



CORPORATE  
AIRSEARCH  
INTERNATIONAL, INC.

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

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



# TBM 700/850 Newsletter

May 2009

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    |
|------|-----|------|-------|-----|------|-----|-------------|-----|-----|---|---|----|------|----------|
| 1999 | 155 | "B"  | 1,903 | 172 | No   | Yes | KLN-90B     | No  | Yes | 7 | 7 | No | No   | \$1.450* |
| 2004 | 275 | "C2" | 640   | 640 | Yes  | Yes | Garmin 530s | No  | Yes | 8 | 8 | No | No   | \$1.995  |

### 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       | 003           | 3,150 | 70 SMOH, Sandel EHSI, Garmin 530/430, GTX-330 "S"   | \$1,400,000+  |
| 1991       | 004           | 2,309 | Garmin G600, GMX-200, Garmin 530/430, New P&I       | \$1,550,000   |
| 1991       | 019           | 3,197 | 115 SOH, EFIS, KLN-90B, New P&I 2003, Oxy system    | \$1,650,000   |
| 1991       | 022           | 2,442 | 610 SHS, Dual Garmin GNS-480, GMX-200 MFD, TAS      | \$1,500,000   |
| 1991       | 025           | 2,988 | EFIS, Dual Garmin 530s, GMX-200 w/charts, Skywatch  | \$1,475,000   |
| 1992       | 030           | 3,800 | 0 SMOH, Garmin 530, Sandel HSI, GTX 327, No EFIS    | \$1,590,000   |
| 1992       | 053           | 2,525 | 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       | 067           | 3,299 | 295 SMOH, Garmin 430, Honeywell EGPWS, NDH          | \$1,399,000↓* |
| 1993       | 069           | 1,695 | 255 SHS, non-EFIS, KLN-90, WX-1000, New P&I 2005    | \$1,475,000   |
| 1995       | 097           | 1,785 | Non-EFIS, Garmin 530/430, Skywatch, WX-500, Freon   | \$1,695,000   |
| 1995       | 098           | 2,370 | EFIS, Garmin 530/430, GMX-200, No A/C, damage       | \$1,595,000   |
| 1997       | 123           | 2,200 | EFIS, GMX-200 MFD, Garmin 530/430, Propeller Strike | \$1,550,000   |
| <b>TBM</b> | <b>700B</b>   |       | <b>Large door</b>                                   |               |
| 1999       | 148           | 1,405 | EFIS, Dual Garmin 530s, GMX-200 MFD T/T, Wx-500     | \$1,750,000   |
| 1999       | 151           | 1,350 | EFIS, Garmin 530s, GMX-200 MFD, Skywatch, Wx-500    | \$1,675,000+  |

