



How To Photograph Your Aircraft For Sale

There are two goals for taking photos of your aircraft:

- 1.) To present it in the best possible situation for marketing purposes, using a few of the best photos; and
- 2.) Once a prospect expresses sufficient, serious, interest, to show the buyer all aspects of the airplane, good and bad, so that there are no surprises if the buyer has to travel a great distance to view the aircraft. (SkyMachines won't share these with the buyer until a purchase price has been agreed on in writing.)

For the latter goal, you will need to photograph EVERYTHING, in great detail, even the "bad" stuff: Total honesty is the best policy. Therefore, you'll want to take 30-50 photos of every last nook and cranny of your plane.

Instructions:

- Touch-up exterior paint; wash and wax exterior
- Remove cowling; wash engine
- Vacuum and wash interior; shampoo carpet and upholstery; apply vinyl treatment to plastic and vinyl parts (do not apply to gauges)
- Pull aircraft into sunlight (shoot sunny day only, please, preferably at noon so shadows are minimized). DO NOT SHOOT INSIDE HANGAR
- Be mindful of the background....runways/grass/hills/mountains/trees always make better backgrounds than hangars and other airplanes. If necessary, taxi the aircraft to the best location on the field
- Be mindful of the sun and shadows at all times!
- Remove all canopy and engine covers, including pitot tube, towbar, tiedowns. Store test well out of the picture
- Remove all items from the aircraft's interior and baggage compartments! This includes logbooks, portable GPS's and their associated mounts, headsets, charts, paperwork, etc. Store out of the picture. (Remember, if it's not installed in the aircraft with a 337 form, it does not add value to the plane and should be either sold separately or used as a negotiation tool during the purchase.)
- Set camera resolution to at least 1000 pixels wide per image

Engines/Cowlings:

- Open or remove top cowling
- Shoot pilot's side of engine from the side
- Shoot co-pilot's side of engine from the side
- Shoot engine from the front and spinner height
- Shoot closeups of newer items
- Replace or close cowl
- Shoot both sides of the cowl, including closeups of any cracked or chipped areas
- Shoot cowl from front to show nosebowl
- Squat down in front and shoot the lower nosebowl (under prop), angling up

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- Shoot nosewheel from front
- Squat down on the sides and shoot the lower cowl and sides of nosewheel

Windows:

- Shoot closeups of all windows, including windshield from both outside and inside; for passenger windows, shoot from a 30 degree angle to the window

Interior:

- Shoot with the flash on in most cases, unless it causes a reflection or glare or "washes out" the image with excessive brightness
- While standing outside, open the doors and shoot into the cabin, from both sides if there are two doors (if a low-wing, kneel on the wing and angle your shot down to catch both front seats and the instrument panel)
- Shoot the doors, including close-ups of the frames/edges, hinges, and latch areas
- Lean in and shoot the top of the glareshield, from both sides if two doors
- Either while leaning in or after climbing in, shoot the carpet at each seat position, including closeups of any torn, soiled or worn areas
- Shoot each sidewall and side pocket by each seat position (remember, there should be nothing in the pockets)
- Shoot each seatback (both front and back side of each seatback)
- Shoot each seat cushion from above
- Get closeups of any stains, tears, etc.
- If seats have seatcovers installed, shoot the seats both with and without the covers
- Work your way around the cabin and shoot each plastic trim piece (including closeups of any cracks), including the skylights, if installed
- Shoot the headliner, both from the front seats looking back and from the rear seats looking forward

Instrument Panel:

- Turn on the master switch, avionics master, and all radios. Put the GPS on a map screen, not the startup/setup screens.
- From the rear seats, (fold down or recline front seats to get them out of the way, if necessary), shoot the entire panel width from
- Shoot a closeup of pilot's side instruments
- Shoot the co-pilots side of the panel separately
- Take closeups of the radio stack, switch panels, circuit breaker panel, fuel selector console, glove box area, etc.
- If you have any special features in your panel, take a closeup of it

Baggage Compartment(s):

Shoot:

- The carpet and sidewalls;
- The backs of the rear passenger seatbacks
- The top headliner
- The hat shelf, if installed
- Again, focus closeups on any defects such as stains or tears

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Exterior:

- Shoot the whole aircraft, from 15-20' away while standing at the 10, 12, 2, 3, 4, 8, and 9 o'clock positions
- From the preceding positions, zoom in, even if you have to crop the wings out of the image
- Shoot the fuselage looking forward along the fuselage from the 5 and 7 o'clock positions while standing in front of the horizontal stabilizer about 2-3' away from the fuselage
- Shoot the top of the rear fuselage, including the dorsal fin
- Shoot closeups of both sides of the vertical fin and horizontal stabilizer
- From 10 and 2 o'clock positions in front of the wings, shoot back along the fuselage while standing 2-3' away from the nose
- Shoot the tops of the wings in multiple locations...from the wingtips looking towards the fuselage, from the front, and from the rear;
- Shoot the undersides of the wings, with the flash on
- Shoot closeups of any dings, scratches, peeled paint, etc. anywhere on the airframe. Extend the flaps and take closeups of those.
- With the flash on, shoot closeups of the landing gear, including the brakes, if exposed, and the wheel fairings, if installed
- If a retractable, shoot the inside of the wheel wells with the flash on.

SkyMachines Customers:
PLEASE CALL IF YOU HAVE ANY QUESTIONS!

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