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### Brian Dunsirn TBM 850, SN 516

Photo Couresty of Jim Koepnick Photography

Your Source for TBM Market Intelligence since 1996!



## TBM E-News

March 2012

Dear JP,

Welcome to our TBM Electronic Newsletter.

Provided Courtesy of VREF:

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Synopsis - Recent economic headlines have been...well, not that bad. Just a positive blip, or is it the real recovery? In an election year it is almost impossible to tell. One side claims we are nearing Armageddon and the other, Shangri-La. Regardless of your politics, activity continues to gradually improve. But why? Forecasts of a normal, healthy economy keep being moved into 2013 - some say into 2014 or beyond. It's all about adapt or perish. We will delve into this a little bit later and promise not to use the phrase new normal - or Charles Darwin. Piston Singles and Twins - Some still call this market stagnant. We call it stable. Light and Complex Singles have had at least seven quarters of little or no change in average price. Pressurized Twins have enjoyed five quarters of relative stability, while Light Twins have changed very little in eight quarters. The Vref Market Indices at VrefOnline.com will show the details.

This might be a disappointment to those who remember the 'good old days' of 1998 and 1999, when used airplane prices steadily appreciated. However, in a global economy with some countries still on life support, stable is good. If the U. S. economy is improving and activity is too, why is it so tough to sell my airplane? you might ask. While there is a shortage of no-excuses, late-model airplanes, there is still no surplus of qualified buyers. But, more importantly, there is an ocean of older, needy airplanes with asking prices from 2007. We in this industry simply have to say goodbye to one of the three aviation myths. Dismiss the idea that a 1978 piston single or twin with KX170Bs and fourteen years since the last overhaul is worth more now than it was at the turn of the century. But, keep the other two myths - you know, the one about supernatural flying skills and the other one about one's incredible gift to the opposite sex. It's not a myth if it's true. A Word About Mods and Other Add-Ons: Amazingly, we still get calls from agitated owners saying they paid good money for that KX155 or ADF or autopilot a few years ago - why is it not an add-on now? Simply put, the smarter-than-ever-before buyer will not pay extra for something that he or she thinks the airplane ought to have. A Beechcraft Bonanza is expected to have a good, working two-axis autopilot. A Cessna 421C should have a color radar. Every airplane should have a transponder. Now, install a new Garmin touch screen nav/com or an Aspen glass panel and you've got real added value for any airplane.

Turboprops - Even better than the piston market, turboprops have enjoyed at least ten quarters of relative stability. Flat might be boring, but we'll take that over a downtrend any day.

The TBM market has stabilized and the inventory of quality pre-owned aircraft is fairly low with only about 8% of the fleet available for sale. As Jet "A" prices continue to rise we are fielding more calls from owners of older King Air C-90, F-90, and Conquest's who want to trade in their fuel guzzling aircraft for the more fuel efficient TBM.

If you are planning to purchase a TBM or upgrade now is the time to



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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.



### TBM'S Sold: 6

YR.	S/N	MDL	A/F	ENG	EFIS	MFD	GPS	P/D	DH	RVSM	VREF	Price
1992	63	A	3475	3475	No	No	KLN-90B	No	No	No	\$850K	\$700K
1999	142	A	1,275	1,275	EFS-40	KMD-850	G-530/430	No	No	No	\$1.45	\$1.18
2003	265	C2	1,016	1,016	EFS-40	KMD-850	G-530W's	No	No	No	\$1.67	\$1.50
2003	270	C2	1,280	1,280	EFS-40	KMD-850	G-530W's	Yes	No	No	\$1.64	\$1.65
2006	356	850	1,135	1,135	EFS-40	GMX-200	G-530W's	No	No	Yes	\$1.85	\$1.86
2006	387	850	1,300	1,300	EFS-40	GMX-200	G-530's	No	No	Yes	\$1.82	\$1.85

