

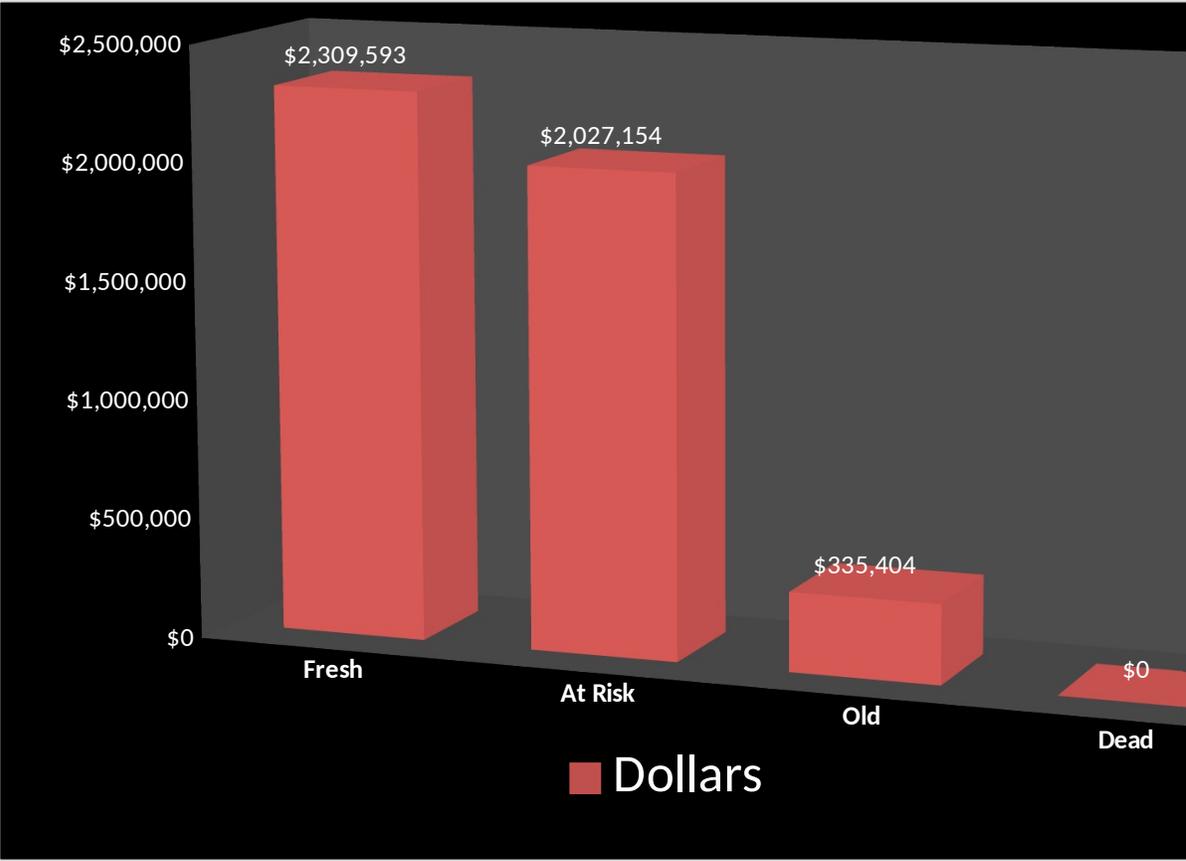
## Pre-Owned Stock Analysis

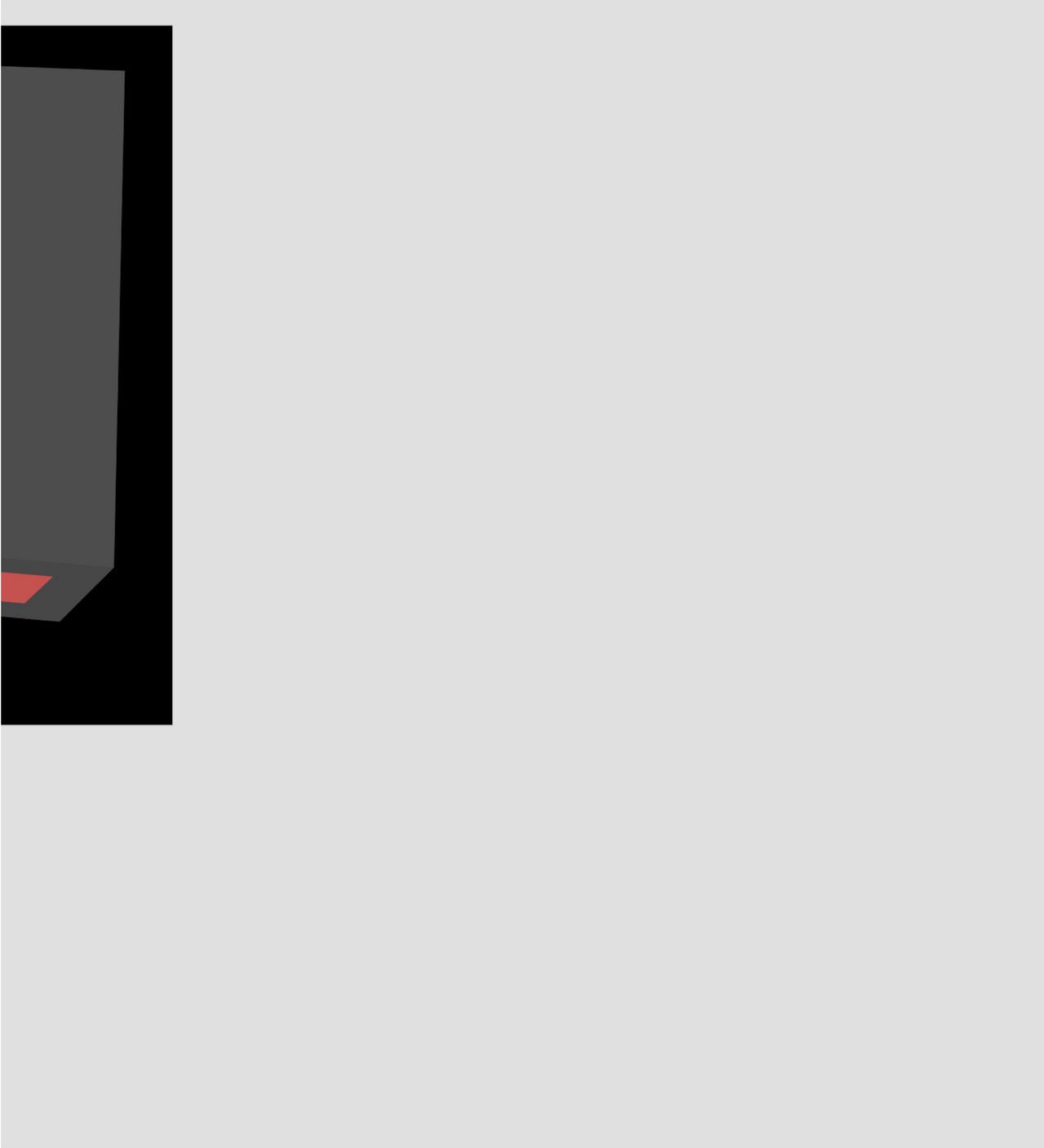
### Days In Stock

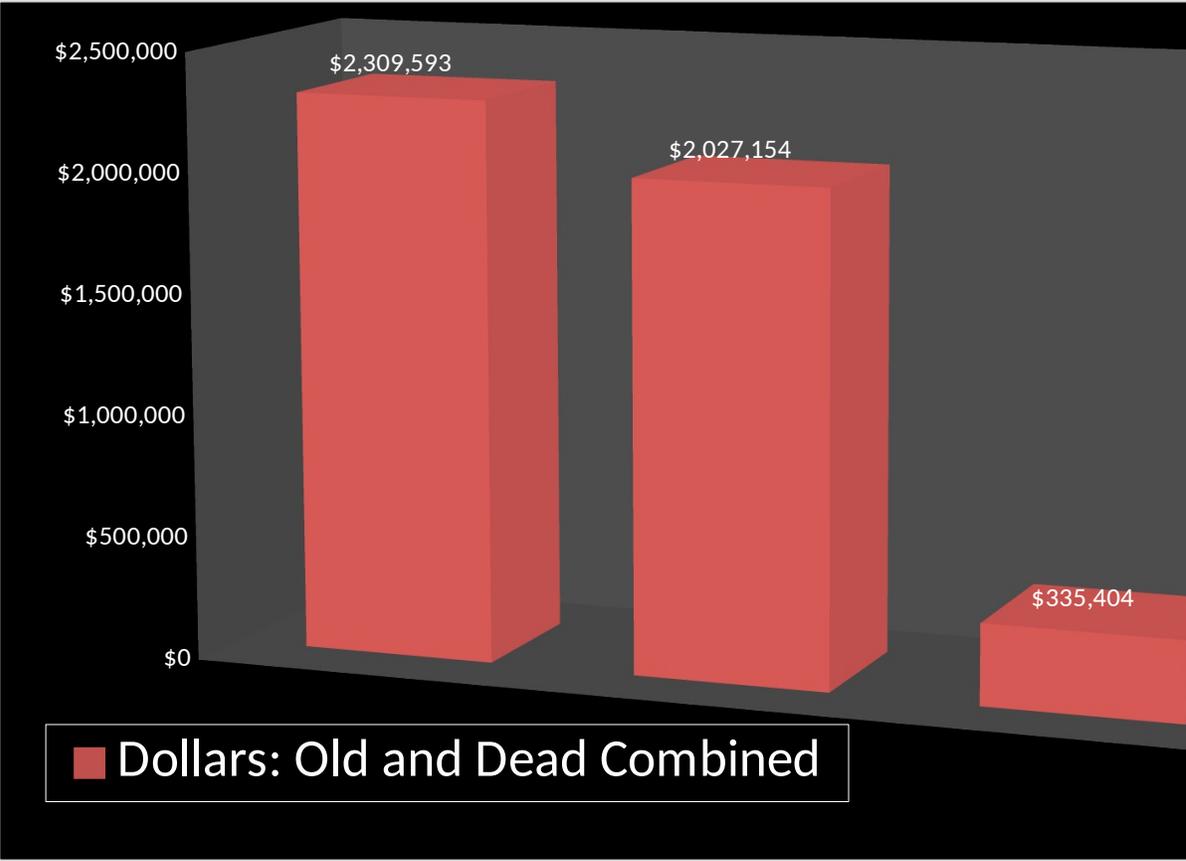
|            | 0-30         | 31-45          | 46-60          | 61-90      | 90-120    |
|------------|--------------|----------------|----------------|------------|-----------|
| # Of Units | 129          | 31             | 27             | 6          | 7         |
| Dollars    | \$2,309,593  | \$1,135,341    | \$891,813      | \$98,299   | \$237,105 |
|            | <b>Fresh</b> | <b>At Risk</b> |                | <b>Old</b> |           |
|            | 129          | 58             | <i>Units</i>   |            | 13        |
|            | \$2,309,593  | \$2,027,154    | <i>Dollars</i> |            | \$335,404 |

