

Stuck in the Middle

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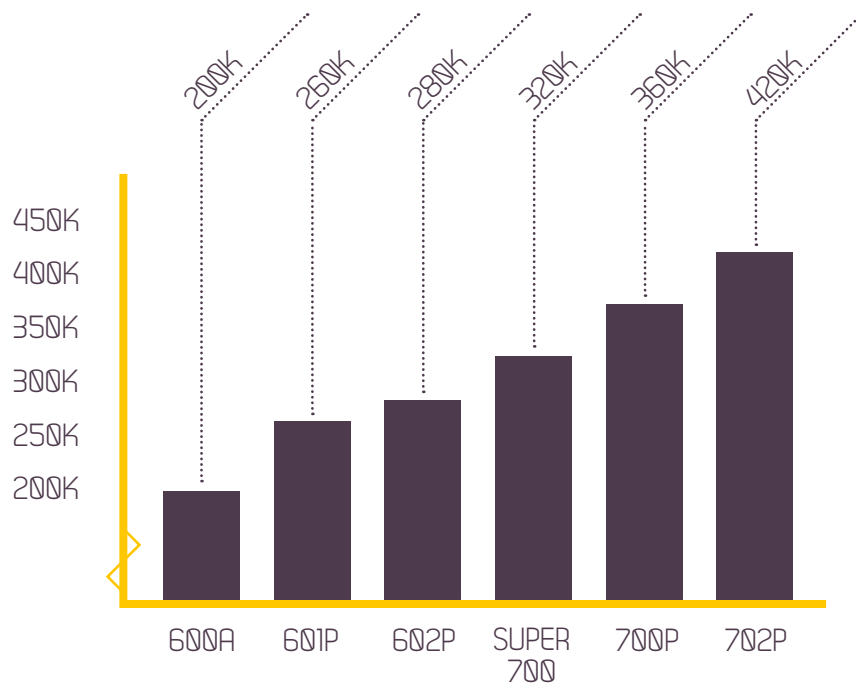
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One of your AOA membership benefits is my help in locating or selling your Aerostar. I enjoy being of assistance in helping an Aerostar owner sell his or her beloved Aerostar as well as hearing from new AOA members who would like to find the Aerostar of their dreams.

Even though I stay out of the financial arrangements of the buyer and seller I'm often asked "What is she worth?" This question can cause me to get stuck in the middle if I don't watch out.

Whether I'm talking to the buyer or the seller I use the same algorithm. A Queen of the Fleet Aerostar, IMO is worth:

QUEEN OF THE FLEET AEROSTAR ESTIMATED VALUE



AUTHOR'S NOTE

The model 601A and 601B do not sell often enough to determine their value.

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TO SEE MORE FIGURES

So with that said, what is the plane's value?
To answer the value question you have to
establish the cost of the following:

ENGINE OVERHAUL

(Model 600) **\$35K** each
(Model 601P) **\$45K** each
(Model 602P) **\$50K** each
(Model 700P or Super 700/702P) **\$65K** each (T10540U2A)

PROP OVERHAUL

Overhauled Propellers with existing
new style hubs **\$7.5K** each

AVIONICS UPGRADE

Latest Garmin Radios **\$35K**
Add another **\$25K** for a Primary Flight Display upgrade.

PAINT AND INTERIOR

Paint **\$25K**
Interior add **\$10K** (non-leather seats),
\$15K (leather seats)

So with these ballpark numbers let's look at the value of a 1979 601P 3400TT, Left /Right Engine 1750 TSMOH, Propellers 950 TSMOH (OVH date 1998), Aircraft paint and interior in 1997, last annual May 2010, King Radios, De-ice Boots replaced 1998, JPI EDM760 Engine Monitor, and J&B Air Conditioning.
Now, let's do the math! A Queen of the Fleet 601P is worth \$260K. Our example 601P needs engines (1800 TBO) deduct \$90K,

propeller overhaul deduct \$15K, radio upgrade deduct \$35K, 16 year old paint deduct \$25K, and interior deduct \$15K for leather.
In my opinion you are looking at an \$80K 601P. What factors would add value? I believe the King KFC 200 autopilot would add value above

EXAMPLE // 1979 601P 3400TT

ESTIMATED VALUE = **\$260K**
(IN GOOD CONDITION)

ENGINES	- \$90K
PROPELLER OVERHAUL	- \$15K
RADIO UPGRADE	- \$35K
16 YR. OLD PAINT	- \$25K
INTERIOR	- \$15K

VALUE = **\$80K**

the Century IV or Bendix FC810. Why? The ease of upgrading to a Garmin G600 PFD. Additionally, the air conditioning, an engine monitor, de-ice equipment, and/or radar add value.

