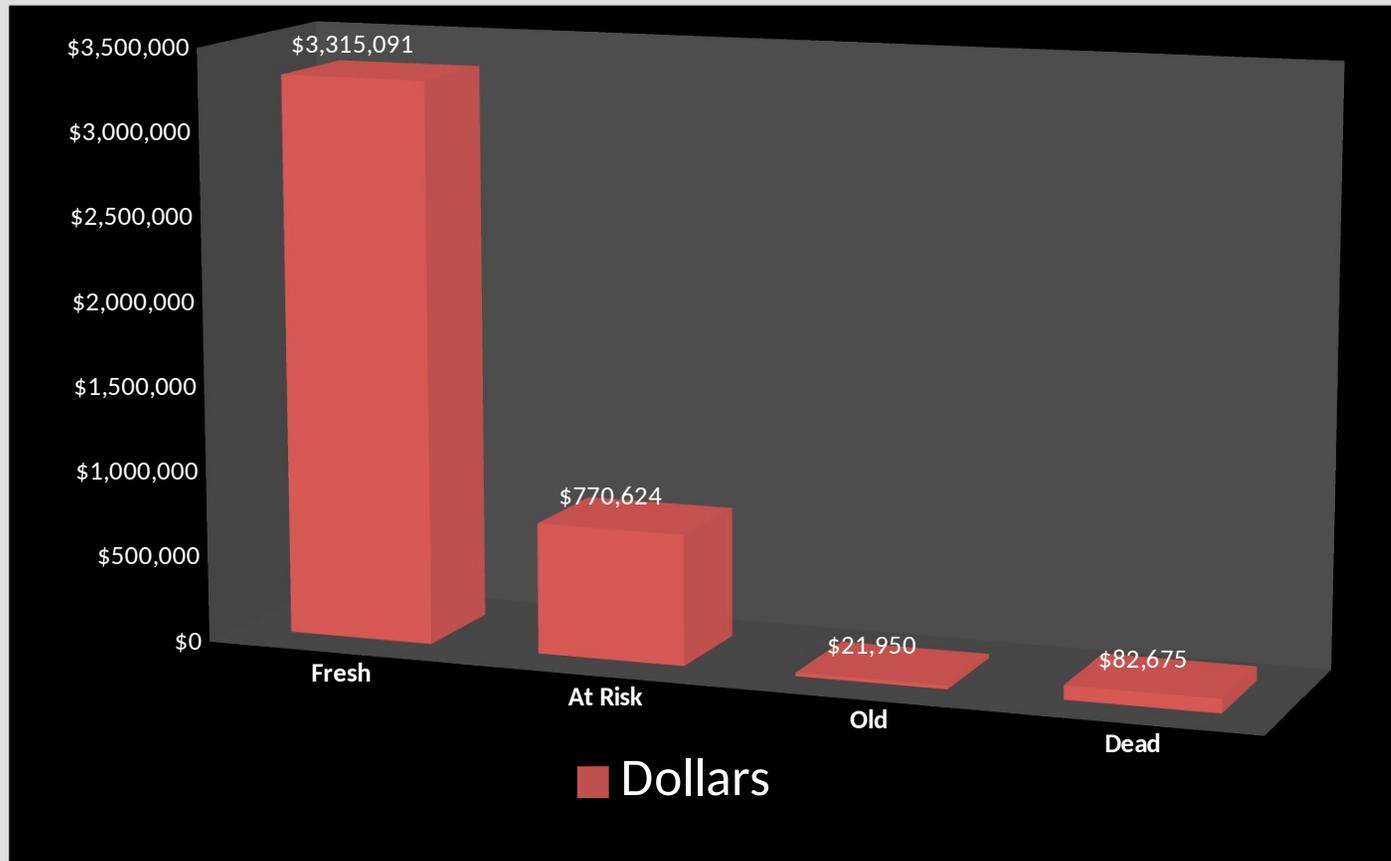
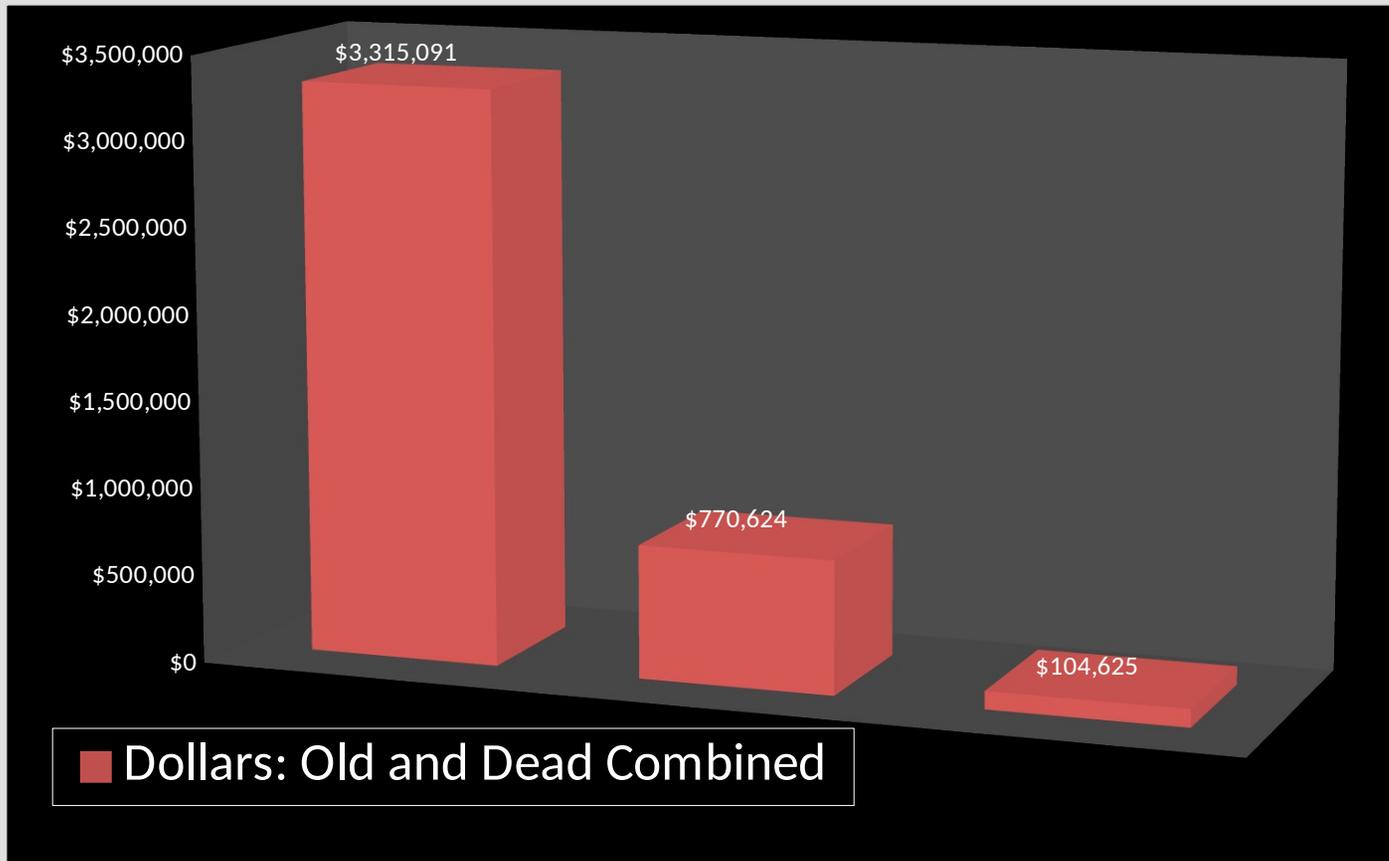


