If a new light sport airplane costs more than \$100k, a used Bonanza, 210, or Mooney 201 at \$100k, looks like a steal.

**Piston Twins** - - Still the most undervalued, overlooked segment. This market is ‘all wrung out.’ Old Beech B55 Barons, Twin Cessnas, Piper Twin Comanches, Navajos and others, are spectacular values just looking for qualified buyers. Only a burgeoning export market is keeping piston twins out of the abyss. We have recently seen Beech Barons and Piper Senecas bring 10 to 15% more through export than they would have brought domestically. This is a very stabilizing influence for the U. S. market. The Vref Light Twin index is unchanged, while the Pressurized Twin Index is down less than a percentage point.

**Turboprops** - - Though prices may be flat, activity continues to move up. Price-conscious buyers are moving in, before prices move up. The Vref Turboprop Index is unchanged for the second quarter in a row. A flurry of year-end activity helped remove some of the better deals and the most motivated sellers. Historically, Beech King Airs are usually the first turboprops to recover. However, no upward movement is detected at this time. Cessna Conquests, active, but flat; older Avantis, PC-12s and TBMs down slightly; Piper Cheyennes and Twin Commanders, stable.

**Jets** - - Did we hear the word *premium*? Yes we did, in conversation about a Gulfstream. It is very surprising just how fast the upper end has turned around. Less surprising is that prices continue to slip on many older, out of production airplanes. The Vref Jet Market Indices (see VrefOnline.com), comprised of 1985 to 1993 airplanes, are all down. The Light Jet Index down 3%, Mid-Size Jet Index off 4%, and the Large Jet Index lost 4.5% in the recent quarter. This is in sharp contrast to late models such as Global 5000s and G550s – squarely in recovery mode.

It should be no surprise that each market, each airplane type, is unique and responds differently to economic conditions. For example, is the Gulfstream market good? Are you talking about G550s or GIIIs? How about the Hawker market? Do you mean late model ProLine 21 airplanes, or former fractional 800As? How is the Cessna Citation market? Do you mean Citation IIIs or CJ3s? An economic recovery always affects every airplane differently, and will most likely leave some behind completely.

Beechjets, down again; Premier, flat; Bombardier Challenger 300, unchanged; 601-1A & 3A, way off; 604s, leveling; Global 5000 & XRS, prices rebound nicely; Cessna Is, IIs, Bravos, Vs, Ultras, Encores, generally flat; CitationJets & Excels, slight upward pressure; Citation III, VI & VII, very slow; late model Sovereign, much improved; Falcon 2000 & 2000EX, good upward pressure; Falcon 50, down; Falcon 900B & EX, improving; 900EX EASy, much improved; Gulfstream III, slipping toward GII; GIV & GIVSP, activity returns, but very price driven; G450, good market; G550, *very* good market; early Hawker 800As, down slightly; Lear 45s & 60s, prices slip, but activity is up.

**The Year Ahead:** If you are reading this, congratulations on surviving the toughest year general aviation has ever known. In early 2009, it seemed that no one would ever buy, sell, or get a loan for an airplane again. Now that there is a market, let's look at who is buying what. Sometime during the last recovery, 2006, 2007, it became clear that aviation was going global. Sure, the housing bubble was a good short-term thing that drove the U.S. economy for awhile, but emerging nations were largely responsible for taking aviation to record highs. The current recovery, if you agree there is one, is being driven mostly by exports. Buyers from BRIC, to name a few, are concentrating on new or like-new airplanes. High time or decades-old airplanes are being left for U. S. consumption.

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

- 1992 Socata TBM 700A S/N 053 \$1,495,000
- 1993 Socata TBM 700A S/N 084 \$1,195,000
- 1995 Socata TBM 700A S/N 107 \$1,299,000
- 2002 Socata TBM 700B S/N 223 \$1,675,000
- 2004 Socata TBM 700C2 S/N 292 \$1,850,000
- 2004 Socata TBM 700C2 S/N 301 \$1,890,000
- 2008 King Air B200GT S/N BY-48 \$5,395,000

If you know of someone who is interested in receiving our newsletter please have him or her signup by visiting our website at [www.cajets.com](http://www.cajets.com) or send an email to [jp@cajets.com](mailto: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,

A handwritten signature in black ink, appearing to read "J.P. Hanley", with a long, sweeping underline that extends to the right.

James P. Hanley  
President

If you would like to be removed from our newsletter please email [jp@caijets.com](mailto:jp@caijets.com) with "remove" in the subject line