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Aircraft Bluebook Report Description and Definitions

For a nominal price of \$125.00, AERONUVO, The Aircraft Appraisal and Valuation Company can provide to the customer an Aircraft Bluebook® Report on many aircraft. The purchase of this report contains specific aircraft data and information solely provided by the customer and delivered to us. Turnaround time is typically 24 to 48 hours after receipt of payment.

The Aircraft Bluebook® or “Bluebook” is designed and developed as a service for the purchasers thereof to assist them in arriving at the fair market value of aircraft described in the report provided by AERONUVO, but is intended only as a guide and is not to be considered to reflect all factors involved in an actual appraisal process of any particular aircraft. All prices in the Aircraft Bluebook Report are considered a representative average.

The data utilized in generating the Aircraft Bluebook Report for the customer is solely provided for and by the customer (purchaser) of such reports from AERONUVO.

Drawings found in the reports are for general reference only and may not incorporate minor differences between year models.

The information delivered in the Aircraft Bluebook Report herein is prepared from many sources, is edited, and believed to be correct. The publishers of the Aircraft Bluebook Report do not warrant the accuracy of the source material and assume no responsibility to any person or persons in connection with the use of this service. In case of error or omission, the liability of the company, if any, is limited and many not, in any event, exceed the amount paid for the service during the period covered by the report in which the error or omission occurred.

Pricing Information

Prices and other data in the Aircraft Bluebook are editor opinions, which are based on information derived from sources that our editorial staff believes to be reliable. The publisher and editors do not assume any responsibilities for the accuracy of the source material.

The individual Aircraft Bluebook report provided by **AERONUVO**, is not to be construed as an aircraft appraisal at any time.

Market Value, Fair Market Value

(Also known as CURRENT MARKET VALUE if the value pertains to the time of the analysis.) The Appraiser's opinion of the most likely trading price that may be generated for an aircraft under the market circumstances that are perceived to exist at the time in question. MARKET VALUE assumes that the aircraft is valued for its highest, best use, that the parties to the hypothetical sale transaction are willing, able, prudent and knowledgeable, and under no unusual pressure for a prompt sale, and that the transaction would be negotiated in an open and unrestricted market on an arm's-length basis, for cash or equivalent consideration, and given an adequate amount of time for effective exposure to prospective buyers.

Fair Market Value

This term is synonymous with MARKET VALUE, and likewise CURRENT FAIR MARKET VALUE is synonymous with CURRENT MARKET VALUE because the criteria typically used in those documents that use the term "fair" reflect the same criteria set forth in the above definition of MARKET VALUE.

Standard Price

This "FACTORY NEW LIST" price assumes an aircraft with the minimum equipment as specified by the manufacturer. This price for most aircraft includes paint, interior and minimal VFR instruments.

Average Equipped

The second "FACTORY NEW LIST" price reflects the way most aircraft of a particular type left the manufacturer or completion center. It generally includes the equipment listed in the BASE AVG.

Average Retail

This column is the retail market price for an average (mid-time) used aircraft. This price is not a forecast. It is a report from the end of the previous quarter. Use the Aircraft Bluebook as a guide, then check the current market.

Base Avg

Aircraft in the Bluebook are priced with the equipment listed in the BASE AVG. This equipment (and set of conditions) is normally how the average aircraft of a particular type is configured. For example, if most of the Learjet 35 fleet is equipped with thrust reversers, then the Bluebook will include thrust reversers in the BASE AVG of Learjet 35s.

Wholesale

Component of Average Retail resulting in lower value.

Damage History

Many factors affect the market value of a damaged aircraft. To properly assess the fair market value of a damaged aircraft, an experienced appraiser should be engaged to assess the damage and evaluate the current market for that particular model.

Avionics

Space does not permit listing prices for every piece of equipment. If the avionics package is of higher or lower quality than average, an adjustment should be made. Avionics prices in the Supplemental Pricing section of the Aircraft Bluebook should be used to estimate the values of equipment not found on the "Add for" line. Avionics listed in the BASE AVG and "Add for" line usually are the equipment found on that type of aircraft.

ADs

Airworthiness Directives (AD) listed herein are selected and edited with great care. They are presented only as a guide and are not to be relied upon as conclusive evidence of AD applicability. Liability rests with the purchaser of the aircraft. AD applicability should be determined by a competent FAA authorized mechanic.

Serial Numbers

The value of aircraft with no yearly model change is determined by date put in service, not by date of manufacturer. The listed serial numbers are for information, not to determine value. They are by model year when the manufacturer cooperates in giving them. Otherwise, they are approximate by calendar year as registered at the FAA. The date of manufacture and model year should be determined by aircraft records.

