

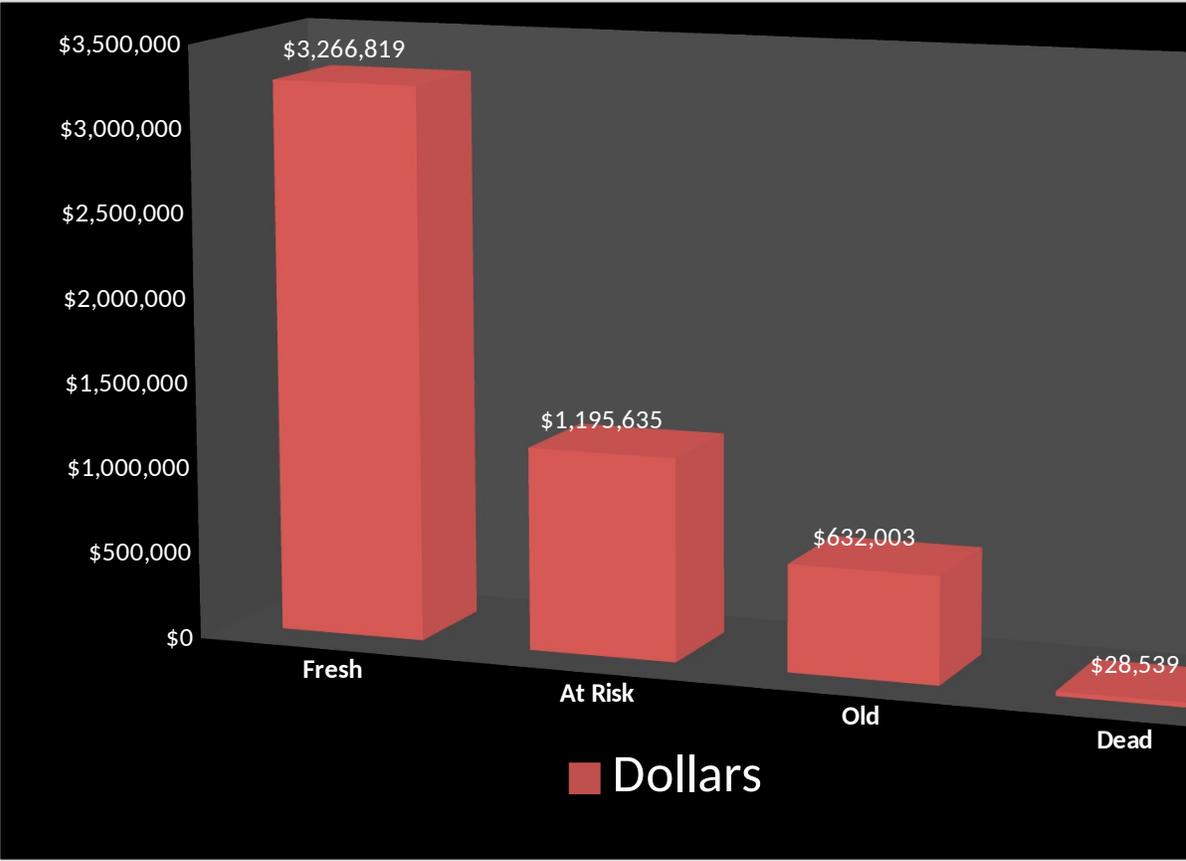
## Pre-Owned Stock Analysis

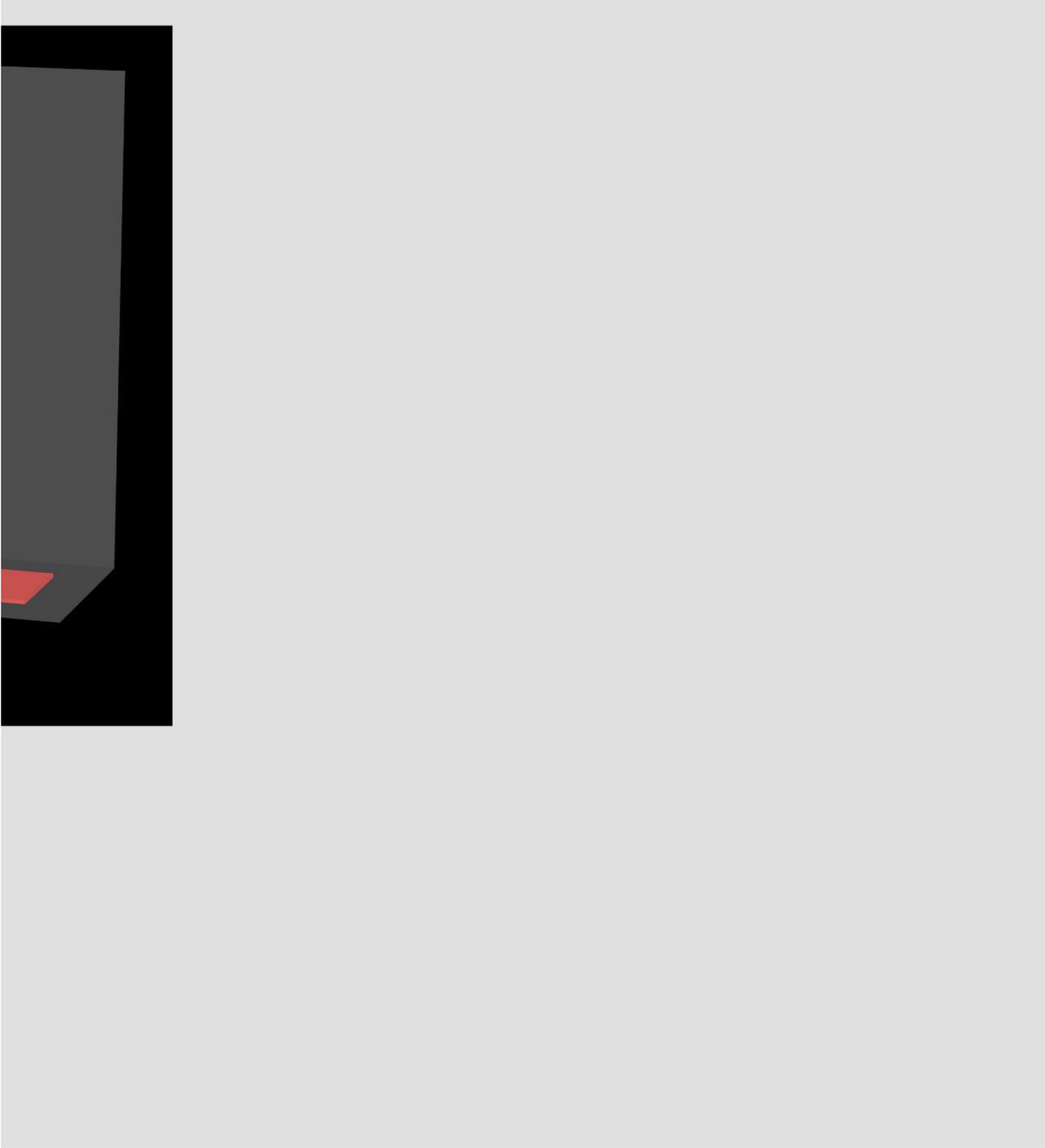
### Days In Stock

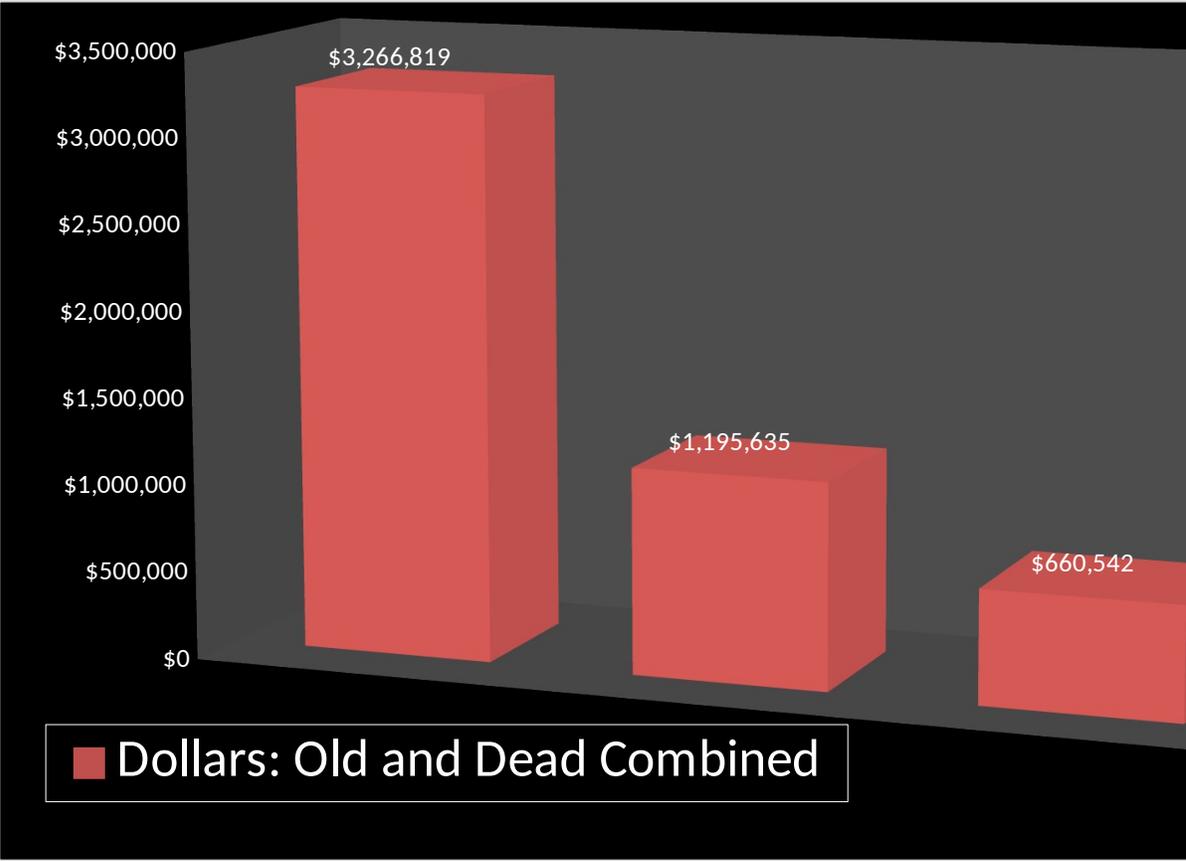
|            | 0-30         | 31-45          | 46-60          | 61-90      | 90-120    |
|------------|--------------|----------------|----------------|------------|-----------|
| # Of Units | 203          | 48             | 22             | 26         | 5         |
| Dollars    | \$3,266,819  | \$873,651      | \$321,984      | \$529,460  | \$102,543 |
|            | <b>Fresh</b> | <b>At Risk</b> |                | <b>Old</b> |           |
|            | 203          | 70             | <i>Units</i>   |            | 31        |
|            | \$3,266,819  | \$1,195,635    | <i>Dollars</i> |            | \$632,003 |

