SAMPLE REPORT DISCLAIMER

The attached report is a sample and not intended to represent any specific aircraft, appraisal period or appraisal scenario. It may be a compilation of different appraisal reports and any discrepancies in the comments and associated values used in this report are not typical. The values used in this report are not intended to be actual or representative of factual calculations and are used in this report to represent "placeholders" only.

The format of this report may change over time but the basic information shown in this report should not.

This report remains the property of Plane Data, Inc. and any effort to use this report as an actual and factual appraisal report is not permitted.

Michael J. Simmons – President, Plane Data, Inc.
PAAO Senior Aircraft Appraiser
800-895-1382

Plane Data, Inc.

AIRCRAFT APPRAISAL REPORT

Client:	Any Bank	**Attention:**	Any Client
Company:	Any Company	**Phone:**	123-456-7890
Address:	Any Street Any City, Any State 12345		

This aircraft appraisal report is intended to be used by:

John Q. Banker
Any Bank

This appraisal report is to be held strictly confidential and should not be disseminated to anyone other than the intended users without the client's permission.

It is intended that this appraisal report be used to estimate the Market Value of the subject aircraft in U.S. dollars for purchase consideration purposes. For the purposes of this aircraft appraisal report the aircraft is considered to be free and clear of all liens and encumbrances, unless noted within the report.

This aircraft appraisal report is intended to be used by the client for the purpose(s) noted. It should not be used for any other purpose, nor should it be considered valid after the effective date expressed in the report. The entire appraisal is based on this appraiser's visual inspection of the aircraft and its records on the effective date of this report.

This report is not intended to be an evaluation of the mechanical condition of the aircraft, nor is any of the data herein intended to be used for evaluating the mechanical condition of the aircraft. This appraiser urges the client and/or purchaser of this aircraft to engage an FAA licensed A&P mechanic who has knowledge of the aircraft make and model to inspect the aircraft for mechanical defects prior to completing the purchase.

No responsibility is assumed for matters legal in character and Plane Data, Inc. is not required to give testimony or attendance in court by reason of this appraisal unless previous arrangements have been/are made for such court appearance.

Scope of Work

The scope of work for this assignment included:

A. **A physical inspection of the subject aircraft identified in the Aircraft Identification Section of this report. This inspection does not include the removal of inspection plates or any cowlings for internal examination.**

B. **A physical inspection of the aircraft's logbooks and records.**

C. **Determination whether the Market, Cost, or Income approach is relevant to the subject aircraft. The Cost and Income approaches were deemed to lack relevance with regard to this aircraft as this type of aircraft is priced based on market activity.**

D. **Determination of Market Value of the subject aircraft.**

E. **The appropriate research that included many sources such as aircraft advertised for sale, published value information, and the use of proprietary databases.**

F. **The preparation of this appraisal report.**

G. **The registered owner of the aircraft was established using the aircraft's registration and FAA records as verification. It appears that the ownership does not have a bearing on the value of this aircraft. The registered owner is assumed to have full and legal title to the aircraft, and it is further assumed that the registered owner has the unconditional power to dispose of the property as it sees fit.**

Michael J. Simmons – President, Plane Data, Inc.
PAAO Senior Aircraft Appraiser
800-895-1382

Aircraft Identification

Make: CESSNA AIRCRAFT COMPANY **Model:** 414A - Chancellor

Serial No: 414A-XXXX **Reg. No.:** N12345 **Yr. Mfg.:** 19XX

Type of Aircraft: Multi-Engine Turbo Piston Cabin Class

Airframe Total Time: XXXX **Hrs.** **No. Landings:** N/A **Cycles:** N/A

Airframe Condition: Good

Airframe Total Time Detail Of Calculation: The total time on the airframe is taken from log book entries and the on board tachometer. It is believed to be true, accurate and correct.

Comments On Visual Inspection: At the time of the examination, the aircraft showed no dents, dings or deformations on the leading edges and there were no obvious signs of corrosion. No unusual puckering or pulling was observed around rivets and all rivet lines were straight. Some heavy abrasion was observed on the short wing next to the fuselage which is typical for this type of aircraft and its use. In addition, some minor cracks and breakage were observed in several pieces of the fiberglass trim and panels. The imperfections were observed on closer examination and did not detract from the overall appearance of the aircraft and these issues should be fairly straightforward to replace or correct. Some waviness was also observed in both of the aircraft's ailerons which was later found to be a result of reskinning (see Damage History later in this report). The left oleo strut showed minor leakage and both main tires are serviceable but showing wear and will need to be replaced soon.