Engine Time

Research indicates that most piston engines need to be overhauled at approximately 100% of Time Before Overhaul (TBO). Turbine engines normally achieve 100% of TBO if hot sections and other recommended maintenance are accomplished. Bluebook prices are based on mid-time engines, using these percentages. Average overhaul costs are estimated average field costs, which do not include prop overhauls and other extras. Helicopter rotors, blades and gear boxes are not included in engine overhaul prices. Associated costs for new or reman engines will normally be greater than the average field overhaul costs.

Modifications

Historically, most modifications fall far short of their original cost in the resale market. However, many modifications and conversion add value to an aircraft. These should be evaluated based on perceived worth to the end-user or actual performance improvement.

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AircraftBluebook

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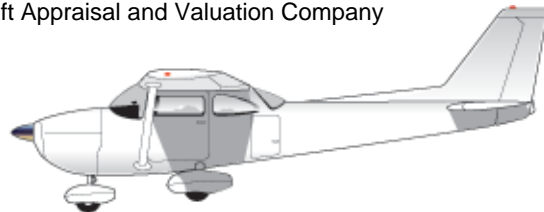
Aircraft Bluebook

March 2, 2017

Cessna 1997 - 172 R

Single Engine Piston
 Model: **CESSNA 172 SKYHAWK (1997 & up)**
 Year: **1997**
 Serial Number: **17280004 through -80305**
 Trend: **No Change**
 Engine Takeoff Power: **Lyc 160 hp, IO-360-L2A**
 Average Overhaul \$ Installed: **25,000**
 Engine TBO Hours: **2000**
 Max Seats: **4**
 Appraisal Points: **Includes wheel fairings**

Prepared for Mr. James Bond
AERONUVO, The Aircraft Appraisal and Valuation Company



Base Average Equipment

Dual nav-com	xpdr	enc alt
G/S	1000 SMOH	AFTT +/- 10% of avg
eng compression 85% of avg	orig logs	good paint & interior
no DH	6-mo annual	ADs complied

Recent ADs

13-11-11	12-22-1	12-19-1	11-26-4	09-22-3	08-2-18	07-5-10	07-4-19
06-6-16	06-20-9	05-5-53	05-13-10	04-15-18	03-14-3	03-1-3	01-6-17
00-6-1	99-18-14	98-25-3	98-25-2	98-2-5	98-14-7	98-14-3	98-13-41
98-1-1	97-15-11	97-12-6					

Aircraft ID Information

Aircraft Registration Number: **N007JB**
 Aircraft Serial Number: **007007007**

Aircraft Bluebook Values - Spring 2017 Vol. 17-01

	Factory New List Price	Standard Equip Price	Factory New List Average Equip Price	Average Retail Price	Average Wholesale Price
Published Rates	\$124,500.00		\$135,700.00	\$85,000.00	\$69,000.00
Total Time Air Frame (1766.0 hrs)	\$0.00		\$0.00	\$6,120.00	\$4,968.00
Since Major Overhaul - Engine 1 (100.0 hrs)	\$0.00		\$0.00	\$11,250.00	\$11,250.00
Bendix-King (Honeywell) - KX 155A	\$0.00		\$0.00	\$1,515.00	\$1,136.25
Bendix-King (Honeywell) - KT 76A	\$0.00		\$0.00	\$570.00	\$427.50
Bendix-King (Honeywell) - KX 155A	\$0.00		\$0.00	\$1,515.00	\$1,136.25
Bendix-King (Honeywell) - KLN 89B	\$0.00		\$0.00	\$1,468.50	\$1,101.38
Bendix-King (Honeywell) - KMA 24 series	\$0.00		\$0.00	\$462.00	\$346.50
Bendix-King (Honeywell) - KAP 100	\$0.00		\$0.00	\$4,035.00	\$3,026.25
Bendix-King (Honeywell) - KR 87	\$0.00		\$0.00	\$1,878.00	\$1,408.50
Has New Paint	\$0.00		\$0.00	\$5,500.00	\$4,125.00
Has New Interior	\$0.00		\$0.00	\$5,500.00	\$4,125.00
Total	\$124,500.00		\$135,700.00	\$124,813.50	\$102,050.62

