

## ComancheZOOM for April 8, 2021

### Topic: The Ins and Outs of Aircraft Appraisals with Tracy Ligon, NSA

An inside look at the art of aircraft appraisals. How do loan officers, insurance underwriters, brokers and dealers, and potential buyers arrive at a fair value for the aircraft of your dreams?



Tracy speaks about appraisal vs Blue Book vs Vref - the art and science of appraising aircraft. Appraisals are usually done by banks for financing, by companies before insuring, or for estate valuation.

Tracy Ligon, NSA, of Tracy Ligon Consulting, has been appraising aircraft since 1995. It speaks well of the Piper Comanche type that Tracy is a fan of the type and past owner of several Piper Comanches, two singles and a PA30 Twin.

As an avid pilot, owner, buyer, and seller from the early 1980's, it became obvious to Tracy that no two aircraft were the same. Appearance, mechanical condition, airframe condition, engine condition, avionics condition, all factor in. Then there are the total hours, hours since overhaul, type and reputation of the service delivered, previous damage history, how any damage was repaired, the interior condition, and the appearance of the interior overall. Those are just a few of things that impact the value of one aircraft over another.

Click on the links below to see/hear Tracy's in-depth explanation of this unique art.

- <http://meetings.northeastcomanche.org/zoom/2021-04-08/video.mp4>
- <http://meetings.northeastcomanche.org/zoom/2021-04-08/audio.m4a>

Text of the Chat window

- <http://meetings.northeastcomanche.org/zoom/2021-04-08/chat.txt>

Pete Morse for the ComancheZOOM team