

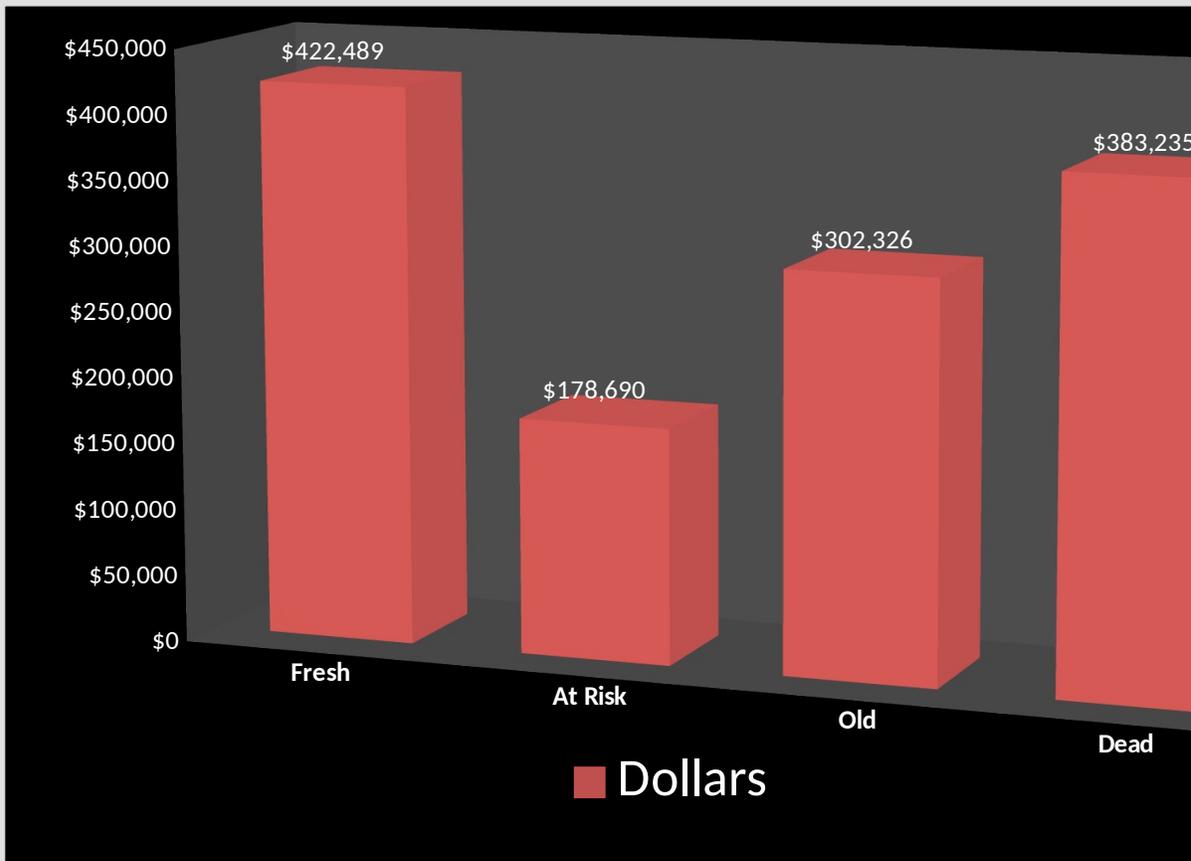
## Pre-Owned Stock Analysis

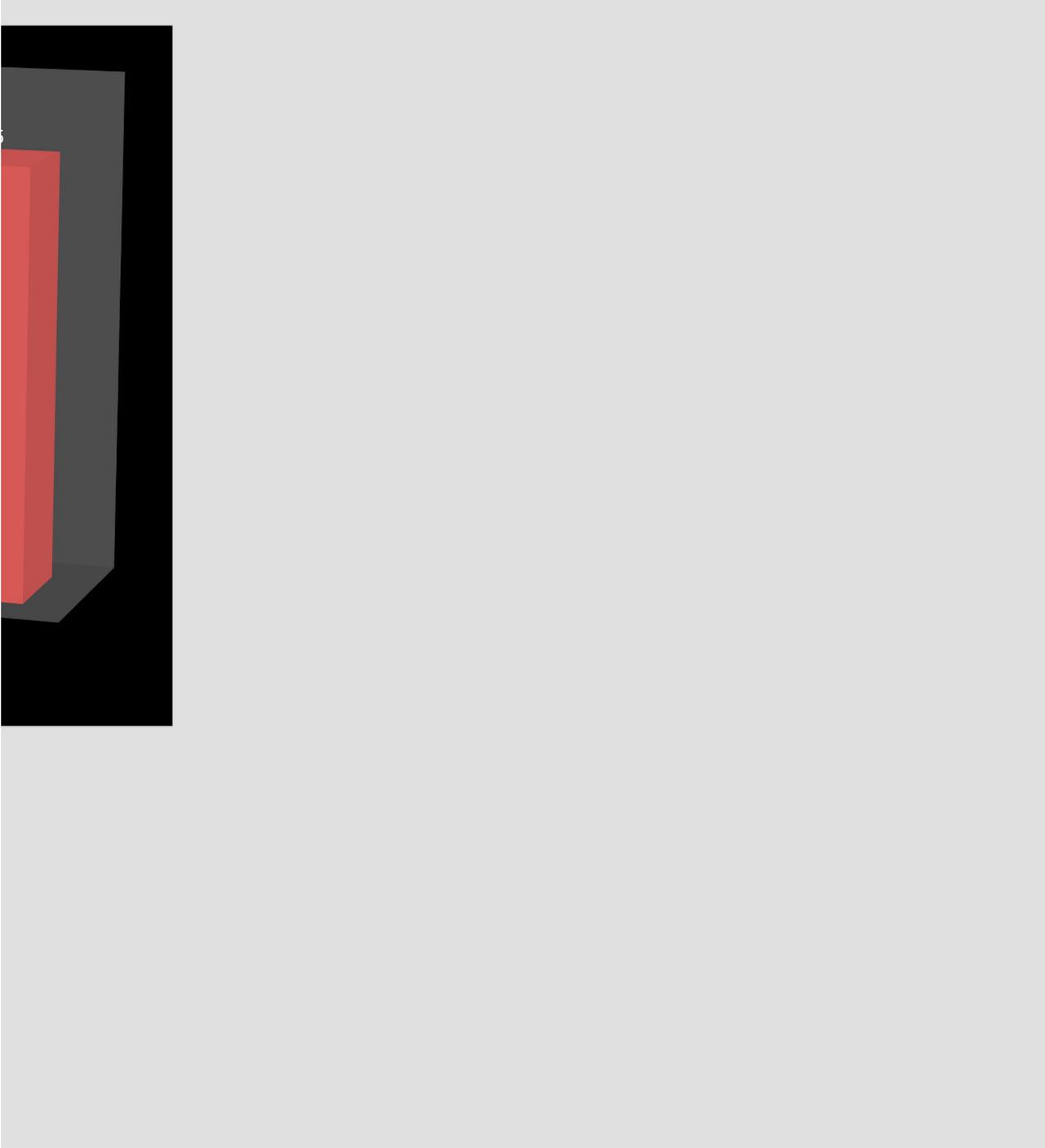