THE SELLER WOULD BE RESPONSIBLE FOR ANY AIRWORTHINESS ITEMS (I.E. TURBOCHARGERS, WASTEGATES, ETC.). THE BUYER WOULD PAY FOR NEW TIRES, NEW BATTERY, NEW SPARK PLUGS, NEW MAGNETOS, ETC.

My offer would be \$80K with a fresh annual to be split between the buyer and the seller. The seller would be responsible for any airworthiness items (i.e. turbochargers, wastegates, etc.). The buyer would pay for new tires, new battery, new spark plugs, new magnetos, etc. If the buyer decides to purchase without a fresh annual, then at least a pre-buy would be in order to make sure we are dealing with an airworthy aircraft. The individual

performing the pre-buy should not be the individual who signed off the annual. I am not a big believer in pre-buy inspections over a fresh annual because there is no FAA definition of a pre-buy but the FARs do address the annual inspection criteria. Once we think we have an agreement both buyer and seller need to agree on an escrow agent and a refundable deposit if things don't work out with the sale. I usually suggest AOPA as an escrow agent and organization for help with the title search and FAA 337 search.

Here are some of the things I look for in a Pre-buy inspection:

1. HOW MANY DIFFERENT SHOPS HAVE MAINTAINED THIS AIRCRAFT IN THE LAST 10 YEARS? I believe an aircraft which changes maintenance facilities yearly is doing so because the owner has a problem with what was said or done at the last annual. Example: The IA says next year you will need to overhaul those magnetos because they will have 500 hours on them.

2. LOGBOOKS ARE ALL HERE! (airframe, both engines, both propellers) all the way back to the beginning. If not why not, and was buyer told up front.

3. ARE LOGBOOKS COMPLETE? All pages in order and calculation

of airframe, engine, and propeller time accurate.

4. ARE ALL ADS COMPLIED WITH? And determine when re-occurring ADs will be due.

5. IF SELLER CLAIMS ITEMS (EXAMPLE ENGINES, PROPS, ETC.) ARE OVERHAULED, DOES THE LOGBOOKS INDICATE THE OVERHAUL? The word "overhaul" must appear in the logbook entry. Teardown, inspect, and re-assemble is not an overhaul.

6. WHEN WAS THE LAST PITOT/STATIC/TRANSPONDER CHECK PREFORMED? Needs to be preformed within the last 24 months to fly IFR.

7. DO YOU FIND FAA 337S FOR ALL LOGBOOK ENTRIES WHICH REQUIRE THEM?

Any major airframe modification requires a 337.

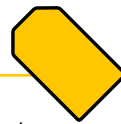
8. HOW OLD IS THE WINDSHIELD? There are two life limited items on the Aerostar. The windshield gets replaced at 4680 total time and the side windows at 16K hours.

9. FLUID LEAKS? Check the wings for fuel leaks. Check landing gear/flaps for hydraulic leaks. Check engines for oil leaks.

10. AVIONICS SIGN-OFF FOR IFR OPERATIONS. If GPS navigation system has WAAS capability, does airframe logbook have GPS approach sign off?

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TO SEE MORE TIPS

Other thoughts!



When buying a Machen Superstar Modified Aerostar I believe the following make the aircraft more valuable:

1. **Lycoming Heavy Duty Engine Cases.**
2. **Machen Auxiliary Fuel Tank.**
3. **Known Ice Option.**
4. **Engine Top Overhaul @ 50% of TBO.**

The only way to determine the condition of the Aerostar is to fly the aircraft to its service ceiling. If on the way up to altitude you experience pressurization, power, or heat issues then you need to determine cause before you purchase. These items can get really expensive very quickly. So address them now, not later. I hope this article answers many of the questions you have about

buying or selling your Aerostar. The dollar values are based on cost I have experienced in Oklahoma and vary widely across the country. You need to gather your own costs associated with creating or selling your Queen of the Fleet. As always I recommend calling the **AOA Hotline (918-625-3161)** to discuss your plans before you buy.

Fly Safe!



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