

DAHER-SOCATA TBM TURBOPROPS



MARKET REPORT FALL 2023

TBM 700 SERIES | TBM 850 | TBM 900 SERIES



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Steve Davis Executive Sales Director (The "TBM Guy") is based with Elliott Jets in Des Moines, Iowa. He joined Elliott in November 2005 and is an Elliott Jets specialist in charge of New and Pre-owned Daher/Socata TBM Turbo Prop Aircraft. His resume includes: 50 years of sales and marketing experience, has held positions as Avionics Regional Sales Manager, National Sales Manager and Director of Sales and Marketing, as well as a small business owner and multiple aircraft owner. He is a CFII-MEII-IGI Instructor/ Commercial pilot with 20,000+ hours total time and 2,500+ hours in TBM aircraft as a Pilot and instructor. Steve is an IADA Certified Broker and with his heavy focus on the TBM market, is very much a TBM expert in every way and very active with the TBM owner community.





SERVICES



Brokerage

Our dedicated Brokerage team is committed to helping you sell your aircraft quickly, confidently and for the best possible list price. From start to finish, we make the process simple and straightforward by managing every aspect of your transaction—including up-to-date market assessments, legal documentation, omni-channel marketing, technical evaluations, pre-purchase inspections and more.

Acquisition

Our expert Acquisition team is unmatched within the industry for our ability to find, negotiate for and secure the best aircraft available. By understanding your needs, we leverage industry trends, market expertise and insider resources to acquire the right aircraft for your mission. And because we are an inventorying buyer, our team has outstanding relationships with manufacturers, banks, fleet operators and anyone else you need to get the job done right.



TBM 700 SERIES

700A, 700B, 700C2



Market Overview

TBM 700 series inventory has declined slightly and activity has increased as we head into the fourth quarter of 2023. There currently are 12 aircraft for sale, down slightly from last quarter. Inventory levels now represent 4.5% of the active fleet. Activity jumped 33% with nine sales taking place last quarter, the most since Q4 of 2022. We are still behind last year's pace, but Q3 transactions matched last year's numbers. Pricing declined slightly, with levels now even with Q1 of 2022. With a slight reduction in price yet strong demand, this market remains balanced for buyers and sellers.



TBM 700 SERIES

700A, 700B, 700C2



BALANCED MARKET

Decreased Pricing | Strong Demand

MARKET SNAPSHOT

On Market

QUANTITY

12

(4.5% of fleet)

INVENTORY

-1

(over 90 days)

TOTAL TIME

3,300

(average)

Global Fleet

QUANTITY

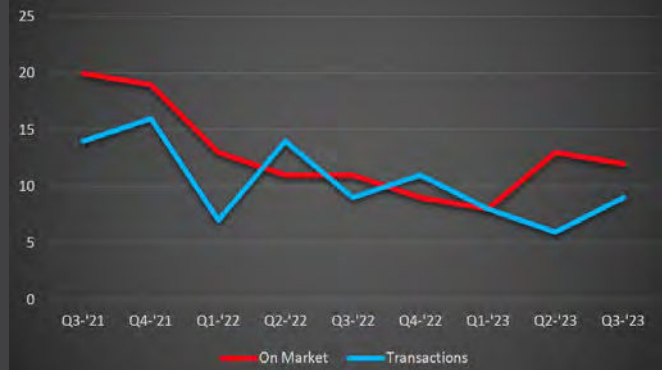
269

Q3 TRANSACTIONS

9

Data courtesy of JETNET LLC

ACTIVITY



CURRENT VELOCITY



VALUE RETENTION



TBM 850



Market Overview

TBM 850 inventory has jumped yet again, and transactions have cooled off. After inventory surged to 23 listings at the turn of the year, things settled down with Q2 averaging only 14 listings. Well, a good number of listing have hit the market recently and we are back up over 20 listings. As with Q1, we are back up over 6% of the active fleet. The third quarter only produced five sales, the slowest quarter we've seen in more than three years. The good thing is prices have held steady for now, holding steady for three straight quarters. With elevated inventory yet pricing holding strong, this market balanced for buyers and sellers.





BALANCED MARKET

Strong Pricing | Elevated Inventory

MARKET SNAPSHOT

On Market

QUANTITY

21

(6.5% of fleet)

INVENTORY

+7

(over 90 days)

TOTAL TIME

1,861

(average)

Global Fleet

QUANTITY

323

Q3 TRANSACTIONS

5

Data courtesy of JETNET LLC

ACTIVITY



CURRENT VELOCITY



VALUE RETENTION



TBM 900 SERIES

900, 910, 930, 940



Market Overview

TBM 900 series inventory has jumped 70% but transactions are holding steady. There are now 17 aircraft for sale, the most we have seen in these markets since Q3 of 2021. However, even with this increase just 4% of the active fleet is listed for sale. Transactions have ticked up for two straight quarters now, with Q3 producing nine sales. We are well behind last year's pace, but inventory levels did start 2023 off with just five listings. Pricing remains firm, which is no surprise to the 900 series which has recently been the TBM's steadiest market. With more options to choose from, yet steady pricing, this market is balanced for buyers and sellers.