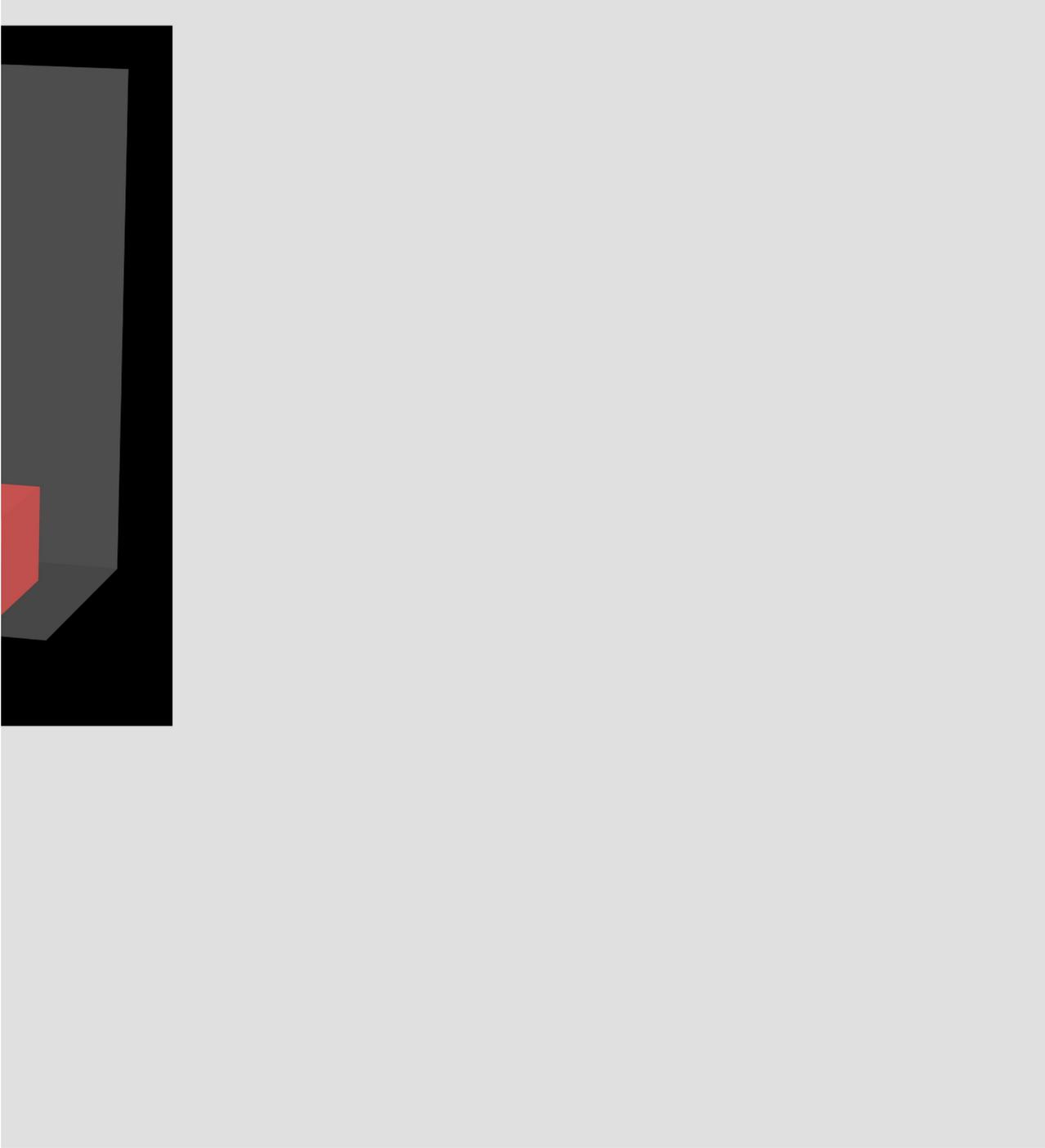


|                 |                    |
|-----------------|--------------------|
|                 |                    |
|                 |                    |
| <b>121+</b>     | <b>Total</b>       |
| <b>1</b>        | <b>305</b>         |
| <b>\$28,539</b> | <b>\$5,122,996</b> |
| <b>Dead</b>     |                    |
| <b>1</b>        |                    |
| <b>\$28,539</b> |                    |
|                 | \$660,542          |









## Pre-Owned Stock Analysis

|              |                |                                  |            |             |
|--------------|----------------|----------------------------------|------------|-------------|
| <b>Fresh</b> | <b>At Risk</b> |                                  | <b>Old</b> | <b>Dead</b> |
| 203          | 70             | <i>Units</i>                     | 31         | 1           |
| \$3,266,819  | \$1,195,635    | <i>Dollars</i>                   | \$632,003  | \$28,539    |
| 67%          | 23%            | <i>Percent of total in Units</i> | 10%        | 0%          |
