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TBM E-News

March 2014

Dear JP,

Welcome to our TBM Electronic Newsletter.

Some very exciting news was recently announced by Daher-Socata Aircraft. The next edition of the TBM is the Daher-Socata TBM 900 which offers a maximum speed of 330 knots at flight level 280, a 5-bladed Hartzell propeller, the pilot door is now standard equipment, and very stylish winglets

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Garmin G1000 Flight Deck

have been added.

Provided courtesy of AIN:

Daher-Socata Unveils Newest Member of Its TBM Series Daher-Socata unveiled the latest iteration of its turboprop single, the TBM 900, at its headquarters in Tarbes, France, last week. Derived from the TBM 850, itself a variant of the original TBM 700, the new version offers better efficiency and performance without an increase in fuel consumption or engine power, according to the company. Winglets, a new tailcone and a five-blade composite propeller with redesigned spinner distinguish the TBM 900 externally from its predecessors. From the nose to the firewall the aircraft has been redesigned to improve engine airflow circulation, through use of a banana-shaped air intake, carbon-fiber cowlings and new exhaust stacks. The new aircraft retains the Pratt & Whitney Canada PT6A-66D engine found on the TBM 850, as well as its Garmin G1000 avionics suite. The cockpit includes "enhanced human-machine interface features," including an ergonomic control yoke and revised cockpit center pedestal that incorporates single-lever power control. Other new features include a revamped electrical system with a 300-amp starter generator and 100-amp standby alternator. The TBM 900 was developed on the quiet during a three-year development program that included 200 hours of flight-testing. The aircraft is already certified, and deliveries begin this month. The upgraded turboprop, which has a top speed of 330 knots at FL280, will make its formal U.S. debut at an event on Thursday in Polk City, Fla.

We have been tracking the TBM since the mid nineties as each new model has been introduced from the original TBM 700 to the TBM 700B, TBM 700C2, legacy TBM 850, TBM 850 with the G1000 and now the TBM 900. Each time a new edition of the TBM model came out the previous version has depreciated more rapidly which than leads to a downward trend to the earlier models. Typically a buyer will opt for a pre-owned TBM when the difference between pre-owned and new is \$500,000 or more. If the difference is in the \$400,000 range the buyer will opt for the new model as they get the added value of the warranty, training, upgrades like the winglets, 5 bladed Hartzell propeller, pilot door and the selection of the aircraft they would like. However the late model pre-owned TBM 850's have seen a higher depreciation than normal over the last several years due to the struggling economy so that a 2011 or 2012 TBM 850 G1000 with relatively low total time say around 500 hours or less are now trading in the \$2.7 to \$2.9 mm range. The TBM 900 which is priced at \$3.6 mm to \$3.7 mm is now almost a million dollars more so a buyer is going to have a difficult time grasping this price differential. I would not be surprised to see a slight uptick in pricing on the late model TBM 850's and higher demand for these aircraft since the TBM 900's will be quick to sell with Daher Socata only producing 40 aircraft for 2014. However there are always buyers that want the latest and greatest equipment and are prepared to pay the price. The TBM 900 offers the 5-bladed propeller, sexy winglets, the pilot door becomes standard equipment (previous option cost \$90,000+) and a 10 to 15 knot faster aircraft. The engine remains the PT6A-66 with the same horsepower. The decision for a buyer becomes do you buy a TBM 850 with the G1000, pilot door and have the Hartzell 5-bladed propeller (estimated cost \$58,000) for around \$2,700,000 to \$2,900,000 or spend the additional dollars to have the latest and greatest TBM 900. I predict there will be plenty of present TBM owners that upgrade to the TBM 900 and many others that had been considering a TBM 850 G1000 will opt for the new TBM 900. The gap between the Piper Meridian to the TBM 900 remains at around \$1,000,000



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less and the gap between the TBM 900 and Pilatus PC-12 still at about a \$1,000,000 more for a new PC-12. This has been the constant over the years so Daher Socata is still within their market pricing.

I congratulate Daher Socata for making the TBM and even better aircraft than it already was and having the foresight to bring new changes to the airframe that are enabling an increase of 10 to 15 knots in speed without changing the engine horse power. On top of that who can resist the sexy winglets and that 5-bladed Hartzell propeller. I am definitely a huge fan of the TBM 900 and know that we will be selling a plethora of these TBM 900's when they become available on the pre-owned market.



