

American Aircraft Appraisal and Export
AIRCRAFT APPRAISAL REPORT

Client: Jim Riddle **Attention:** Jim Riddle
Re: Southern Bank **Phone:** 757.446.6910
Address: 403 Boush St.
Norfolk, Virginia 23505

This appraisal report is intended to be used by: Southern 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 Bank review 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.

Aircraft Identification

Make: CESSNA AIRCRAFT COMPANY **Model:** COLUMBIA 350

Serial No: 42062 **Reg. No.:** N350SF **Yr. Mfg.:** 2004

Type of Aircraft: Single-Engine Piston

Airframe Total Time: 1158.3 Hours

Airframe Total Time Detail Of Calculation: Airframe and engine time in service is recorded by an installed hobbs meter. The meter is located on the right side of the instrument panel, and reads 1158.3 hours. Log books indicate that the hobbs meter has never been changed. Therefore, engine and airframe total time in service are equal to hobbs meter time.

Airframe Condition: Very Good



Comments on Visual Inspection: The exterior paint has a consistent gloss finish, with minimal light scratches throughout the entire airframe. No delamination of the composite airframe was noted. There is minor chipping of the airframe composite finish around the upper edges of the windshield. Leading edge tape is installed on the wings and empennage. Windshield and all glass throughout the cabin are very clear, with few minor scratches and blemishes. The window fit is good, though the door fit is not flush with the outer cabin skins all around. The main doors each have a minor tear in the weather stripping, which were professionally repaired. A small crack on the nose wheel fairing, and the main wheel fairing were noted, each less than one inch in length, likely due to normal wear and tear from routine maintenance of the wheels and accessories. These discrepancies noted above are simply cosmetic issues, as reported by a local Airplane Inspector. There are no other signs of current or previous damage, and the NTSB record is clear. The wing walk area non-skid is in good condition. All three tires show minimal wear. The landing light lens cover is slightly obscured. Aircraft belly has a light film of oil and dirt, normal for an airplane that flies regularly, as this Cessna appears to.

Log Books in Aircraft Appear: Original

Airframe Logbook Inventory and Comments: The airframe log books are original, legible, and well organized in an ADLOG binder. There are separate indexed sections for airframe, engine, propeller, airworthiness directives (AD's), service bulletins, avionics, weight and balance, and aircraft supplements. The first airframe log book begins when the Aircraft was new. The latest entry is dated 3/22/13, at 1136.5 airframe hours in service, as recorded on the hobbs meter. See the engine section for comments on the engine log books.

Aircraft Registered To: Sierra Foxtrot LLC
Address: 545 S. Birdneck Rd Suite 201
City, State, Zip: Virginia Beach, VA 23451

Date of Registration: 09/01/2004

Registration Expiration Date: 09/30/2012 This Aircraft registration is expired.

Location of Registration and Airworthiness Certificates: Forward of the co-pilot's seat in a pocket on the lower cabin wall, inside facing

Location of Pilot's Operating Handbook (POH): On cabin rear seat

Location of Weight and Balance, FAA 337 Forms, Equipment List: The weight and balance information is located in the POH, while the 337 forms and equipment list is located with the aircraft log books and other records.

Maintenance Status

Maintenance Inspection Date: 03/22/2013

Comments: N350SF has been maintained on an annual inspection basis, since new. The log books indicate that routine maintenance has been carried out as required and that defects are corrected as they occur. There are no long periods where it would appear that this aircraft was not flown or maintained.

Known Airframe Maintenance Issues: none

Transponder/Encoder Recertification Date: 03/21/2013

ELT Battery Due Date: 03/31/2015

Service Bulletin Status: There are no outstanding service bulletins, according to a local Airplane Inspector.

AD's Complied With: Yes

Tires Condition: Good

Exterior Paint Condition: Very good

Paint Comments: The upper cabin, wing, and empennage color is off white. A metallic blue color covers the lower cabin and main gear legs. A narrow gold stripe separates the colors. There are a few small paint chips on the leading edges of the wings. Overall, the paint has a consistent glossy finish. No bare areas or large scratches were noted. This airplane has a very pleasing appearance.

