

JP Hanley

From: Corporate AirSearch Intl Inc - J.P. Hanley <jp@caijets.com>
Sent: Friday, December 06, 2013 4:53 PM
To: jp@caijets.com
Subject: TBM E-News November 2013



Brian Dunsirn TBM 850, SN 516

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TBM E-News

November 2013

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Dear JP,

Welcome to our TBM Electronic Newsletter.

As the TBM market continues to strengthen there is now less inventory available and prices have stabilized. Buyers are coming to the realization that they need to make more realistic offers because the TBM's they previously made low offers on have sold closer to their asking prices. The TBM market typically tracks closely with the PC-12 market which is very strong right now. The PC-12 market has recovered nicely with pre-owned PC-12's trading at all time highs. The TBM market with the current limited inventory of TBM's for sale and high demand from buyers will begin to see prices escalate in 2014.

Buyers are still being very selective on the TBM they decide to purchase as they expect all of the time life/calendar inspections to be up to date, any exceedances on the ETM cleared and the total time within the average of 150 to 175 hours per year. Any deviations from the above will affect the resale value of your TBM. In order for a buyer to select your TBM over a competing one make sure to have your authorized TBM service center review your trend information for any exceedances on a yearly basis, comply with all time life and calendar inspections, keep accurate cycles and place it on a maintenance tracking program like CAMP.

The TBM buyer has become much more sophisticated as the market has matured. It used to be a TBM buyer would inquire about an aircraft, ask general questions, make a viewing/demo appointment and if all met the buyer's expectations they would move forward with an offer to purchase than have a pre-buy inspection completed. The TBM buyer today is much more patient and takes time educating themselves on the market, the aircraft and the full cost of ownership including maintenance. The buyers are very selective choosing which TBM they decide to move forward on. It is not uncommon for a buyer to hire an authorized TBM service center to review the logbooks and trend information even before they go out to view the aircraft or make an offer. Owner's should take note that in order to obtain the highest resale value of their TBM they should maintain it at an authorized service center and make sure that all the special inspections and time life calendar items are current. If you put off doing these items like the landing gear long life inspection or overhaul of the landing gear actuators it is only going to make your aircraft less attractive to a buyer and you will need to play catch up in order to have these items complied with when the time comes to sell your aircraft. Why not have your TBM maintained to the highest standard enabling you to have a safe aircraft and also enjoy the benefits of higher resale value. If you continually think about the ownership of your TBM thru the eyes of a

Garmin G1000 Flight Deck



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buyer your aircraft will be in pristine condition with fewer discrepancies evidenced at a pre-buy inspection making for a smoother transaction and higher sales price when the time comes to sell it.



TBM'S Sold: 7

| YR. | S/N | MDL | A/F | ENG | EFIS | MFD | GPS | P/D | DH | RVSM | VREF | Price |
|------|-----|------|-------|---------|--------|---------|----------|-----|----|------|---------|---------|
| 2000 | 158 | B | 1,225 | 1,225 | EFS-40 | GMX-200 | G-530W's | No | No | No | \$1.375 | \$1.350 |
| 2003 | 271 | C2 | 3,800 | 200 SOH | EFS-40 | GMX-200 | G-530W's | No | No | Yes | \$1.533 | \$1.400 |
| 2003 | 299 | C2 | 2,764 | ESP | G600 | GMX-200 | G-530W's | No | No | Yes | \$1.619 | \$1.550 |
| 2006 | 370 | 850 | 880 | 880 | EFS-40 | GMX-200 | G-530W's | No | No | Yes | \$1.903 | \$1.900 |
| 2006 | 375 | 850 | 410 | 410 | EFS-40 | GMX-200 | G-530W's | No | No | Yes | \$1.983 | \$1.950 |
| 2011 | 573 | 850G | 309 | 309 | G-1000 | G-1000 | G-1000 | Yes | No | Yes | \$2.768 | \$2.700 |
| 2013 | 638 | 850G | 240 | 240 | G-1000 | G-1000 | G-1000 | No | No | Yes | \$3.300 | \$2.900 |

