From: Todd Willinger <twillinger@redbirdflight.com>
Sent: Wednesday, July 29, 2026 5:00 PM
To: Fontaine, Terence <Terence.Fontaine@tsu.edu>
Subject: Used MCX/FMX Valuation

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Terence –
Since you have moved to the Cirrus fleet, I'm assuming you are going to put these on the market.
So this is real back of the napkin math. But for 12 year old units that both need a visual system and CPU upgrade (about $16,600 per device), if someone called me and asked to value them, here is what I would probably value them at:

1) MCX – something in the $63,000 to $65,000 range.
2) FMX/cl – something in the $48,000 to $50,000 range.

I didn't make any allowances for the five (5) aircraft configurations that you have as they are hard to value. The 172 analog and glass as well as the PA34 analog might be attractive to a range of people. I don't know of anyone looking for a PA28-161 configuration and the SR20 is pretty specialized with the latter only being an option in the FMX. So if someone was buying it new, most of the "saleable" configurations across the two units would be included in the base cost anyway. This also assumes that the units are in average to above average condition.
If you are looking at disposing of these, the one item that would also have to be considered is the de-installation and re-install costs and who would cover those. The de-install costs in Houston would probably run in the $9-$10K range for both units. Not knowing where they might be installed, can't make a guess as to what the cost to transport and re-install them would be. Plus the cost of crating for the shipping (guessing around $2K per device). But the shipping and install piece would be part of any new install as well.
At the end of the day, its really worth what someone is willing to pay. But the numbers above pass the sniff test for me.
Let me know if you have any questions……..tw

Todd Willinger
Executive Chairman
Redbird Flight Simulations
www.redbirdflight.com
(512) 301-0718