## Pre-Owned Stock Analysis

| Pre-Owned Stock Analysis |              |                |                |            |          |             |             |
|--------------------------|--------------|----------------|----------------|------------|----------|-------------|-------------|
| Days In Stock            |              |                |                |            |          |             |             |
|                          | 0-30         | 31-45          | 46-60          | 61-90      | 90-120   | 121+        | Total       |
| # Of Units               | 118          | 18             | 8              | 1          | 0        | 3           | 148         |
| Dollars                  | \$3,315,091  | \$556,696      | \$213,928      | \$21,950   |          | \$82,675    | \$4,190,340 |
|                          | <b>Fresh</b> | <b>At Risk</b> |                | <b>Old</b> |          | <b>Dead</b> |             |
|                          | 118          | 26             | <i>Units</i>   |            | 1        | 3           |             |
|                          | \$3,315,091  | \$770,624      | <i>Dollars</i> |            | \$21,950 | \$82,675    |             |

\$104,625



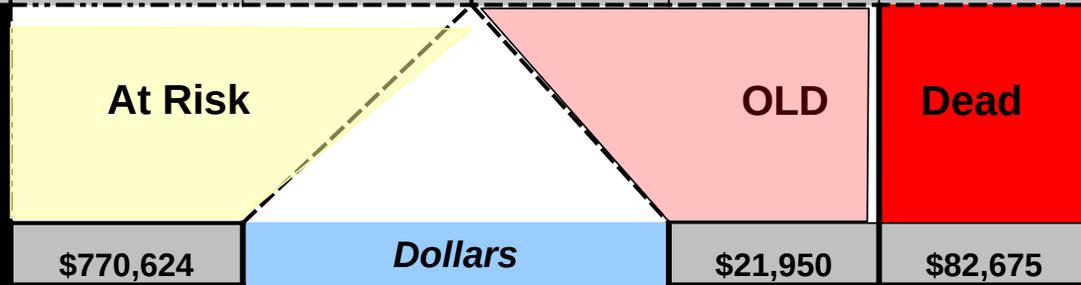


### Pre-Owned Stock Analysis

|              |                |                                  |            |             |                    |
|--------------|----------------|----------------------------------|------------|-------------|--------------------|
| <b>Fresh</b> | <b>At Risk</b> | <b>Units</b>                     | <b>Old</b> | <b>Dead</b> |                    |
| 118          | 26             | 1                                | 3          |             | <b>148</b>         |
| \$3,315,091  | \$770,624      | <b>Dollars</b>                   | \$21,950   | \$82,675    | <b>\$4,190,340</b> |
| <b>80%</b>   | 18%            | <i>Percent of total in Units</i> | 1%         | 2%          |                    |
| <b>79%</b>   | 18%            | <i>Percent of total in \$</i>    | 1%         | 2%          |                    |
| \$28,094     | \$29,639       | <i>Average Cost per Unit</i>     | \$21,950   | \$27,558    |                    |

## Over Valuation "Water" Analysis

| Days In Stock |         |        |        |          |      |       | Total   |
|---------------|---------|--------|--------|----------|------|-------|---------|
| 0-30          | 31-45   | 46-60  | 61-90  | 91 - 120 | 121+ |       |         |
| Dollars       | 3315091 | 556696 | 213928 | 21950    | 0    | 82675 | 4190340 |



Enter the percentage of this inventory value that you estimate is "water"

|          |                        |         |          |
|----------|------------------------|---------|----------|
| 10%      | <i>"Water" %</i>       | 15%     | 25%      |
| \$77,062 | <i>"Water" Dollars</i> | \$3,293 | \$20,669 |

**% of inventory under water    2.4%**

**Total Water Dollars    \$101,024**