Log Books in Aircraft Appear: Original

Airframe Logbook Inventory and Comments: At the time of the examination, three (3) airframe log books were examined. The first log book begins on 4/9/81 with the total time on the airframe (AFTT) recorded as 25 hours. There was no log book or maintenance entry documenting the first 25 hours of this aircraft's life. The majority of entries in the first log book are written in Spanish as the aircraft was initially operated in Mexico under registration number XB-CPM. There are no translations with this logbook and all entries are kept in a loose leaf fashion albeit bound. As a result, it is not possible to verify that all pages are present. The entry of 8/3/88 indicates that the Hobbs clock was replaced. The Hobbs Clock reading at that time was 0 hours and the AFTT is recorded as 2611.6 hours. The last entry appears to be dated 1/26/92 with the AFTT recorded as 3309 hours. The second log book begins on 1/31/92 with the AFTT recorded as 3309.3 hours and ends on 12/7/95 with the AFTT recorded as 3363.0 hours. Log book entries indicate that the aircraft was imported back into the United States on or about 12/7/95 and the registration number was changed to its present N78DG. The third log book (using the adlog system) begins on 9/12/95 with the AFTT recorded as 3363.0 hours. During this time, log book entries of 7/25/02 indicate that the Hobbs clock was replaced. The new time on the Hobbs clock is recorded as 0 hours and the off set for the AFTT is indicated to be 4224.7 hours. The last entry in this log book is dated 12/21/05 and the AFTT is recorded as 5450.5 hours.

Aircraft Registered To: Any Owner.
Address: Any Street
City, State, Zip: Any Town, XX 12345

Date of Registration: 08/30/20XX

Registration Expiration Date: 06/30/20XX

Location of Registration And Airworthiness Certificates: Left hand lower panel near the floor.

Location of Pilot's Operating Handbook (POH): Glove box

Location of Weight and Balance, FAA 337 Forms, Equipment List: Weight and Balance were with the aircraft's registration information. FAA 337 forms were kept with the aircraft log books outside of the aircraft and no equipment list was found with the records on board the aircraft. The original equipment list was found with the log books and other records.

Comments: The aircraft registration information on board the aircraft matches the information on file with the FAA. .

Maintenance Status

Maintenance Annual Date: 9/26/20XX **On Progressive Inspection:** No

Comments: At the time of the last annual inspection, no major maintenance items were identified.

Time Life Limited Systems: Yes **Cycle Life Limited Systems:** Yes

Comments: There are no time life or cycle life items that are presently overdue. Key items coming due within the next twelve (12) months include:

- ELT Battery Replacement
- ELT Inspection
- Transponder/Altimeter/Static Check
- Pyrotechnic Devices
- Blowdown bottle Hydro
- Multiple ADs (part of the annual inspection)

Items that appear to be coming up within the next 200 hours include:

- Prop Governor (left)
- Vacuum Pumps

Service Bulletin Status: Unknown but as this aircraft is maintained on FAA FAR Part 135, mandatory SBs have been complied with.

AD's Complied With: Yes **Estimated Cost for AD's Compliance:** N/A

Tires Condition: Average **Type Brakes:** Disk **Anti-Skid:** No

Exterior Paint Condition: Good

Repaint Date: N/A **Repainted By:** N/A

Comments: At the time of the examination, the paint had a glossy appearance and was generally adhering well to the airframe. All accent lines are crisp and clean. No pooling, sagging or running was observed and there were no major areas of peeling, chipping or overspray. Several areas on the short wing showed abrasion and chipping and the cowling area showed some peeling/chipping as well. However these areas could be easily touched up. They did not significantly detract from the overall appearance of the aircraft. There is no record in the log book entries that this aircraft has ever been repainted

Interior Condition: Very Good **Cabin Configuration:** Passenger

Cockpit Condition: Very Good **Panel Layout:** Good

Pressurized Cabin: Yes **Window Condition:** Good

Comments: At the time of the examination, the interior was generally clean. The headliner, side panels, upholstery and carpet showed no rips or tears. Overall, all stitching was tight and straight. The side panels were coming loose from the chrome trim and some wear was noted on the upholstery corners from normal use but these items did not detract from the overall appearance of the interior. The carpet was in serviceable condition and showed very little wear. The windows were clean and clear and no cracking, crazing or haziness was observed. There was no sign of water leakage around the doors or windows or anywhere inside the aircraft.