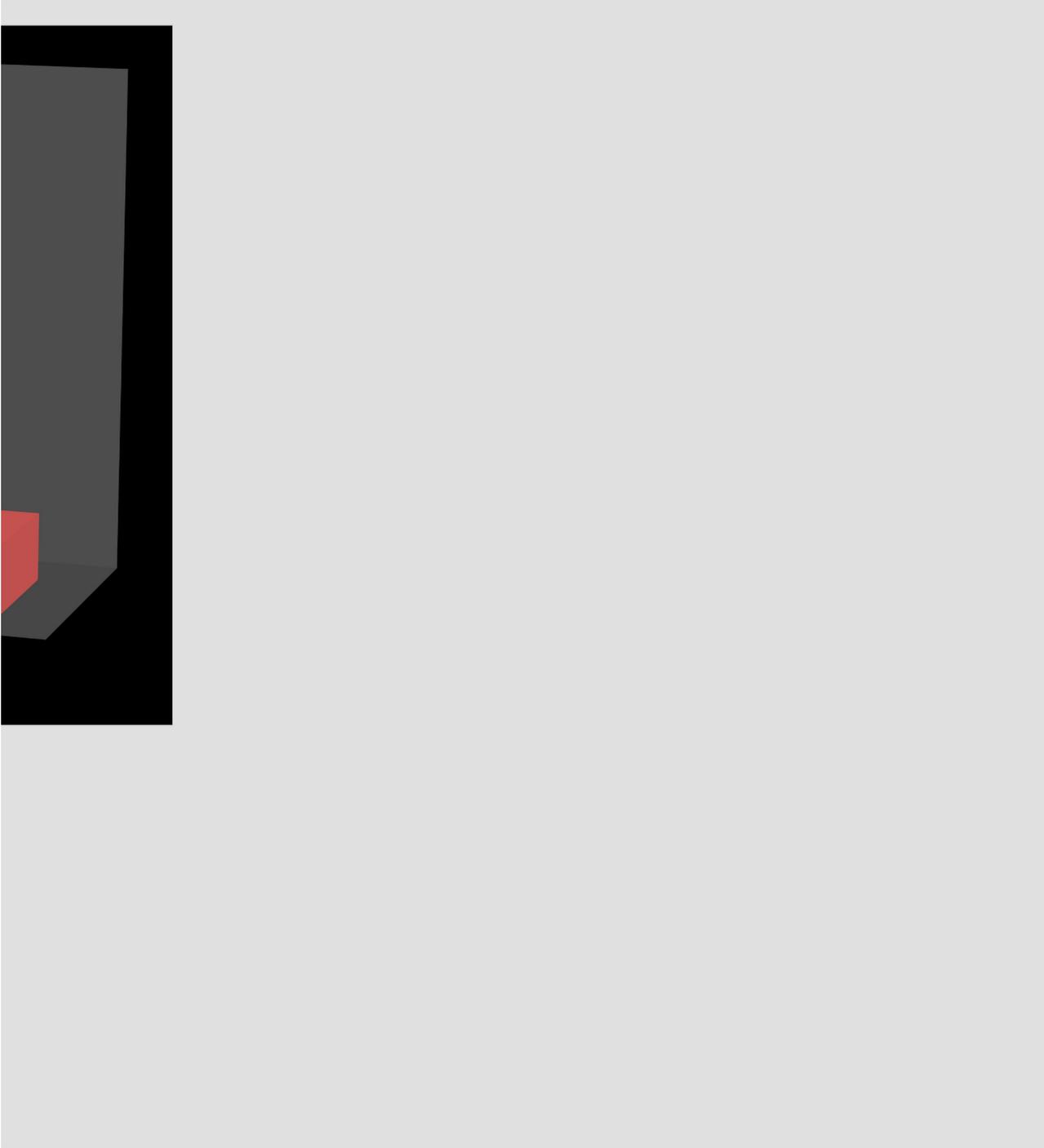


|      |             |
|------|-------------|
|      |             |
|      |             |
| 121+ | Total       |
|      | 200         |
|      | \$4,672,150 |
| Dead |             |
| 0    |             |
| \$0  | \$335,404   |









## Pre-Owned Stock Analysis

|              |                |                                  |            |             |
|--------------|----------------|----------------------------------|------------|-------------|
| <b>Fresh</b> | <b>At Risk</b> |                                  | <b>Old</b> | <b>Dead</b> |
| 129          | 58             | <i>Units</i>                     | 13         | 0           |
| \$2,309,593  | \$2,027,154    | <i>Dollars</i>                   | \$335,404  | \$0         |
|              |                |                                  |            |             |
| 65%          | 29%            | <i>Percent of total in Units</i> | 7%         | 0%          |
| 49%          | 43%            | <i>Percent of total in \$</i>    | 7%         | 0%          |