Please Read

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AERONUVO AIRCRAFT BLUEBOOK REPORT SPECIFICATION WORKSHEET

AIRCRAFT INFORMATION						
Year	Make	Model	Serial Number			
Registration Number	Base Airport	Aircraft Contact (Name)		Aircraft Contact (Phone Number)		
Is the aircraft flown outside of the continental United States or Canada? Yes No If yes, which countries?		Turbine Ownership Exp. # Years	Purchase Price	Purchase Date		
Is the aircraft operated, completely or partially, under a Part 135 Certificate? Yes No		Avg. (Expected) Charter Hrs./Yr.		Avg. (Expected) Total Hrs./Yr.		
Primary Maintenance Facility	Phone	Has aircraft ever operated under foreign registry (please check)? If yes, which country?		Yes	No	
AIRFRAME / ENGINE INFORMATION						
Current Airframe Total Hours	Landings		As of			
Landing Gear Overhaul:	Time When Completed	Cycles When Completed	Date of Overhaul	TBO		
Last Major Airframe Check/Inspection:	Level of check	Time when Completed	Date of check			
Engine Make	Engine Model		Engine Time Between Overhaul (TBO)			
	Engine No. 1			Engine No. 2		
Serial Numbers:						
Total Hours/Cycles:	Hours	Cycles	Hours	Cycles		
Date of Overhaul-Core/By:	Date	Service Center	Date	Service Center		
Hours/Cycles SMOH-Core:	Hours	Cycles	Hours	Cycles		
Hours/Cycles SHOT-MPI:	Hours	Cycles	Hours	Cycles		
~ For Turboprops Only ~						
Propeller Make	Propeller Model		Propeller Time Between Overhaul (TBO)			
	Propeller No. 1			Propeller No. 2		
Serial Numbers:						
Hours/Months SPOH:						
OTHER KEY INFORMATION						
	YES	NO	TYPE	CONTRACT NO.	ENGINE NO. 1	ENGINE NO. 2
Engine Maintenance Program? (MSP, JSSI, Power-by-the-Hour, etc.)	<input type="checkbox"/>	<input type="checkbox"/>			%	%
Computer Maintenance Tracking Program? (CAMP, G-CMP, CIMMS, etc)	<input type="checkbox"/>	<input type="checkbox"/>	Specify Program Type:			
Reduced Vertical Separation Minimum Compliant (RVSM)?	<input type="checkbox"/>	<input type="checkbox"/>				
Damage History?	<input type="checkbox"/>	<input type="checkbox"/>	If yes, please attach written explanation			
Any Missing Log Books?		<input type="checkbox"/>	Where are the Log Books kept? In English or a Foreign Language?			
Noise Compliance (please check)	Stage I	Stage II	Stage III			

EXTERIOR CONDITION						
GOOD	AVERAGE	POOR	Comments			
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>				
When Painted?	(Year/hours)	By	Colors			
INTERIOR CONDITION						
GOOD	AVERAGE	POOR	Comments			
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>				
When Refurbished?	(Year/hours)	Was Interior Totally Replaced or Re-ragged?	By	Passenger Seating		
FLIGHT DECK EQUIPMENT (number of units, make and model)						
Flight Director System			Electronic Flight Instrument System			
Auto Pilot			Global Positioning System			
Flight Management System			Traffic Alert & Collision Avoidance System/Device			
Communication Transceivers		8.33 Spacing? Yes No	Radar			
Navigation Receivers		FM Immunity? Yes No	High Frequency Com			
Automatic Direction Finder			Flight Phone			
Distance Measuring Equipment			Encoding Altimeter			
TAWS/EGPWS			Radio Altimeter			
Inertial Navigation System			Transponder	Mode S? Yes No	Flight ID? Yes No	
BRNAV		1 5 10	Flight Data Recorder			
HUD	EVS		Cockpit Voice Recorder			
ADDITIONAL FEATURES / MODIFICATIONS / OPTIONS						
Is aircraft equipped with any of the following?						
	YES	NO	ORIGINAL EQUIPMENT INSTALLATION	AFTERMARKET INSTALLATION	MODEL	Hours Since Overhaul
Auxiliary Power Unit (APU)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
Thrust Reversers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
Long Range Fuel Tanks	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			
Extended Baggage	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			
List Other:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			
List Other:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			
List Other:						
List Other:						
LAST THREE MAINTENANCE INSPECTIONS						
1) Type of Maintenance Inspection		Time when Completed			Date Completed	
2) Type of Maintenance Inspection		Time when Completed			Date Completed	
3) Type of Maintenance Inspection		Time when Completed			Date Completed	
MAINTENANCE DUE LIST						
Type of Maintenance Inspection:				Date Due:		
Type of Maintenance Inspection:				Date Due:		

Completed / Certified By: _____ Date: _____