Airframe Modifications

Date of Modification: 2/23/99
Modification: Installation of JB Systems (now Keith) Air Conditioning System per STC SA25CE

Date of Modification: 5/17/83
Modification: Installation of RAM Winglets per STC SA4943SW.

Damage History

Current Damage: None Listed

Damage Event: 4/2/99 **Extent of Damage:** Superficial
Repairs: Log book entries of 4/2/99 indicate that both ailerons were removed and replaced with overhauled units from Western Aero. The horizontal stabilizer was removed and the top portion was reskinned. Both elevators were removed and reskinned. All controls were balanced per the Cessna Service Manual. All work was done to repair hail damage while the aircraft was on the ground.

Damage Event: 10/16/03 **Extent of Damage:** None
Repairs: Log book entries of 10/16/03 indicate that paint was stripped from the exhaust trail area, including the flaps. Surface corrosion was removed and the areas were etched, alodined, and painted. Repairs were also made to an area aft of the door resulting from seat belt damage and the area was primed and repainted.

This work appears to be routine maintenance more so than a damage event and this entry is added for completeness of the report.

Engines & Props

Engine Manufacturer: Continental **Model:** TSIO-520-NB

Engine Type: Piston Turbo

Engine Fire Detection: No **Engine Fire Bottles:** No

Prop Reversers: No

Prop Type: Constant Speed **Propeller TBO:** 2000 **Hrs.**

Engine #1 Serial No: XXXXX

Time Since RAM Remanufacture: XXX **Hrs.**

Engine Overhauled By: RAM Aircraft **Recommended TBO:** 1600 **Hrs.**

Comments: The Number 1 Engine/Prop combination is on the left side of the aircraft. At the time of the examination, one engine log was reviewed. It begins on 7/15/04 with the time since overhaul recorded as 0 hours. The last recorded compression check was performed on 9/26/05. Compressions at that time read #1 – 76/80, #2 – 78/80, #3 – 77/80, #4 – 78/80, #5 – 74/80, #6 – 76/80. No major maintenance items were identified at this time. The last entry is dated 11/17/05 and the Hobbs clock reading is 1197.3 hours. The Hobbs clock read 667.2 at the time of installation.

Propeller Make: Hartzell **Model:** PHC-C3YK-2UF **Number of Blades:** 3

TSO/NEW: XXXX **Hrs.** **Date O/H:** MM/DD/YYYY **Serial Number:** XXXXXX

Engine #2 Serial No.: XXXXXX

Time Since RAM Remanufacture: XXXX **Hrs.**

Engine Overhauled By: RAM **Recommended TBO:** 1600 **Hrs.**

Comments: The Number 2 Engine/Prop combination is on the right side of the aircraft. At the time of the examination, one engine log book was examined. It shows that this engine was installed on 3/31/03 and Hobbs time was recorded as 195.2 hours. The last entry is dated 11/17/05 with the Hobbs clock reading 1197.3 hours. The last recorded compression check was performed on 9/26/05. Compression readings at that time showed #1 – 72/80, #2 – 75/80, #3 – 74/80, #4 – 74/80, #5 – 75/80, #6 – 72/80.

Propeller Make: Hartzell **Model:** PHC-C3YF-2UF **Number of Blades:** 3

TSO/NEW: XXXX **Hrs.** **Date O/H:** MM/DD/YYYY **Serial Number:** XXXXXX

Engine Modifications

Engine Modification Date: 7/22/88
Modification: Installation of RAM IV conversion with Q-tip propellers per STC SE43427SW and STC SA4546SW

Known Maintenance Problems with Engine(s): none known, reported or observed.

Estimated Cost to Repair: $0

Instrumentation

Full Panel: Yes

Dual Panel: Yes

Panel Configurations: Good

Panel Condition: Good

IFR Equipped: Yes

Comments: All instruments were arranged in a logical configuration and all instrument glass and displays were clean and clear. The previous static/altimeter check is dated 12/14/04.

