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# TBM Newsletter

September 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
1991	022	A	2,445	610 SHS	No	GMX-200	Garmin 480s	No	No	6	6	No	No	\$1.150
1993	084	A	1,935	435 SHS	Yes	MX-20	G 530/430	No	No	8	8	Yes	Yes	\$1.100
2000	164	B	1,525	25 SHS	Yes	GMX-200	Garmin 430s	No	No	7	7	No	No	\$1.525
2002	242	B	670	670	Yes	GMX-200	Garmin 530s	No	Yes	8	8	No	No	\$1.550
2004	288	C1	1,500	1,500	Yes	KMD-850	Garmin 530s	No	No	8	8	No	No	\$1.750
2004	292	C2	775	775	Yes	GMX-200	Garmin 530s	No	No	8	8	No	Yes	\$1.700
2004	298	C2	850	850	Yes	GMX-200	G 530/430	No	Yes	8	8	No	Yes	\$1.600
2005	330	C2	639	639	Yes	GMX-200	Garmin 530s	No	Yes	8	8	No	Yes	\$1.785
2006	340	C2	1,230	1,230	Yes	GMX-200	G 530/430	No	Yes	8	8	No	Yes	\$1.700
2006	366	850	950	950	Yes	GMX-200	Garmin 530s	No	Yes	8	8	No	Yes	\$1.900
2007	400	850	355	355	Yes	GMX-200	Garmin 530s	No	Yes	9	9	No	Yes	\$2.000
2007	403	850	600	600	Yes	GMX-200	Garmin 530s	No	Yes	9	9	No	Yes	\$2.025
2008	437	850G	520	520	G1000	G1000	G1000	Yes	Yes	9	9	No	Yes	\$2.600
2008	481	850G	465	465	G1000	G1000	G1000	No	Yes	9	9	No	Yes	\$2.600

## 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"	\$1,250,000↓
1991	013	3,210	1162 SHS, SB14261, Dual Garmin 530, Waas, GMX-200	\$1,250,000+
1992	030	4,335	35 SMOH, Garmin 530, Sandel, Garmin 327, No EFIS	\$1,290,000↓
1992	046	1,625	391 SHS, Chelton Synthetic Vision, Garmin 530/430	\$1,325,000+
1992	053	2,575	EFIS, Dual Garmin 530's, GTX-300, WX-500, TAWS	\$1,250,000*
1995	098	2,370	EFIS, Garmin 530/430, GMX-200, No A/C, damage	\$1,295,000↓