TBM'S Sold: 10

| YR. | S/N | MDL | A/F | ENG | EFIS | MFD | GPS | P/D | DH | RVSM | VREF | Price |
|------|-----|------|-------|-----------|---------|---------|----------|-----|-----|------|---------|---------|
| 1995 | 89 | A | 3,617 | 105 SOH | G600 | GMX-200 | G-750's | No | No | No | \$1.241 | \$1.200 |
| 1998 | 132 | A | 2,602 | ESP | EFS-40 | GMX-200 | G530/430 | No | No | No | \$1.240 | \$1.200 |
| 2000 | 175 | B | 2,900 | 1,150 SHS | G600 | Avidyne | G-530W's | No | No | No | \$1.188 | \$1.050 |
| 2000 | 184 | B | 3,800 | 360 SMOH | EFS-40 | GMX-200 | G530W's | No | No | Yes | \$1.280 | \$1.250 |
| 2003 | 256 | C2 | 2,275 | 525 SHS | EFS-40 | GMX-200 | G-530W's | No | No | No | \$1.499 | \$1.450 |
| 2003 | 257 | C2 | 1,307 | 1,307 | G-600's | GMX-200 | G750/650 | No | No | Yes | \$1.616 | \$1.650 |
| 2004 | 278 | C2 | 1,750 | 0 SHS | EFS-40 | KMD-850 | G-530's | No | No | No | \$1.568 | \$1.450 |
| 2007 | 427 | 850 | 800 | 800 | EFS-40 | GMX-200 | G-750's | No | No | Yes | \$1.993 | \$1.950 |
| 2008 | 459 | 850G | 1,050 | 1,050 | G-1000 | G-1000 | G-1000 | No | No | Yes | \$2.368 | \$2.400 |
| 2008 | 473 | 850G | 965 | 965 | G-1000 | G-1000 | G-1000 | No | Yes | Yes | \$2.387 | \$2.300 |