Avionics

Type of Avionic: ADF

Mfg: KING

Model: KR 87

Type of Avionic: ALTIMETERS, ENCODING

Mfg: ARC
Model: EA 801 A

Mfg: ARC
Model: EA 801 A

Type of Avionic: ALTIMETERS, RADIO & RADAR

Mfg: BENDIX

Model: NOT LISTED

Type of Avionic: AUDIO PANEL

Mfg: KING

Model: KMA 24

Type of Avionic: COMM

Mfg: KING **Model:** KY 196

Type of Avionic: FUEL FLOW COMPUTERS

Mfg: SHADIN **Model:** DIGIFLOW TWIN

Type of Avionic: GPS

Mfg: GARMIN AT **Model:** GX 50

Type of Avionic: GS

Mfg: KING **Model:** NOT LISTED

Type of Avionic: INTEGRATED FLIGHT CONTROL SYSTEMS

Mfg: KING **Model:** KFC 200

Type of Avionic: MULTI FUNCTION DISPLAY

Mfg: GARMIN AT **Model:** MX 20

Type of Avionic: NAV-COMM

Mfg: KING **Model:** KX 165

Type of Avionic: RMI

Mfg: KING **Model:** KI 229

Type of Avionic: RNAV

Mfg: KING **Model:** KNS 80

Type of Avionic: STORMSCOPE

Mfg: 3 M **Model:** WX 500

Type of Avionic: TRANSPONDERS

Mfg: KING **Model:** KT 70

Type of Avionic: WEATHER RADAR

Mfg: KING **Model:** RDR 150 COLOR

The Avionics On This Aircraft Are Considered To Be: Average.

Additional Equipment

Dual Controls: Yes **Type:** Yoke

Stall Warning System: Yes **Stick Shaker:** No

Rotating Beacon: No **Strobe Light:** Yes

Taxi Lights: Yes **Navigation Lights:** Yes

Long Range Fuel: No **Fuel Qty:** 0

Single Point Refuel: No

Toilet: Yes **Lavatory:** No

Galley: No **Cabinetry:** No

Other Equipment: Glass Window, Aft Refreshment Center

De-Icing Systems

Known Ice System: Yes **Ice Lights:** Yes

Prop De-Ice: Yes **De-Ice Type:** Electric

Wing Tail Boots: Yes **Boots Condition:** Good

Windshield De-Ice: Yes **Windshield Wipers:** None

Jet Intake De-Ice: No **Pitot Heat:** Yes

Comments: The deice boots have a dull finish and are adhering well to the leading edges. They have a soft and supple feel. One or two patches were also observed.

Aircraft Appraisers Comments

This aircraft provides a good first impression both inside and out. It is currently maintained on a FAA FAR Part 135 Certificate.

The airframe itself showed very few blemishes during the general examination. No unusual puckering or pulling was observed around rivets and all rivet lines appeared straight. Some very light surface corrosion was observed on screw heads but this was expected and consistent with the age and use of the aircraft. No major areas of corrosion were observed. There were a few areas were the fiberglass has been chipped or broken but these areas were fairly small and could be easily fixed. The short wings are also showing abrasion consistent with the aircraft's use. The left main landing gear shows some minor leakage and both of the main tires are showing wear and will need to be replaced soon. There was no indication of current or past damage as dents/dings from a previous hail event were not observed during the examination. Waviness of the aileron skin was observed and was later found to be a result of re-skinned ailerons being installed. A search of FAA and NTSB records (albeit superficial) showed no damage incidents or accidents while the aircraft was registered under its present NXXXX. It was not possible to determine any damage events while the aircraft was registered in Mexico.

The paint appears to be original as there is no entry in the log books indicating that the aircraft was repainted. The paint is generally adhering well to the airframe although some wear is showing on the cowling, tail and short wing area. It continues to have a good shine.

The interior also provides a good first impression. The blue leather seats appear very comfortable and the overall interior of the aircraft is clean. No rips or tears were evident. The carpet showed no soiling and there were no areas of heavy wear. The fold away tables showed no scratches, gouges or scrapes.

The aircraft's records were well organized and most of the information was easy to find. The only concern is the missing log book entries for the first 25 hours of the aircraft's life. There is no indication that a damage event occurred during this period but it is believed that the first log book was discarded when the aircraft was delivered to Mexico and maintenance/flight records were kept on a different system. All remaining log book entries appeared to be complete and original.