### Days In Stock

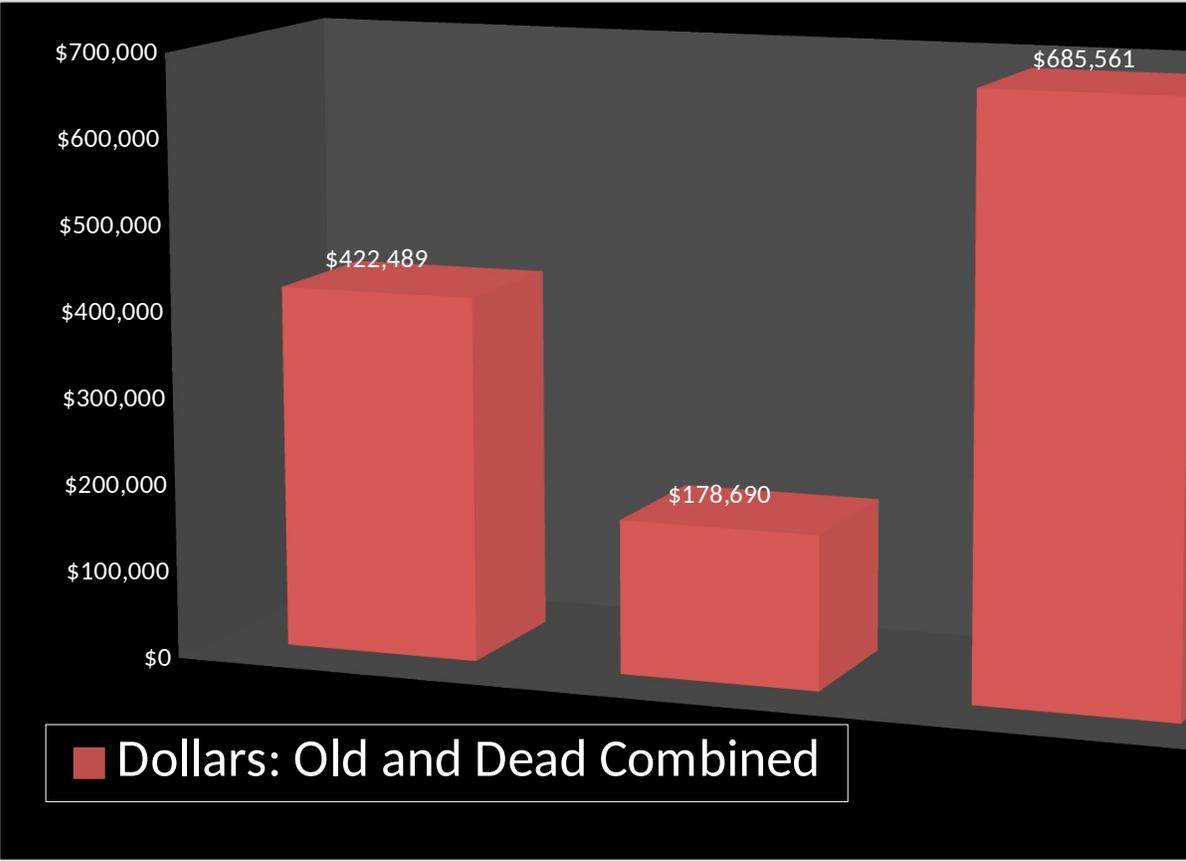
	0-30	31-45	46-60	61-90	90-120
# Of Units	27	8	4	9	8
Dollars	\$422,489	\$136,923	\$41,767	\$126,172	\$176,154
	<b>Fresh</b>	<b>At Risk</b>		<b>Old</b>	
	27	12	<i>Units</i>		17
	\$422,489	\$178,690	<i>Dollars</i>		\$302,326