| 64%          | 23%            | <i>Percent of total in \$</i>    | 12%        | 1%          |
| \$16,093     | \$17,081       | <i>Average Cost per Unit</i>     | \$20,387   | \$28,539    |

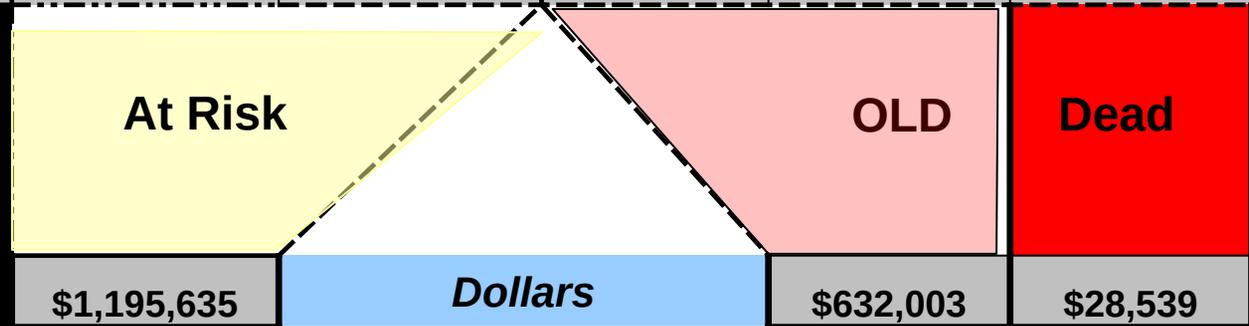
**305**

**\$5,122,996**

## Over Valuation "Water" Analysis

### Days In Stock

|                | 0-30           | 31-45         | 46-60         | 61-90         | 91 - 120      | 121+         |
|----------------|----------------|---------------|---------------|---------------|---------------|--------------|
| <b>Dollars</b> | <b>3266819</b> | <b>873651</b> | <b>321984</b> | <b>529460</b> | <b>102543</b> | <b>28539</b> |



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

|           |                        |          |         |
|-----------|------------------------|----------|---------|
| 10%       | <b>"Water" %</b>       | 15%      | 25%     |
| \$119,564 | <b>"Water" Dollars</b> | \$94,800 | \$7,135 |

**% of inventory under water 4.3%**

**Total Water Dollars \$221,499**

**Total**

**5122996**