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

TBM'S For Sale: 46

| YR. | S/N | TTSN | Features | Asking Price |
|------------|--------------|-------------|--|---|
| TBM | 700A | | Small Clam Shell Style Door - 6,614 lbs MRAMP Weight | Serial No 1 to 142 |
| 1991 | 08 | 4,275 | 1,250 SMOH, Garmin G600, Avidyne EX600, Garmin GNS-530W, Whelen LED Lights | \$1,095,000 |
| 1991 | 13 | 4,240 | 726 SMOH, Dual Garmin 530W's, GMX-200, GDL-69A, Mode S Xpnder, Paint 2011 | \$1,150,000 |
| 1991 | 22 | 2,658 | Dual Garmin GNS-480W, GMX-200 MFD, GDL-69 Wx, DAC Roll Steering, P&I 1998 | \$1,100,000 |
| 1992 | 29 | 6,800 | 700 SOH, EFIS-40, Garmin 530W, Avidyne MFD, New Paint and Interior 2013 | \$955,000 |
| 1992 | 57 | 1,240 | Dual Garmin 530W's, GTX-300, XM Wx, Traffic/Terrain, Stormscope, needs P&I, NDH | \$1,100,000 |
| 1992 | 74 | 5,375 | 2,768 SMOH, 1,015 SHS, EFIS-40, Garmin GNS-430, WX-1000+, Damage in 1994 | \$950,000 |
| 1993 | 90 | 2,832 | SB-14261 c/w 3,500 TBO, EFIS-40, Garmin 530 WAAS & KLN-90B, Skywatch, | \$950,000 |
| 1993 | 91 | 2,510 | Garmin G600, Dual Garmin 530W's, Skywatch, Dual Garmin 327's, NDH, 3000 hr TBO | \$995,000 |
| 1996 | 113 | 2,825 | 1,411 SHSI, EFIS-40, Garmin 530/430, GMX-200 MFD, GDL-69 Wx, WX-1000E S/S, NDH | \$1,095,000 |
| TBM | 700B | | Large Cargo Style Door, Gaseous Oxygen System, 31,000 Ceiling | Serial No 126, 129, 137 143 to 243 |
| 1998 | 137 | 1,050 | EFIS-40, Garmin 530/430, Garmin GMX-200 MFD, GTX-330 Mode S, RVSM | \$1,390,000 |
| 1999 | 145 | 2,060 | EFIS-40, Dual King KX-165, KLN-90B, WX-1000, Freon Air, Service Center Mx SNEW | \$1,275,000 |
| 1999 | 150 | 2,600 | EFIS-40, 720 SHSI, Garmin 430W, GMX-200 MFD, WX-1000, Freon AC, Skywatch | \$1,325,000 |
| 1999 | 151 | 2,528 | 732 SHS, EFIS-40, Dual Garmin 530W's, GMX-200 MFD, GDL-69A, Wx-500 | \$1,225,000 |
| 1999 | 153 | 1,600 | EFIS-40, Garmin 530W's, GMX-200 MFD, Ryan 9900BX TAS, Freon Air | \$1,395,000 |
| 2000 | 173 | 2,350 | 625 SHS, EFIS-40, Garmin 530/430, KMD-850, Skywatch RVSM, A/C, Australia | \$1,175,000 |
| 2001 | 197 | 1,400 | 1-Owner, EFIS-40, Dual Garmin 530W's, GMX-200, GDL-69A Wx, Roll Steering, Skywatch | \$1,495,000 |
| 2002 | 215 | 1,640 | 863 SHS, 80 SPOH, EFIS-40, Garmin 530's, KMD_850, New Paint & Interior 2013 | \$1,395,000 |
| 2002 | 237 | 1,800 | EFIS, Dual Garmin 530s, KMD-850 MFD Traffic/Terrain, WX-500, NDH | \$1,350,000 |
| TBM | 700C2 | | Increased Weight - 7,430 lbs MRAMP - 800+ lbs Payload w/full fuel | Serial No 205, 240, 244 to 345 |
| 2003 | 252 | 2,500 | Pilot Door, EFIS, Dual Garmin 530W's, GMX-200 MFD, GDC-31 roll steer, TAS/TAWS | \$1,475,000 |
| 2003 | 273 | 2,050 | 763 SHS, EFIS-40, Garmin 530W's, GMX-200, TAS/TAWS, WX-500, SAM Roll Steer | \$1,575,000 |
| 2003 | 286 | 1,583 | 376 SHSI, Pilot Door, EFIS-40, Garmin 530W's, GMX-200, IHAS-8000, Roll Steering, NDH | \$1,650,000 |
| 2004 | 287 | 2,025 | ESP Gold light, EFIS-40, Dual Garmin 530W's, IHAS-8000, Wx-500, Aircell Phone | \$1,795,000 |
| 2004 | 300 | 1,001 | Pilot Door, Garmin G600, Dual Garmin 750's, GMX-200, RVSM, T/T, GDL-69A Wx | \$1,695,000 |
| 2005 | 317 | 1,335 | EFIS-40, RVSM, Garmin 530W's, KMD-850, TAS/TAWS, Wx-500, GTX-330/327 | \$1,650,000 |
| 2005 | 325 | 1,500 | EFIS, Dual Garmin 530's, GMX-200 MFD, GDL-69A XM, GDC-31 Roll Steering, NDH | \$1,659,000 |
| 2005 | 343 | 1,015 | EFIS, Dual Garmin 530's, KMD-850 MFD, KMH-880 TAS, Wx-500 S/S, GTX 327/330 | \$1,630,000 |