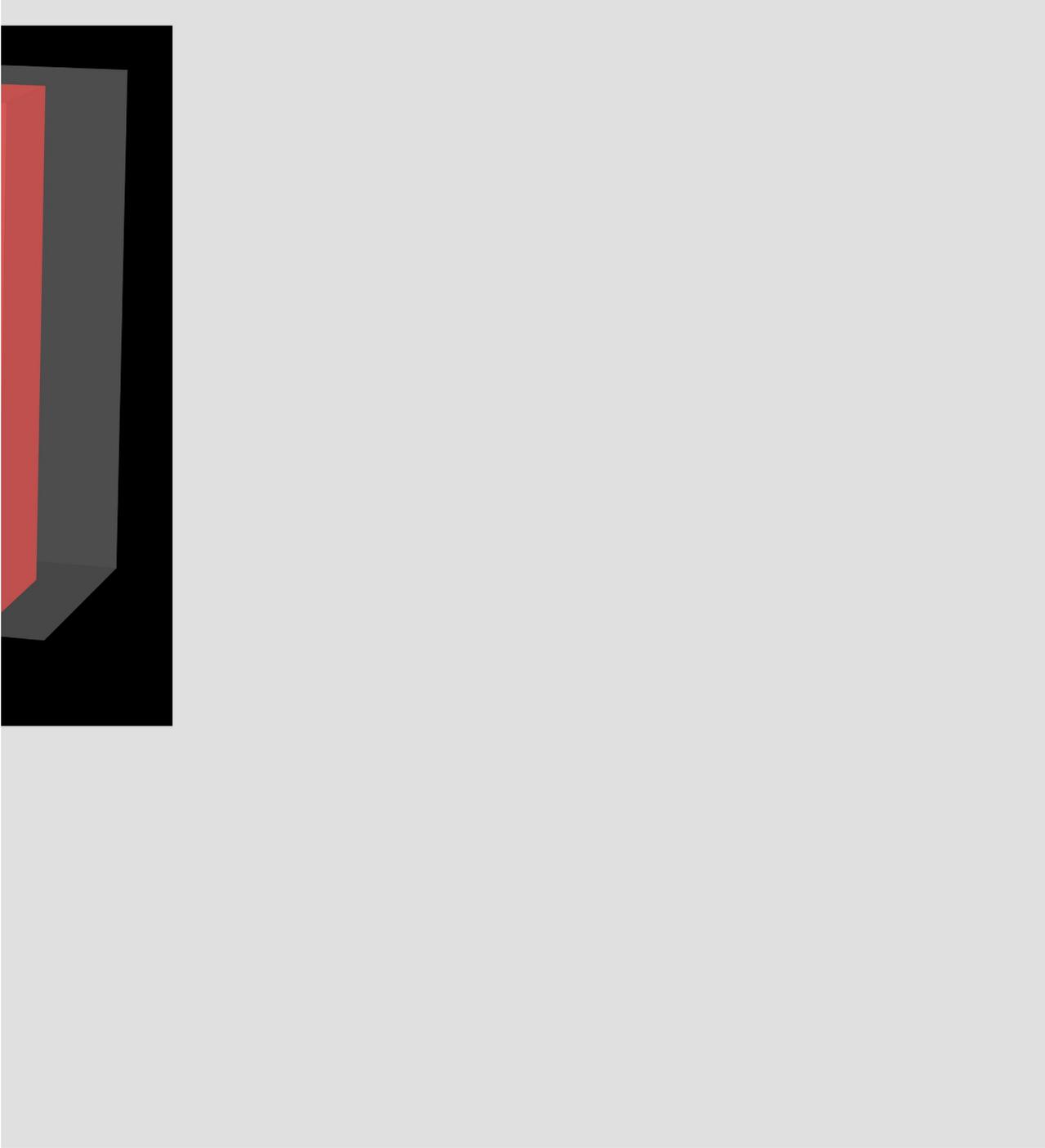


<b>121+</b>	<b>Total</b>
<b>18</b>	<b>74</b>
<b>\$383,235</b>	<b>\$1,286,740</b>
<b>Dead</b>	
<b>18</b>	
<b>\$383,235</b>	
	<b>\$685,561</b>









## Pre-Owned Stock Analysis

<b>Fresh</b>	<b>At Risk</b>		<b>Old</b>	<b>Dead</b>
27	12	<i>Units</i>	17	18
\$422,489	\$178,690	<i>Dollars</i>	\$302,326	\$383,235
36%	16%	<i>Percent of total in Units</i>	23%	24%
33%	14%	<i>Percent of total in \$</i>	23%	30%
\$15,648	\$14,891	<i>Average Cost per Unit</i>	\$17,784	\$21,291

74

\$1,286,740

## Over Valuation "Water" Analysis

### Days In Stock

	0-30	31-45	46-60	61-90	91 - 120	121+
<b>Dollars</b>	422489	136923	41767	126172	176154	383235
	<b>At Risk</b>		<b>OLD</b>		<b>Dead</b>	
	\$178,690	<i>Dollars</i>		\$302,326	\$383,235	
Enter the percentage of this inventory value that you estimate is "water"	10%	<i>"Water" %</i>		15%	25%	
	\$17,869	<i>"Water" Dollars</i>		\$45,349	\$95,809	

% of inventory under water     12.4%

Total Water Dollars     \$159,027

**Total**

**1286740**