For comparison purposes two aircraft that are currently on the market were examined. The first is N12346, Serial Number 414A-XXXX. It is a 1981 model and has 3794 hours on the airframe and 480 hours on the engines and props. Both engines appear to be overhauled by RAM. It does not appear to have the RAM IV conversion but does have the JB Air Conditioning and Glass Windshield. The avionics in the subject aircraft are more up to date. There is also no indication of damage history under its current registration number but the ad does not claim "no damage history" nor does it claim that

all log books are available. The asking price is $XXX,XXX.

The second aircraft is also a 1981 model with registration number N12347, Serial Number 414A-XXXX. The time on the airframe is recorded as 4761 hours. The time on both engines is 243 hours and 452 hours on both props. This aircraft is equipped with the RAM IV conversion and winglets. Information about the avionics was not available and the aircraft is advertised as “no damage history”. The asking price for this aircraft is $415,000.

It should be noted that these aircraft will most likely sell for something less than their asking price but it is difficult to determine a market value or estimated selling price with the limited information available.

The two aircraft are similar in some respects and dissimilar in others to the subject aircraft. All of the reported attributes are not being listed because it is not possible to verify the condition of these aircraft or their records nor is it possible to verify the equipment inventory, and the quality of the maintenance that they have received over the years. The subject aircraft has been examined and all of the listed aircraft’s systems have been verified except as noted.

The information on the value page of this appraisal was developed using the database from the Professional Aircraft Appraisal Organization (PAAO). The monthly database update used was dated February 2XXX. The information in the database is a compilation of sales activity that is provided to the appraiser in the form of component values that are reassembled in the software into a total aircraft value.

This appraisal report may be used for the stated purpose exclusively and only in its entirety. Appraisal procedures, research methodology, market selection, and the resulting value conclusions can vary with the various purposes and functions of appraisal assignments. Therefore, this report, the markets selected, and the value conclusions are intended solely for the stated purpose and function. They are invalid for any other purpose or function.

The effective date of this report is XXXXX and the expiration date of this report is XXXXXX.

This aircraft, N12345, was personally inspected on February 16, 2XXX by Michael J. Simmons, Associate of the Professional Aircraft Appraisal Organization at Any Airport, located at Any City, Any County, Any State.

Appraisal Computation

Computed Base Airframe Value	**$XXX,XXX**
Additions	
Add for Airframe Condition	$18,530
Add for Airframe Low Total Time	$0
Add for Annual and Mandatory Inspection	$990
Add for Exterior Paint Value	$10,050
Add for Interior Value	$13,710
Add for Airframe & Engine Modifications	$29,400
Add for Engine(s) Residual Value	$37,570
Add for Propeller(s) Residual Value	$1,700
Add for Avionics Value	$43,490
Add for De-Ice Systems Value	$7,800
Add for Additional Equipment	$14,000
	==========
Total Additions	**$177,240**
Deductions	
Deduct for Airframe Condition	$0
Deduct for Airframe High Total Time	$0
Deduct for Damage History	-$4,360
Deduct for Airframe/Engine Maintenance Items	$0
Deduct for Exterior Paint Value	$0
Deduct for Interior Value	$0
Deduct for AD's Estimated Cost for AD Compliance	$0
Deduct for Estimated Cost to Repair Avionics	$0
	==========
Total Deductions	**-$4,360**
Based on the above, the computed retail value of N12345 is	**$XXX,XXX**

Plane Data, Inc.

The information herein has been prepared from many sources and believed to be correct. Plane Data, Inc. does not warrant the accuracy of the source material.

The appraiser hereby certifies that he has no personal interest in the aircraft identified in this appraisal, nor any bias toward any of the parties who may be involved in the resulting transaction coincident to this report. The appraiser's fee is not contingent upon a predetermined value being reported or a percentage of the value being reported.

All values expressed in this report are in U.S. Dollars unless otherwise stated.

The effective date of this report is MM-DD-YYYY. The value expressed in this report is valid only on the effective date of this report. The report was written on MM-DD-YYYY

The appraiser is not responsible for the source material used in this report. The material was supplied by the client, aircraft owner, operator or some other person familiar with the aircraft. Chain of custody through the life of the aircraft has not been established. Therefore, the party supplying the records has the full responsibility for their content.

The writer of this report reserves the right to recall all copies of this report to correct any omission or error. In the event of error or omission, the liability of Plane Data, Inc., if any, is limited and may not, in any event, exceed the amount paid for the appraisal. Further, Plane Data, Inc. accepts no responsibility for usage of this report unless signed by an officer of the company.