1995	107	2,775	EFIS, Garmin 530, KMD-850 w/ T&T, XM Wx, Skywatch	\$1,250,000*
1998	133	2,236	New P&I 2010, 97 SHS, non-EFIS, Garmin 530W, S/S	\$1,300,000+
<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	142	1,140	ESP Gold, EFIS, Garmin 530/430, Moving Map w/T&T	\$1,465,000+
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	\$1,525,000↓
1999	152	778	EFIS, Garmin 530/430, GAD 42 roll steer, Skywatch HP	\$1,595,000
1999	154	1,404	EFIS, Garmin 530/430, GMX-200, GDL-69A, GTX-330	\$1,675,000
2000	169	2,100	EFIS, Garmin 530/430, GMX-200, Roll Steering, GDL-69	\$1,500,000+
2001	186	1,200	1-owner, RVSM, EFIS, KMD-850 MFD, KLN-90B GPS	\$1,650,000
2002	215	1,475	EFIS, Garmin 530s, KMD-850 MFD, EGPWS, Skywatch	\$1,750,000
2002	230	1,150	EFIS, Garmin 530s, KMD-850 MFD, EGPWS, Skywatch	\$1,650,000
2002	232	1,140	EFIS, RVSM, IHAS-8000 w/T/T, KLN-90B, S/S, NDH	\$1,525,000↓
2002	234	995	Pilot Door, EFIS, Garmin 530W's, KMD-850, EGPWS	\$1,600,000*+
2002	235	1,637	EFIS, Garmin 530/430, KMD-850, Skywatch, Wx-500	\$1,695,000
2002	237	1,800	EFIS, Garmin 530s, GMX-200, TAWS, RDR-2000, S/S	\$1,495,000↓
2002	239	1,521	EFIS, Dual Garmin 530W, GMX-200 w/T&T, chartview	\$1,675,000*+
2002	243	1,350	EFIS, Garmin 530s, KMD-850, IHAS 8000 T&T, Wx-500	\$1,600,000
2003	244	1,885	C1, EFIS, Dual Garmin 530s, KMD-850 MFD, Skywatch	\$1,525,000
<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	\$1,700,000↓
2003	259	1,500	EFIS, Dual Garmin 530's, GMX-200 MFD, GTX-327	\$1,775,000↓
2003	261	410	EFIS, Dual Garmin 530, IHAS-8000, Air, Dual GTX-327	\$2,350,000
2003	262	660	EFIS, Dual Garmin 530, GMX-200 TAWS/TAS, GDL-69	\$1,849,000↓
2004	274	985	EFIS, Dual Garmin 530s, KMD-850 MFD, T/T, WX-500	\$1,795,000
2003	283	1,350	Pilot Door, EFIS, Dual Garmin 530s, KMD-850, freon air	\$1,835,000
2004	299	1370	EFIS, Dual Garmin 530s, KMD-850, Wx-500, GTX-330	\$1,700,000
2004	300	545	EFIS, RVSM, Pilot Door, Dual Garmin 530s, IHAS-8000	\$2,250,000
2004	301	799	EFIS, RVSM, Dual Garmin 530s, IHAS-8000, WX-500	\$1,840,000*
2004	306	1,060	Pilot Door, EFIS, Garmin 530s, KMD-850 w/TAS & TAWS	\$1,799,000
2004	309	1,502	Pilot Door, RVSM, Dual Garmin 530w, EX-500, Charts	\$1,995,000
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	327	760	EFIS, Dual Garmin 530s, GMX-200-TAS/TAWS, RVSM	\$1,900,000
2005	329	775	EFIS, Dual Garmin 530s, GMX-200-TAS/TAWS, RVSM	\$2,215,000
2005	334	1,081	EFIS, Dual Garmin 530s, GMX-200 with TAS/TAWS	\$1,795,000↓
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	356	900	EFIS, Dual Garmin 530W's, GMX-200, GDL-69, RVSM	\$1,995,000+
2006	365	625	EFIS, Dual Garmin 530W's, GMX-200, GDL-69, RVSM	\$2,250,000+
2006	386	560	EFIS, Dual Garmin 530, GMX-200, Traffic/Terrain, RVSM	\$2,200,000
2007	393	750	EFIS, Dual Garmin 530s, GMX-200 MFD, RVSM, NDH	\$2,695,000
2007	397	485	Pilot Door, Dual Garmin 530, GMX-200 w/chart, RVSM	\$2,495,000
2007	405	900	Pilot Door, Dual Garmin 530, GMX-200 w/chart, RVSM	\$1,965,000+

2007	410	370	1-Owner, EFIS-40, IHAS-8000, Dual Garmin 530,RVSM	\$2,450,000
2007	425	501	Pilot Door, EFIS, Dual Garmin 530W, GMX-200, RVSM	\$2,500,000
<b>TBM</b>	<b>850</b>		<b>GARMIN G-1000 GLASS PANEL</b>	
2008	452	130	Garmin G-1000, GMC-710 Autopilot, GDL-69, RVSM	\$2,675,000
2008	445	360	Pilot Door, Garmin G-1000, GMC-710 Autopilot, RVSM	\$2,695,000+
2008	458	190	Garmin G-1000, GMC-710 Autopilot, GDL-69, RVSM	\$2,595,000+
2008	464	85	Garmin G-1000, GMC-710 Autopilot, GDL-69, RVSM	\$2,800,000
2008	468	350	Garmin G-1000, GMC-710 Autopilot, GDL-69, RVSM	\$2,600,000+
2008	471	510	Garmin G-1000, GMC-710 Autopilot, GDL-69, RVSM	\$2,600,000
2009	488	210	Garmin G-1000, GMC-710 Autopilot, GDL-69, RVSM	\$2,700,000