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: 40

| 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 | 4,080 | 450 SMOH, Dual Garmin 530W's, GMX-200, GDL-69A, Mode S Xpnder, Paint 2011 | \$1,250,000 |
| 1991 | 22 | 2,658 | Dual Garmin GNS-480W, GMX-200 MFD, GDL-69 Wx, DAC Roll Steering, P&I 1998 | \$1,100,000 |
| 1992 | 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 | 89 | 3,617 | 105 SMOH, EFIS, Garmin 530 WAAS, GMX-200 MFD, DAC Roll Steering, GDL-69A | \$1,350,000 |
| 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 |
| 1998 | 132 | 2,429 | ESP on Engine, RVSM, EFIS, Garmin 530/430 WAAS, GMX-200 MFD, GDL-69A Wx | \$1,250,000 |

| 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 | \$1,350,000 |
| 1999 | 150 | 2,600 | EFIS-40, 720 SHSI, Garmin 430W, GMX-200 MFD, WX-1000, Freon AC, Skywatch | \$1,325,000 |
| 1999 | 151 | 2,456 | 583 SHS, EFIS-40, Dual Garmin 530W's, GMX-200 MFD, GDL-69A, Wx-500 | \$1,275,000 |
| 1999 | 153 | 1,500 | EFIS-40, Garmin 530W's, GMX-200 MFD, Ryan 9900BX TAS, Freon Air | \$1,395,000 |
| 2002 | 224 | 1,471 | EFIS, Dual Garmin 530W's, GMX-200 MFD, GAD-42 Roll Steering, TAS/TAWS | \$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 steering, TAS/TAWS | \$1,475,000 |
| 2003 | 256 | 2,275 | EFIS, Dual Garmin 530W's, GMX-200 MFD w/chartview, GDL-69A Wx, GAD-42 | \$1,495,000 |
| 2004 | 278 | 1,750 | 0 SHS, EFIS, Dual Garmin 530's, IHAS-8000, Wx-500 S/S, Garmin 327 Xpnders | \$1,595,000 |
| 2004 | 287 | 2,025 | ESP Gold light, EFIS-40, Dual Garmin 530W's, IHAS-8000, Wx-500, Aircell Phone | \$1,795,000 |
| 2004 | 301 | 1,152 | EFIS, Dual Garmin GTN-750's WAAS, GAD-42 Roll Steering, GDL-69A Wx, NDH | Sale Pending! |
| 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 | \$1,730,000 |
| TBM | 850 | | P&W PT6A-66D Engine - 315 to 320 KIAS - Payload w/full fuel 800+ | Serial No 346 - 433 |
| 2006 | 351 | 700 | EFIS-40, Dual Garmin 530W's, GMX-200 MFD, TAS/TAWS, RVSM, XM Wx | Sale Pending! |
| 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 | 2,420 | ESP Gold, EFIS-40, Dual Garmin 530's, GMX-200 MFD, Wx-500, RVSM, located Europe | \$1,695,000 |
| 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 in Europe | \$2,200,000 |
| 2007 | 422 | 2,005 | ESP Gold, EFIS-40, Dual Garmin 530's, GMX-200 MFD, Wx-500, RVSM | \$1,795,000 |
| 2007 | 424 | 1,925 | 131 SHS, EFIS-40, Dual Garmin 530W's, GMX-200 MFD, TAS/TAWS, RVSM, XM Wx | \$1,975,000 |
| TBM | 850G | | Garmin G-1000 All-Glass Flightdeck | Serial No. 434 - 671 |
| 2008 | 435 | 665 | One Owner Since New! G-1000 Flight Deck, Chartview, GDL-69A, TAS/TAWS, RVSM | \$2,595,000 |
| 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, located Europe | \$2,475,000 |
| 2008 | 452 | 600 | G-1000 Flight Deck, Synthetic Vision, Chartview, GDL-69A, RVSM, NDH, located Europe | \$2,450,000 |
| 2008 | 459 | 1,050 | G-1000 Flight Deck, Synthetic Vision, Chartview, GDL-69A, RVSM, NDH | \$2,450,000 |
| 2009 | 528 | 855 | G-1000 Flight Deck, Synthetic Vision, Chartview, GDL-69A, RVSM, NDH | \$2,450,000 |
| 2012 | 603 | 287 | G-1000 Flight Deck, Synthetic Vision, Chartview, GDL-69A, RVSM, NDH | \$3,080,000 |
| 2013 | 636 | 320 | Pilot Door, G-1000 Flight Deck, Synthetic Vision, Chartview, GDL-69A, RVSM, NDH | \$2,979,000 |

✈ Frequently Asked Questions (FAQ)

Q. What is the maximum range of the TBM 850?
(ISA conditions, max take-off weight, NBAA IFR reserves)

A. With full fuel economy cruise 1,519 Nm
With full fuel max cruise 1,365 Nm

Q. What is the cabin altitude at FL200 and FL310 ?

A. 3,400 feet at FL200 and 9,350 feet at FL310

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

- 1993 Socata TBM 700A, S/N 90 \$950,000
- 2004 Socata TBM 700C2, S/N 301 Sale Pending!
- 2006 Socata TBM 850, S/N 351

Sale Pending!

- 2008 Socata TBM 850, S/N 435 \$2,595,000

Total TBM 700 fleet = 324 Aircraft

Total TBM 850 fleet = 325 Aircraft

Total Fleet Hours = 1,067,551 (data current as of September 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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