Michael J. Simmons - PSCA
PAAO Senior Certified Aircraft Appraiser
President, Plane Data, Inc.

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DEFINITIONS*

APPRAISAL: The act or process of developing an opinion of value.

APPRAISER: One who is expected to perform valuation services competently and in a manner that is independent, impartial, and objective.

ASSUMPTION: That which is taken to be true.

CLIENT: The party or parties who engage, by employment or contract, an appraiser in a specific assignment.

COMPUTED BASE AIRFRAME VALUE: A credible value of the basic airframe with no components considered on an aircraft being traded in the retail aircraft market whole and in an airworthy condition or with airworthiness issues that are specified and considered with regards to their effect on value. On some aircraft, the Computed Base Airframe Value may be a negative number which signifies that the airframe has less value than the logical sum of its major components.

CONFIDENTIAL INFORMATION: Information that is either; identified by the client as confidential when providing it to an appraiser and that is not available from any other source, or classified as confidential or private by applicable law or regulation.

EXPOSURE TIME: Estimated length of time that the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal.

EXTRAORDINARY ASSUMPTION: An assumption, directly related to a specific assignment, as of the effective date of the assignment results, which, if found to be false, could alter the appraiser's opinions or conclusions.

HYPOTHETICAL CONDITION: A condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results, but is used for the purpose of analysis.

INTENDED USE: The use or uses of an appraiser's reported appraisal or appraisal review assignment opinions and conclusions, as identified by the appraiser based on communication with the client at the time of the assignment.

INTENDED USER: The client and any other party as identified, by name or type, as users of the appraisal or appraisal review report by the appraiser on the basis of communication with the client at the time of the assignment.

MARKET VALUE: The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller, each acting prudently, knowledgeably and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby: (1) buyer and seller are typically motivated; (2) both parties are well informed or well advised, and each acting in what he considers his own best interest; (3) a reasonable time is allowed for exposure in the open market; (4) payment is made in terms of cash in U. S. dollars or in terms of financial arrangements comparable thereto; and (5) the price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

SCOPE OF WORK: The type and extent of research and analysis in an appraisal or appraisal review assignment.

Airframe Ratings

Excellent: Structural exterior surfaces are absolutely flawless. External surfaces (aluminum, epoxy, wood and fabric) are wrinkle, crease and blemish free. All rivet, stitch or glue lines are straight and even. Rivets are pulled evenly. There are no abnormalities and the aircraft is in flawless, brand new condition with no damage history.

Extra Fine: Exterior surfaces are almost flawless and would meet the "Excellent" criteria except for 1 or 2 minor exceptions. Example - Some rivets may be pulled unevenly or some minor nicks, around the belly of the aircraft from prop slinging pebbles. The aircraft has had no skin or structural repairs and no damage history. Aircraft total time for year make and model would be considered low time.

Very Good: Within 20 feet the aircraft would meet the "Extra Fine" criteria. On close inspection there may be minor deformations on the underside of aircraft surfaces and minor abrasion on leading edge surfaces. Around cowling fasteners, inspection plates and door entry latch etc., there may be evidence of minor wear and/or abnormalities. Aircraft has no history of corrosion and if damage history exists the damage would have been minor in nature and the repaired damage is undetectable. The only evidence of previous damage is a log entry and FAA Form 337. The aircraft may have moderate total time in service for year, make and model.

Good: Airframe shows very well with a few areas of minor dents or deformations. Airframe is corrosion free, however it may have had minor surface corrosion which has been cleaned and corrosion treated and painted. Cowling fasteners may show wear, along with inspection panels, door and cargo door entry areas. Any repairs to airframe were accomplished in a manner that is undetectable and the only physical evidence of repairs are log entries and FAA Form 337's. Any damage history would not have involved major structural components of the airframe (wing spar etc.). Any hail damage would have been repaired in a manner which is undetectable and to manufacturers recommended procedures.

High Average: Previous airframe damage has been repaired to manufacturer's specifications. Involved areas are now damage free and do not raise suspicion upon inspection that the area has previously been damaged. Corrosion history is not extensive and affected surfaces have been repaired and treated. Leading edge surfaces and high use areas such as cowling fasteners, aircraft entry, inspection panels etc. show evidence of wear. Minor cracks in aluminum have been stop-drilled and repaired, and the repairs appear to have been successful. Any deformations are of a nature which is not a major distraction to the appearance of the aircraft. The aircraft may have moderate to relatively high total time, but with a history of regular maintenance documented by logs.