#### Legend:

YR: Year

S/N: Serial Number

MDL: Model

A/F: Airframe Time

ENG: Engine Time

EFIS: Electronic Display

MFD: Multifunction Display

GPS: Global Positioning

P/D: Pilot Door

DH: Damage History

RVSM: Reduced Vertical

Separation Minimum

VREF: Aircraft Value

Price: Sales Price

↑: Price Increased

↓: Price Reduced

+: New to Market

\* = Asking Price at time of Sale

### TBM'S For Sale: 41

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	13	3,675	175 SMOH, New Paint, Dual Garmin 530s with WAAS, GMX-200 MFD	\$1,395,000
1991	19	3,500	500 SMOH, EFIS-40, KLN-90B, New P&I 2003, Freon Air, Oxygen bottle	\$1,299,000
1991	21	2,085	565 SMOH, EFIS-40, Garmin 530/430 WAAS, GMX-200, TAWS, Sat. Wx	\$1,199,000
1992	27	2,378	Garmin 530s, MX-20 MFD w/chartview, T/T, XM Wx, 2003 Paint & Interior	\$1,090,000
1992	53	2,591	EFIS, Dual Garmin 530s, GTX-330 Mode S, WX-500 S/S, TAWS	\$995,000
1992	57	1,100	Dual Garmin 530Ws, GTX-300, XM Wx, Traffic/Terrain, Stormscope, NDH	1,275,000
1997	118	2,954	Garmin GTN 750 & 650, GMA-35 Audio Panel, GDL-69A Wx, KMD-850	\$1,275,000
1998	135	1,040	1 owner, Dual KLN-90Bs, KMD-850 MFD, T/T, KDR-610 Wx, NDH	\$1,199,000
<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	195	733	EFIS, Garmin 530/430, Dual GTX-330 mode S, Skywatch, Wx-1000E, NDH	\$1,600,000
2001	200	1,575	EFIS, Dual Garmin 530s, KMD-850 MFD, Skywatch TCAD, No Damage	\$1,450,000
2001	208	3,754	220 SMOH on ESP., EFIS, Garmin 530/430, GMX-200, Wx-500, Skywatch	\$1,225,000
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	1,055	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
2002	239	1,641	EFIS, Dual Garmin 530Ws, GMX-200 MFD Traffic/Terrain, WX-500, NDH	Price on Request
2003	244	1,885	C1, EFIS, Dual Garmin 530s, KMD-850 MFD, Skywatch TCAD	\$1,395,000
<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
2005	308	765	Includes RVSM, 1 owner, EFIS-40, Dual Garmin 530s, KMD-850 MFD, T/T	\$1,899,000
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	\$1,850,000
<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	351	675	EFIS-40, Dual Garmin 530Ws, GMX-200 MFD, TAS/TAWS, RVSM, XM Wx	\$2,150,000
2006	364	1,200	Pilot Door, Dual Garmin 530Ws, GMX-200 MFD, RVSM, Propeller Strike	\$1,990,000
2006	377	840	EFIS, RVSM, Dual Garmin 530Ws, GMX-200 MFD, Traffic/Terrain, GTX-330	\$1,995,000
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	411	680	EFIS, Dual Garmin 530Ws, GMX-200 MFD, RVSM, Roll Steering, NDH	\$2,200,000
2007	421	359	EFIS-40, Dual Garmin 530Ws, GMX-200 MFD, Traffic/Terrain, RVSM	\$2,295,000
2007	432	1,400	One Owner, EFIS-40, Dual Garmin 530Ws, GMX-200, XM Wx, RVSM	\$2,050,000
<b>TBM</b>	<b>850G</b>		<b>Garmin G-1000 All-Glass Flightdeck</b>	<b>Serial No 434 - 618</b>
2008	443	935	Garmin G1000 Flight deck, Synthetic Vision, No Engine Exceedances	\$2,475,000
2008	472	1,180	Pilot Door, Garmin G1000, Chartview, GDL-69 Real Time Wx, RVSM, NDH	\$2,350,000
2009	493	430	G-1000 Flight Deck, Chartview, RVSM, Synthetic Vision, GDL-69 Wx, NDH	\$2,600,000
2011	590	95	G-1000 Flight Deck, Chartview, RVSM, Synthetic Vision, GDL-69 Wx, NDH	\$3,095,000

## ✈ Frequently Asked Questions (FAQ)



TBM 850 Interior

Where is the TBM 850 built?

The TBM 850 is manufactured at Daher Socata's facility in Tarbes, France near Toulouse. The production of the TBM 700 series was discontinued when the TBM 850 started production in 2006. After the TBM 850 is built it is ferried to the U.S. without ferry tanks over the North Atlantic route by Socata Ferry Pilots. Frequently new owners participate in the ferry of their new TBM to the U.S.

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

- 1989 Hawker 800A, S/N NA-440      SALE PENDING
- 2008 King Air B200GT, S/N BY-48      \$4,995,000
- 1992 Socata TBM 700A      S/N 053      SALE PENDING
- 1992 Socata TBM 700A,      S/N 063      SOLD
- 2001 Socata TBM 700B      S/N 200      \$1,450,000



- 2002 Socata TBM 700B, S/N 234 \$1,450,000
- 2002 Socata TBM 700B, S/N 239 \$1,450,000
- 2005 Socata TBM 700C2, S/N 317 \$1,695,000
- 2006 Socata TBM 850, S/N 351 \$2,150,000

## TBM's Sold by CAI

**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,



J.P. Hanley  
President  
Corporate AirSearch Int'l



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