|              |                |                                  |            |             |
| \$17,904     | \$34,951       | <i>Average Cost per Unit</i>     | \$25,800   | 0           |

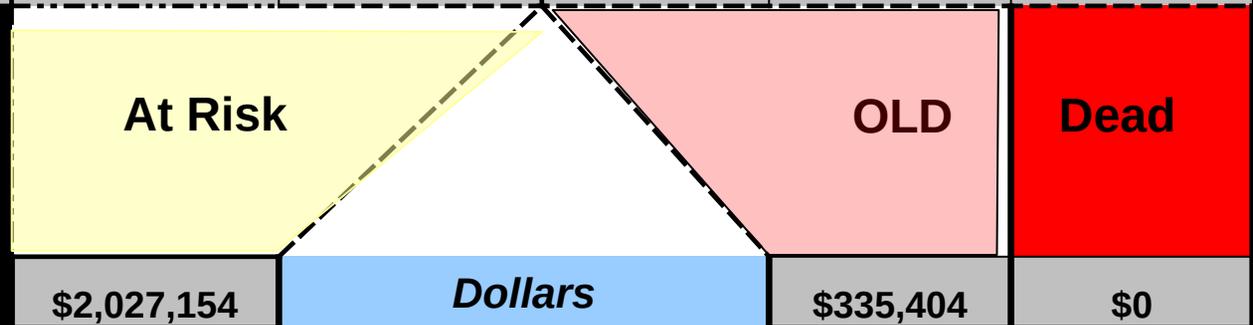
**200**

**\$4,672,150**

## Over Valuation "Water" Analysis

### Days In Stock

|                | 0-30              | 31-45             | 46-60            | 61-90           | 91 - 120         | 121+     |
|----------------|-------------------|-------------------|------------------|-----------------|------------------|----------|
| <b>Dollars</b> | <b>2309592.77</b> | <b>1135340.92</b> | <b>891812.74</b> | <b>98298.69</b> | <b>237104.91</b> | <b>0</b> |



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

|           |                        |          |     |
|-----------|------------------------|----------|-----|
| 10%       | <i>"Water" %</i>       | 15%      | 25% |
| \$202,715 | <i>"Water" Dollars</i> | \$50,311 | \$0 |

**% of inventory under water    5.4%**

**Total Water Dollars    \$253,026**

**Total**

**4672150.03**