TBM 900 SERIES

900, 910, 930, 940



BALANCED MARKET

Steady Pricing | Increased Inventory

MARKET SNAPSHOT

On Market

QUANTITY

17

(4.0% of fleet)

INVENTORY

+7

(over 90 days)

TOTAL TIME

950

(average)

Global Fleet

QUANTITY

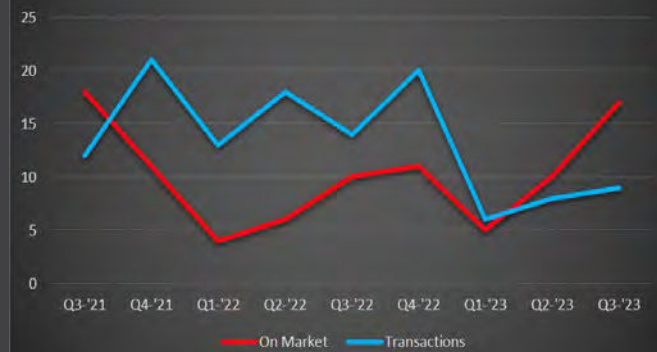
422

Q3 TRANSACTIONS

9

Data courtesy of JETNET LLC

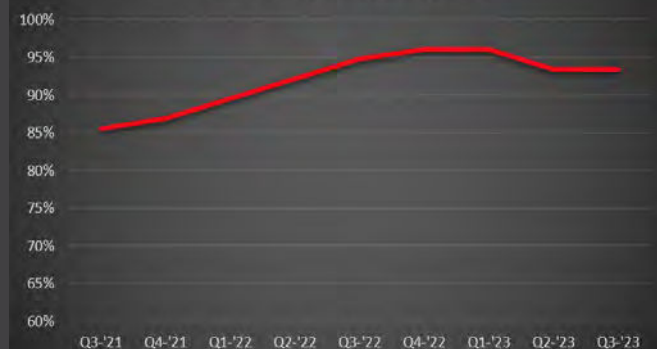
ACTIVITY



CURRENT VELOCITY



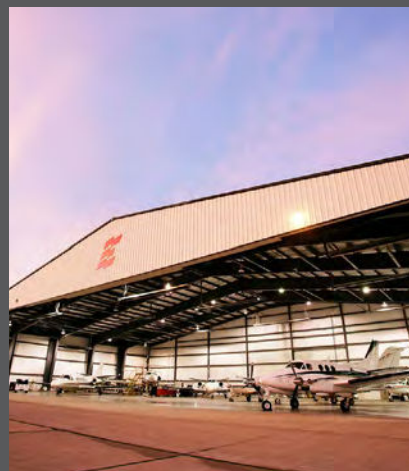
VALUE RETENTION



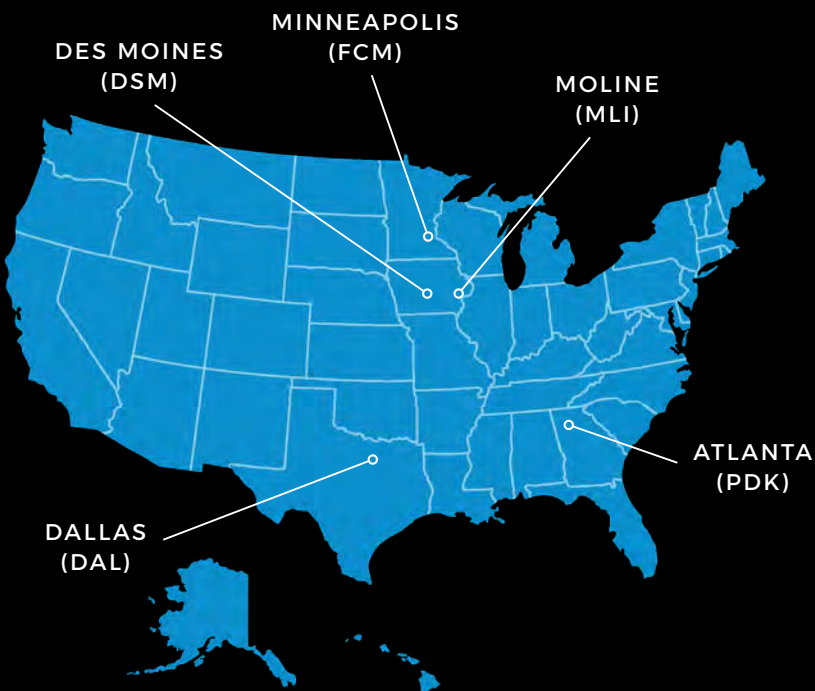
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- » Full-service MRO (5 facilities)
- » FAA- & EASA-Certified
- » 400 employees nationwide
- » Member IADA, NBAA, NATA, GAMA, AEA & Pinnacle Network



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President & CEO



Todd Jackson
VP of Acquisitions



Jim Mitchell
Executive Sales Director



Steve Davis
Executive Sales Director



Eric Hammer
Executive Sales Director



Jim Becker
Accredited Senior
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Mike Fischer
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Andrew Crawford
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