Average: One out of three aircraft fall into this category. The airframe is structurally sound. Leading edges may show evidence of abrasion wear. Surfaces under the wings, fuselage and gear may show some evidence of nicks and abnormalities from prop slung pebbles etc. Minor surface corrosion may be evident on external surfaces which can easily be repaired by stripping, chemically treating and repainting the affected areas. The flat surfaces may show minor hail damage which would not be noticeable within 20 feet of the aircraft. Aircraft may have sustained damage, but has been repaired in a manner which is consistent with factory recommendations and procedures. Airframe may have one or two small cracks which need to be stop-drilled. Overall there may be some minor hangar rash type of discrepancies on the

airframe which do not need to be repaired and do not affect the safety or flight performance of the aircraft. The overall appearance of the airframe is good.

Low Average: Airframe possesses the above discrepancies but to a larger extent. Generally, the airframe is sound, but the overall appearance is poor.

Poor: Airframe is in poor condition and would require maintenance before the aircraft could pass an Annual Inspection. The aircraft has deteriorated to a point that continued service would be unwise.

Very Poor: Aircraft requires very extensive repairs to become airworthy and the extent of repairs is such that the cost may exceed the value of the aircraft.

Bad: Aircraft's only value is salvage.

Exterior Paint Ratings

Excellent: Exterior paint is flawless. External painted surfaces have a deep, rich, wet look. There is no pooling, sagging, running, orange peeling, thin areas or over-spray on any painted surfaces. Striping and numerals are well defined with crisp lines and no irregularities. The paint is of high quality. If a re-paint, all surfaces have been stripped and prepared properly and consistent with the paint manufacturers recommended application procedures. The age of the paint is two years old, or less.

Extra Fine: Exterior painted surfaces are almost flawless. In almost every aspect the painted surfaces would meet the "Excellent" rating criteria except for minor exceptions. The paint may be over two years old but less than five if the aircraft is tied down outside or ten years if old if the aircraft is stored under cover. There may be a very small amount of dust particles in paint. There may be a very few chips in paint under the fuselage from props slinging pebbles. Paint looks like new and the above discrepancies are only discernible upon very close inspection.

Very Good: Paint has a wet look with a few chipped areas under wings, fuselage and empennage. Leading edges may show slight abrasion wear but overall the paint is very good condition and shows very well within twenty feet.

Good: Paint has a good shine with some abrasion wear on leading surfaces but still retaining good coverage. Repainted surfaces or touched up areas are not noticeable. The paint may be new with a limited amount of orange peel, pooling, sags or over-spray. However, painted surfaces are well protected and the aircraft has good eye appear.

High Average: Paint is beginning to oxidize with evident abrasion wear on leading edges. Paint needs of a good cleaning and waxing to give it a semi-gloss appearance. If recently painted, there may be pooling, sagging, running or orange peeling and/or significant amount of foreign particles in paint. Accent trim may be of poor quality, but paint overall would be adhering well to surfaces. Overall appearance within thirty feet is fair to good.

Average: Paint is oxidizing with numerous areas of chipping on lower surfaces of aircraft. Leading edges show significant signs of abrasion wear, but are protected by paint. Surface corrosion may be apparent on the airframe and will affect paint because the painted surface must be stripped in order to treat the corrosion. Overall appearance is fair within 30 feet.

Low Average: Consistent with the characteristics of "Average" rating except approaching the point the aircraft needs repainting. Overall appearance is poor to fair and cleaning/waxing will not significantly improve the appearance or protection of the aircraft surfaces.

Poor: Paint is poor quality, oxidized and shows excessive wear on leading edges and control surfaces. Many chips and scratches are apparent and overall the aircraft needs painting. However, the paint is protecting the aircraft surfaces, but looks poor.

Very Poor: Aircraft needs painting. No good points.

Bad: Aircraft needs painting, and additional preparation of the aircraft surfaces is required before painting. Generally consistent with aircraft having extensive corrosion on multiple surfaces.

Interior Ratings

Excellent: Interior condition is flawless. All material, fabric, plastic, carpet, headliner, wood cabinetry etc. are spotless, with no matting, scratches or signs of wear. Seams are straight, tight, and in general the interior looks, feels and smells new.