|            |              |       |  |                      |
|------------|--------------|-------|--|----------------------|
| 1999       | 150          | 1,900 | EFIS, Garmin 430, GMX-200 MFD, KLN-90B, Skywatch       | \$1,750,000          |
| 1999       | 152          | 725   | EFIS, Garmin 530/430, GAD 42 roll steer, Skywatch HP   | \$1,685,000          |
| 1999       | 153          | 1,036 | 1-owner, EFIS, KLN-90B, Ryan 9900BX, WX-1000E          | \$1,450,000+         |
| 1999       | 154          | 1,390 | 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       | \$1,895,000          |
| 2000       | 166          | 1,650 | EFIS, KLN-90B, RDR-2000, Freon Air, No Damage          | \$1,765,000          |
| 2001       | 182          | 1,048 | 1-owner, EFIS, Dual Garmin 530s, GMX-200, RVSM         | \$1,800,000          |
| 2001       | 186          | 1,200 | 1-owner, RVSM, EFIS, KMD-850 MFD, KLN-90B GPS          | \$1,650,000+         |
| 2001       | 193          | 955   | EFIS, Garmin 530/430, IHAS8000 T/T, Skywatch TCAD      | \$1,925,000          |
| 2001       | 198          | 1,780 | EFIS, Garmin 530s, GMX-200, Skywatch, WX-1000E         | \$1,575,000          |
| 2001       | 203          | 1,400 | EFIS, Dual Garmin 530's, KMD-850 w/ EGPWS, Traffic     | \$1,550,000          |
| 2002       | 215          | 1,237 | EFIS, Garmin 530s, KMD-850 MFD, EGPWS, Skywatch        | \$1,750,000          |
| 2002       | 219          | 1,240 | EFIS, Garmin 530/430, KMD-850 MFD, Skywatch, S/S       | \$1,750,000          |
| 2002       | 220          | 1,241 | 1-owner, EFIS, Garmin 530Ws, KMD-850, T/T, NDH         | \$1,695,000+         |
| 2002       | 223          | 1,040 | EFIS, Dual Garmin 530s, KMD-850 MFD, EGPWS, Wx         | \$1,775,000*         |
| 2002       | 227          | 820   | EFIS, Dual Garmin 530s, IHAS-8000 w/ TAS & TAWS        | \$1,875,000          |
| 2002       | 232          | 930   | EFIS, RVSM, IHAS-8000 w/T/T, KLN-90B, S/S, NDH         | \$1,925,000          |
| 2002       | 235          | 1,875 | EFIS, Dual Garmin 530's, KMD-850 MFD, Skywatch         | \$1,695,000          |
| 2002       | 241          | 1,197 | RVSM, EFIS, Garmin 530/480W, GMX-200, DAMAGE           | \$1,595,000          |
| <b>TBM</b> | <b>700C2</b> |       | <b>Increased Gross Weight – 7,430 lbs MRAMP</b>        |                      |
| 2003       | 249          | 680   | EFIS, Dual Garmin 530s, KMD-850, RVSM, 850 Stacks      | \$2,095,000          |
| 2003       | 253          | 260   | EFIS, Dual Garmin 530s, IHAS-8000, DVD, BF WX-500      | \$2,300,000          |
| 2003       | 255          | 1,293 | 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       | 270          | 899   | 1-owner, Pilot Door, EFIS, Dual Garmin 530, IHAS-8000  | \$1,995,000*         |
| 2004       | 274          | 855   | EFIS, Dual Garmin 530s, KMD-850 MFD, T/T, WX-500       | \$2,275,000          |
| 2004       | 278          | 850   | EFIS, Dual Garmin 530s, IHAS-8000, KDR-510, NDH        | \$1,975,000          |
| 2003       | 284          | 850   | Pilot Door, EFIS, Dual Garmin 530s, IHAS-8000 T/T      | \$2,150,000          |
| 2004       | 285          | 990   | EFIS, Dual Garmin 530, Pilot Door, EX-500 w/chartview  | \$2,250,000          |
| 2004       | 287          | 1,200 | Pilot Door, EFIS, Dual Garmin 530s, IHAS-8000 w T/T    | \$2,225,000          |
| 2004       | 292          | 640   | EFIS, Dual Garmin 530s, KMD-850, WX-500, RVSM          | \$2,365,000          |
| 2004       | 298          | 850   | EFIS, Dual Garmin 530s, GMX-200, WX-500, RVSM          | \$2,100,000          |
| 2004       | 300          | 460   | EFIS, RVSM, Pilot Door, Dual Garmin 530s, IHAS-8000    | \$2,295,000          |
| 2005       | 310          | 500   | EFIS, Dual Garmin 530s, IHAS-8000, GTX 327/330         | \$2,200,000          |
| 2005       | 314          | 460   | RVSM, EFIS, Dual Garmin 530s, KMD-850, WX-500          | \$2,450,000          |
| 2005       | 315          | 900   | EFIS, Dual Garmin 530, GMX-200, TAS/TAWS, RVSM         | \$2,195,000          |
| 2005       | 325          | 560   | RVSM, EFIS, Dual Garmin 530, GMX-200, TAS/TAWS         | \$2,150,000+         |
| 2005       | 329          | 700   | EFIS, Dual Garmin 530s, GMX-200 with TAS/TAWS          | \$2,215,000          |
| <b>TBM</b> | <b>850</b>   |       | <b>Increased Performance - 315 to 320 KIAS</b>         |                      |
| 2006       | 0356         | 580   | Dual Garmin 530s, GMX-200 MFD, Skywatch, GTX-327       | \$2,295,000          |
| 2006       | 0358         | 425   | Pilot Door, Dual Garmin 530s, GMX-200, Traffic/Terrain | \$2,735,000          |
| 2006       | 0362         | 550   | EFIS, Dual Garmin 530's, GMX-200 MFD, T/T, RVSM        | \$2,345,000+         |
| 2006       | 0364         | 615   | Pilot Door, EFIS, Dual Garmin 530's, RVSM, Damage      | <b>Sale Pending!</b> |
| 2006       | 0372         | 699   | EFIS, Dual Garmin 530, GMX-200 T/T, RVSM, WX-500       | \$2,199,000*         |
| 2007       | 0381         | 330   | EFIS, Dual Garmin 530s, GMX-200 MFD, RVSM, NDH         | \$2,675,000          |
| 2007       | 0388         | 250   | EFIS, Garmin 530s, New Paint, Damage Gear up landing   | \$2,200,000          |
| 2007       | 0389         | 435   | EFIS, Dual Garmin 530s, GMX-200 MFD, RVSM, NDH         | \$2,650,000          |
| 2007       | 0390         | 547   | EFIS, Dual Garmin 530s, GMX-200 MFD, RVSM, NDH         | \$2,495,000          |