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

Panel Layout: Good

Pressurized Cabin: No

Window Condition: Very good



Interior Comments: The interior appears to be factory original. All seats, door panels, and most of the interior trim are finished with a light tan leather. The forward lower cabin walls are covered with a taupe color leather. Door panels and headliner have a linen color cloth insert. Leather seats show some wear-light checking of the leather in some areas. There is average wear noted on the other interior surfaces, including the carpeting. No tears or stains were found. Finished wood side stick flight control handles and the fuel tank selector handle are in very good condition. Seatbelts show light discoloration due to normal use over time. The door threshold protective film tape has scuff marks. Overall, the interior is clean and very pleasing.

Airframe Modifications

Date of Modification: 06/20/2005

Modification: Factory cabin air conditioning with climate control

Date of Modification: 06/20/2005

Modification: Xenon landing light

Date of Modification: 06/20/2005

Modification: Factory pitot tube upgrade

Damage History

Current Damage: None Listed

Historical Damage: None Listed

Engine(s) & Props

Engine Manufacturer: Continental

Model: IO-550-N

Engine Type: Piston

Logbook Inventory and Comments: The engine logs are kept within the ADLOG maintenance binder. All entries are clear and legible. Records begin when the aircraft was new. Last entry was 03/22/2013

Engine Serial No.: 688014

Engine Total Time: 1158.3 Hours

Time Since Major Overhaul: 1158.3 Hours

Recommended Time Between Overhaul (TBO): 2000 Hours

Engine Comments: This engine was installed when the airplane was new. The Engine cowling was in place when the aircraft was inspected. Viewing through the oil fill access cover, the engine appears clean. No oil leaks were evident.

PROPELLER

Propeller Type: Constant Speed

Serial No.: FP2804B

Make: Hartzell

Model: PHC-J3YF-1RF

No. Blades: 3

TSO/New: 1158.3

Date O/H: 04/29/2004

Propeller Comments: There is a separate log book for the propeller, located in the ADLOG binder. This propeller was installed when the airplane was new. The blade finish is good. There is minimal erosion on the leading edges, and the propeller spinner has a polished aluminum finish, in good condition.

Engine Modifications

None Known or Reported.

Known Engine(s) Issues: none

Instrumentation

Full Panel: Yes

Dual Panel: No

Panel Configuration: Good

Panel Condition: Good

IFR Equipped: Yes

EFIS Equipped: Yes

Comments: The instrument panel is very clean and the gauges are easy to read. There are some smears on the multi-function display (MFD) and the primary flight display (PFD), likely from finger prints. All installations appear to be factory specification.



Avionics

Type of Avionic: AUTOPILOTS

Mfg: S-TEC

Model: SYSTEM 55X

Quantity: 1

Type of Avionic: GPS COMM

Mfg: GARMIN

Model: GNS 430 W

Quantity: 2

Type of Avionic: MARKER BEACON/AUDIO PANEL

Mfg: GARMIN

Model: GMA 340

Quantity: 1

Type of Avionic: MULTI FUNCTION DISPLAY

Mfg: AVIDYNE

Model: FLIGHT MAX EX 500

Quantity: 1

Type of Avionic: SATELLITE DOWNLINK DATA

Mfg: GARMIN

Model: GDL 69

Quantity: 1

Type of Avionic: TCAD

Mfg: RYAN INTERNATIONAL

Model: TCAD 9900BX

Quantity: 1

Type of Avionic: TRANSPONDERS

Mfg: GARMIN

Model: GTX 330

Quantity: 1

The avionics installed in this aircraft are considered to be Above Average when compared to other aircraft of the same make, model, and year.