Extra Fine: Interior is almost flawless and it would meet the "Excellent" rating criteria except for minor exceptions. Carpet at the entry area and in the cockpit may show slight signs of matting as perhaps the pilots, and/or the copilot's seats.

Very Good: Interior is very clean with no tears, loose stitching, stains, fading or excessive wear on fabric, carpets, plastic, wood cabinetry, or headliner.

Good: Interior is clean with no tears, major stains or fading or excessive wear on fabric, plastic, wood cabinetry, or headliner. Carpet at entry and cockpit areas may show signs of wear but are not ragged. Stitching is tight, although seams may not be straight. Interior may need cleaning, but once cleaned would show well.

High Average: Although the interior has stains, which may not clean up, in general the fabric is in good serviceable condition. The carpets would show wear at entry and cockpit areas and matting of materials on seats with wear noticeable on arm rest and lower seat cushions. There may be stains on headliner and/or signs of material fading. However, the fabric is generally bright with no tears although there may be areas which have had upholstery repairs. A good cleaning may be in order and after cleaning, the interior would look satisfactory.

Average: Entry areas, cockpit and other high use areas show significant signs of wear and/or stains. Seat cushions, headliner and side panels may have stains, loose stitching, fading, and in general have a well-used appearance. Any needed repairs are minor in nature, and the interior may need a good cleaning, but after cleaning the interior would still have a well-used appearance.

Low Average: Generally the interior has the same characteristics of an "Average" rating except for definite need of repairs. The fabric areas exposed to sunlight are well faded and beginning to dry rot. The only way to improve the appearance of the interior would be to install a new one. The existing interior is still serviceable.

Poor: Interior has all the conditions of a "Low Average" rating except that the extent of repairs is excessive. The interior as is, is in poor condition and is not serviceable.

Very Poor: Interior is not serviceable and the extent of repairs to make it serviceable are not cost effective. The interior needs to be replaced.

Bad: Generally all of the characteristics of "Very Poor" with the exception of required repairs to interior structures such as seat frames, chair rails, cabinetry etc..

De-Ice Equipment Ratings

Excellent: De-icing boots condition is flawless. Rubber is soft, no blemishes, and appear to be in new condition. The age of the boots may be no more than one year old if the aircraft is stored outside, and no more than two years old if stored inside.

Extra Fine: De-icing boots condition is almost flawless and met the "Excellent" rating criteria except for the age of the boots since installation. The boots will have no physical evidence of any deterioration except they may not be shiny, although they will be soft to the touch.

Very Good: There are no patches on the de-icing boots and the adherence to the airframe surfaces is excellent. The boots are losing their glossy look and in general no longer look like new but do not show any evidence of dry rot.

Good: Generally the boots would have a rating of "Very Good" except there may be one or two patches which have been properly applied and are adhering to the surface of the de-icing boot.

High Average: There may be several patches or other boot repairs which have been done properly. Additionally there may have been some boot repairs, such as re-adherence to the airframe etc. The boots appear to be dull but are not dry rotting.

Average: Several patches and repairs have been accomplished. The texture of the boot is beginning to harden and tiny hair-line cracks are beginning to become visible. The boots are functioning properly and are in airworthy condition.

Low Average: Boots are beginning to show definite signs of dry rot. Additional evidence of the condition is shown by the number of patches existing on the boot.

Poor: Boots look poor, dry rotting is very evident, patches numerous and in general the boots are ready for replacement, although they still appear to be functional.

Very Poor: Boots are no longer airworthy and must be replaced.

Bad: Boot de-icing system in need of repair and boot replacement. Estimate of repairs are required for de-icing system repairs.

Damage History Classification

Extensive Major Damage History: Major structural components have been extensively damaged but repaired in accordance with manufacturers recommended procedures.

Major Damage History: Major structural component damage but replaced with new/used serviceable components and repaired in accordance with manufacturers recommend procedures, (i.e. wing spar, fire-wall & engine mounts etc.).

Moderate Damage History: Extensive damage to components not effecting major structural components.

Minor Damage History: Ostensibly minor damage or heavy wear to leading edges of wing, wing-tip, cowling etc. which have been repaired in a manner consistent with manufacturer's recommended procedures. No major structural components were involved.

Superficial Damage History: Slight dings generally association with hangar rash etc. which have been repaired via replacing damaged areas with new/used serviceable components (Wing-tip caps, wheel pants, plastic etc.).