|            |            |     |  |                      |
|------------|------------|-----|--|----------------------|
| 2007       | 0393       | 600 | EFIS, Dual Garmin 530s, GMX-200 MFD, RVSM, NDH     | \$2,695,000          |
| 2007       | 0396       | 430 | EFIS, Dual Garmin 530s, GMX-200 MFD, RVSM, NDH     | \$2,690,000          |
| 2007       | 0397       | 485 | EFIS, Dual Garmin 530s, GMX-200 MFD, RVSM, NDH     | \$2,495,000          |
| 2007       | 0400       | 300 | EFIS, Dual Garmin 530s, GMX-200 MFD, RVSM, NDH     | \$2,495,000          |
| 2007       | 0401       | 391 | Pilot Door, EFIS, Garmin 530s, GMX-200 MFD, RVSM   | \$2,400,000          |
| 2007       | 0410       | 290 | 1-Owner, EFIS-40, IHAS-8000, Dual Garmin 530, RVSM | \$2,725,000          |
| 2007       | 0420       | 140 | EFIS, Dual Garmin 530s, GMX-200, RVSM, Like New!   | <b>Sale Pending!</b> |
| <b>TBM</b> | <b>850</b> |     | <b>GARMIN G-1000 GLASS PANEL</b>                   |                      |
| 2008       | 0448       | 170 | Garmin G-1000, GMC-710 Autopilot, GDL-69, RVSM     | \$2,700,000          |
| 2008       | 0452       | 100 | Garmin G-1000, GMC-710 Autopilot, GDL-69, RVSM     | \$2,800,000          |
| 2008       | 0469       | 80  | Garmin G-1000, GMC-710 Autopilot, GDL-69, RVSM     | \$2,700,000          |

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

- 1992 Socata TBM 700A S/N 053 \$1,495,000
- 1992 Socata TBM 700A S/N 067 \$1,399,000
- 2002 Socata TBM 700B S/N 223 \$1,775,000
- 2003 Socata TBM 700C2 S/N 270 \$1,995,000
- 2006 Socata TBM 850 S/N 372 \$2,199,000
- 2007 Socata TBM 850 S/N 420 **Sale Pending!**
- 2008 King Air B200GT S/N BY-48 \$5,499,000
- 2009 Pilatus PC-12/47E S/N 1120 **Sale Pending!**

**MARKET PERCEPTION IS KEY TO CURRENT AIRCRAFT VALUES**

**Provided courtesy of Carl Janssens, ASA | Aircraft Bluebook – Price Digest**

With the warm rays of the summer sun approaching, the current economic condition of values for pre-owned aircraft is anything but sunny. The aircraft market has suffered its greatest loss in value since the corporate jet became a part of American enterprise with its introduction in the 1960s. As with any commodity traded in a free market, one that is not restricted or regulated by government controls on pricing, the core element of value is in human perception. For aircraft values, perception of worth is always on the leading edge of value.

The perception of value has been embedded in the general and corporate aviation market since its beginnings. Reflect for a moment on the case of a damage event to an aircraft. At the mere mention of the word damage, the market reacts in an aggressively negative manner. Depending on the market conditions and the nature and cure of the damage, all of these variables will impact perception of value. In an average and stable market, a whole tier of potential buyers will not even consider an aircraft with a damage incident. They just don't want to deal with the stigma and risk in value for owning such an aircraft when there are normally other similar, undamaged aircraft available for ownership as well. And those knowledgeable buyers who do consider the prospect of ownership of such an aircraft with damage history will want to be compensated for their risk, usually in the form of a discount in price in an average market. An aircraft cured from a damage incident will be restored to a condition of airworthiness that is equal to if not better than its original condition prior to the

damage incident. It is not a question of condition or safety but only of market perception that will negatively impact value.

Such is the case in the current state of our economy. The economy has been damaged. No need to point blame anywhere. We all are members of the same human race. Embedded in this damaged economy is the aircraft market. With credit scrutinized and inventory overabundant, the free will and intellect of a rational human being (aka common sense) would naturally offer something significantly less for an aircraft. The market conditions themselves yield to a severely reduced perception of value.

On the sunny side, perception is fluid. The dynamics of today's market are subject to change. Heads up for buyers: Bargain values may not get any better. Now is the time to buy.

### **Jet**

#### **Bluebook-at-a-glance**

**Increased – 0**

**Decreased – 781**

**Stable – 26**

Long-range business jets, such as the Bombardier Global Express, Challenger, Dassault Falcon 900/2000/50 series and Gulfstream G-IV/V/450/550, all indicated downward values in the double-digit percentage column. The same value losses also occurred in the mid-cabin series. Cessna Citation X values were down in the \$1 million. The Hawker 800 series and the Lear 60/45 series also were not able to report any stability in value. Reductions in value numbered in the millions of dollars.

### **Turboprop**

#### **Bluebook-at-a-glance**

**Increased – 3**

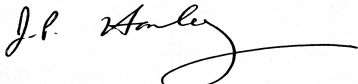
**Decreased – 485**

**Stable – 95**

Though still negative, the Beechcraft families of King Airs experienced less dramatic value adjustments. The King Air 350 was down an average of \$600,000 compared to the previous quarter. Similar percentage drops in value were also noted in the King 200 and 90 series. The Pilatus PC-12 was generally down \$300,000. The Socata 700 series was off \$200,000.

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](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@cajets.com](mailto:jp@cajets.com) with "remove" in the subject line