Additional Equipment

Dual Controls: Yes

Type: Stick

Stall Warning System: Yes

Rotating Beacon: No

Strobe Light: Yes

Taxi Lights: Yes

Navigation Lights: Yes

Long Range Fuel: No

Total Fuel Capacity: 53 Gallons

Single Point Refuel: No

De-Icing Systems

Known Ice System: No

Ice Lights: No

Type of De-Ice:

Boots Condition: N/A

Prop De-Ice: No

De-Ice Type: None

Windshield De-Ice: No

Windshield Wipers: No

Pitot Heat: Yes

Comments: This aircraft is not intended for flight into icing conditions.

Aircraft Appraiser's Comments

This Airplane received its original airworthiness certificate on 05/07/2004. The records indicate that this Aircraft has been based at Hampton Roads Executive Airport since 2004. The logbooks indicate consistent maintenance, and the overall condition shows that a high level of care has been taken with the Aircraft.

The Weight and Balance was last calculated and recorded in 2010. The report indicates that the empty weight is 2459.44 lbs., and the useful load is 940.56 lbs.

This Aircraft, N350SF, was personally inspected on 06/21/2013 by Gregory Hermans, member of the National Aircraft Appraisers Association, at Hampton Roads Executive Airport, located in Chesapeake, VA, Chesapeake County.

DEFINITION OF GREEN AIRFRAME VALUE (as used in this report)

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 Green Airframe Value may be a negative number which signifies that the airframe has less value than the logical sum of its major components.

The information contained in this report is private, confidential, and may be protected by attorney/client/work-product privilege. It is intended only for the use of the individual named above and the privileges are not waived by virtue of this having been sent by mail. If the person actually receiving this report or any other reader of the report is not the named recipient or the employee or agent responsible to deliver it to the named recipient, any use, dissemination, distribution, or copying of the communication is strictly prohibited. If you have received this communication in error, please immediately notify us by return e-mail and/or telephone and then destroy this original report.

Appraisal Computation

Average Green Airframe Value **\$133,475**

Additions

Add for Airframe Condition **\$16,017**

Add for Airframe Low Total Time **\$0**

Add for Annual and Mandatory Inspection **\$633**

Add for Exterior Paint Value **\$6,800**

Add for Interior Value **\$6,375**

Add for Airframe & Engine Modifications **\$15,785**

Add for Engine(s) Residual Value **\$14,714**

Add for Propeller(s) Residual Value **\$1,263**

Add for Time-Limited Components **\$0**

Add for Avionics Value **\$49,244**

Add for De-Ice Systems Value **\$0**

Add for Additional Equipment **\$0**

Total Additions **\$110,831**

Deductions

Deduct for Airframe Condition **\$0**

Deduct for Airframe High Total Time **\$0**

Deduct for Damage History **\$0**

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 **\$0**

Based on the above, the Market Value of N350SF is: **\$244,306**

American Aircraft Appraisal and Export

The information herein has been prepared from many sources and believed to be correct. American Aircraft Appraisal and Export does not warrant the accuracy of the source material.

An inspection and inventory was conducted by a physical examination of the external surfaces of the aircraft, cockpit and passenger cabin. It includes an inventory and assessment of condition of avionics, instrumentation and aircraft systems. No inspection plates were removed for internal inspection. Further, the logbooks and other aircraft records were carefully examined for compliance with FAA regulations relating to damage and maintenance history, along with other required inspections. AD compliance was attested to by referencing the date of last annual inspection or other appropriate inspections.

The Appraiser hereby certifies that he has no personal interest in the aircraft identified in this appraisal or 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 06/21/2013. The value expressed in this report is valid only on the effective date of this report. The report was written on 06/24/2013.

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.

In the event of error or omission, the liability of American Aircraft Appraisal and Export, if any, is limited and may not, in any event, exceed the amount paid for the appraisal. Further, American Aircraft Appraisal and Export accepts no responsibility for usage of this form unless signed by an officer of the company.

Gregory Hermans
Certified Aircraft Appraiser