| TBM | 850 | | P&W PT6A-66D Engine - 315 to 320 KIAS - Payload w/full fuel 800+ | Serial No 346 - 433 |
| 2006 | 363 | 680 | 1-owner SNEW, Service Center Maintained, EFIS-40, G-530W's, IHAS-8000, RVSM | \$2,050,000 |
| 2006 | 372 | 1,459 | EFIS-40, Dual Garmin 530's, GMX-200 MFD, TAS/TAWS, RVSM, Wx-500 | \$1,890,000 |
| 2006 | 373 | 1,395 | 1-owner, EFIS, Dual Garmin 530W's, GMX-200 MFD, GAD-42 roll steering, RVSM | \$1,899,000 |
| 2007 | 391 | 2,472 | ESP Gold, EFIS-40, Garmin 530's, GMX-200 MFD, RVSM, Damage, located Europe | \$1,470,000 |
| 2007 | 394 | 1,150 | EFIS-40, Dual Garmin 530's, GMX-200 MFD, TAS/TAWS, RVSM, No Damage | \$1,900,000 |
| 2007 | 410 | 1,450 | EFIS-40, Dual Garmin 530's, GMX-200 MFD, TAS/TAWS, Roll Steering, RVSM, GDL-69A | \$2,050,000 |
| 2007 | 418 | 1,200 | EFIS-40, Dual Garmin 530W's, GMX-200 MFD, TAS/TAWS, Wx-500, located Europe | \$2,200,000 |
| 2007 | 422 | 2,008 | EFIS-40, Dual Garmin 530's, GMX-200 MFD, Wx-500, RVSM, ESP available for \$150K | \$1,675,000 |
| 2007 | 423 | 1,275 | EFIS-40, Dual Garmin 530W's, GMX-200 MFD, RVSM, SAM roll steering, Whelen lights | \$1,995,000 |
| 2007 | 424 | 1,925 | 131 SHS, EFIS-40, Dual Garmin 530W's, GMX-200 MFD, TAS/TAWS, RVSM, XM Wx | \$1,975,000 |
| 2007 | 429 | 1,175 | Pilot Door, EFIS-40, Dual Garmin 530W's, GMX-200, TAS/TAWS, RVSM, GDC-31 | \$1,995,000 |
| TBM | 850G | | Garmin G-1000 All-Glass Flightdeck | Serial No. 434 - 684 |
| 2008 | 435 | 670 | One Owner Since New! G-1000 Flight Deck, Chartview, GDL-69A, TAS/TAWS, RVSM | \$2,495,000 |
| 2008 | 440 | 995 | G-1000 Flight Deck, Synthetic Vision, ADF, RVSM, Located in Europe | \$2,350,000 |
| 2008 | 443 | 1,025 | G-1000 Flight Deck, Synthetic Vision, Chartview, GDL-69A, RVSM, NDH, in Europe | \$2,475,000 |
| 2008 | 452 | 600 | G-1000 Flight Deck, Synthetic Vision, Chartview, GDL-69A, RVSM, NDH, in Europe | \$2,450,000 |
| 2008 | 472 | 1,450 | G-1000 Flight Deck, GFC-710 A/P, Chartview/TAS/TAWS, GWX-68, RVSM, Pilot Door | \$2,400,000 |
| 2008 | 478 | 525 | G-1000 Flight Deck, Synthetic Vision, RVSM, Service Center Maintained, GDL-69A Wx | \$2,500,000 |
| 2009 | 500 | 740 | 1-owner SNEW, G-1000 Flight Deck, Service Center Maintained, Synthetic Vision, RVSM | \$2,450,000 |
| 2011 | 608 | 275 | G-1000 Flight Deck, Synthetic Vision, Chartview, GDL-69A, RVSM, NDH | \$2,900,000 |

| | | | | |
|------|-----|-----|--|-------------|
| 2012 | 615 | 200 | Elite Version, 5-Blade MT Propeller, G-1000 Flight Deck, RVSM, Synthetic Vision, in Europe | \$2,990,000 |
|------|-----|-----|--|-------------|

✈ Frequently Asked Questions (FAQ)

Q. How much baggage will the TBM hold?

A. The TBM will hold 297 lbs of baggage

Q. Is the pilot door installed on all TBM's?

A. No it became an option starting with the B model and was still optional up to 2013 in the TBM 850 with the G1000. In 2014 starting with the TBM 900 the pilot door is now standard.

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

- 1993 Socata TBM 700A, S/N 90 Sale Pending!
- 2008 Socata TBM 850, S/N 435 \$2,495,000
- 2005 Pilatus PC-12/45, S/N 635 Sale Pending!
- 1998 Citation Jet CJ-525 S/N 239 \$1,299,000

Total TBM 700 fleet = 324 Aircraft

Total TBM 850 fleet = 338 Aircraft

Total Fleet Hours = 1,110,933 (data current as of December 2013)

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 experience 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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