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

**All you need to do is look above at the number of TBM's that have sold in the last two months to draw your own conclusion as to the overall condition of the TBM market. In a typical two month period eight TBM's are sold so with fourteen TBM sales for this period buyers are taking advantage of the soft market but they are also clearing off the excess inventory of TBM's for sale which will in effect stabilize the price and in due course increase sale prices. There are presently sixty-one TBM's for sale compared to approximately five hundred and fifty TBM's that have been built so the inventory is decreasing rapidly. A balanced market where neither the buyer nor seller has an advantage is when 10% of the total number of aircraft manufactured is available for sale which would be fifty five aircraft so we are not too far away from a balanced market. Now is the time to buy before conditions favor the seller and prices increase.**

**The following was provided courtesy of Aircraft Bluebook:**

## **PRE-OWNED AIRCRAFT TRANSACTIONS INCREASE WHILE VALUES DECREASE**

by Carl Janssens, ASA | Aircraft Bluebook — Price Digest

There should be some optimism in our industry.

Buyers and sellers are finally coming to terms with what the market will bear for a given aircraft. And with that, the pre-owned aircraft market is seeing more completed deals. The gridlock of available inventory is starting to show some movement.

Values, on the other hand, remain soft with few signs of recovery.

Some of the factors that could be making an indirect impact on values relate to finance. Major lenders are adapting to the 20-year rule. That is, the age of the aircraft and term of the loan cannot exceed 20 years. Prior to the economic meltdown, it was a 30-year rule. Of course, there are exceptions to every rule, but this 20-year rule will continue to have a softening effect on value in the pre-owned market.

Another factor that might have a driving effect is the increase in cash buyers. Cash is a hard snare to turn away from if you are selling an aircraft. In return, the cash buyer will demand exceptional equipment at a discounted price.

To a lesser extent, aircraft foreclosures might have an impact on the industry. Time and condition do account for values in the marketplace. If an aircraft is sold outside the box of reason, then civil litigation will probably ensue.

You, the market itself, the live dynamics of what makes this whole process happen, may have your own opinion too. Let us know your thoughts.

## Jet

### Bluebook-at-a-glance

**Increased — 3**

**Decreased — 595**

**Stable — 281**

Late-model, large-cabin aircraft are retaining value. The medium-range business jet, such as the Lear 45 series and the Hawker 800 series, continues to show signs of normal depreciation.

Citation X and the Sovereign were off from last quarter. Bombardier Global Express and the 5000 remained steady while the Challenger 604 declined. The Falcon 7X held steady, but the Falcon 50 was down. Values for late-model Gulfstreams held steady, yet values for earlier models were off.

## Turboprop

### Bluebook-at-a-glance

**Increased — 25**

**Decreased — 135**

**Stable — 434**

The ag market still rules in this category because the very boutique and limited markets hold on to value.

One surprise this quarter is the DeHavilland Twin Otter DHC-6. Limited inventories, great demand and a new production line have brought a burst of life into the values of these aircraft. Check the values in the new fall 2010 release of Aircraft Bluebook.

Late-model King Airs were down slightly.

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

- 1992 Socata TBM 700A S/N 053 \$1,250,000
- 1993 Socata TBM 700A S/N 084 **SOLD!**
- 1995 Socata TBM 700A S/N 107 \$1,250,000
- 2002 Socata TBM 700B S/N 234 \$1,600,000
- 2002 Socata TBM 700B S/N 239 \$1,675,000
- 2004 Socata TBM 700C2 S/N 292 **SOLD!**
- 2004 Socata TBM 700C2 S/N 301 \$1,840,000
- 2007 Socata TBM 850 S/N 400 **SOLD!**
- 2008 King Air B200GT S/N BY-48 Make Offer

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.caijets.com](http://www.caijets.com) or send an email to [jp@caijets.com](mailto:jp@caijets.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 horizontal line extending 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