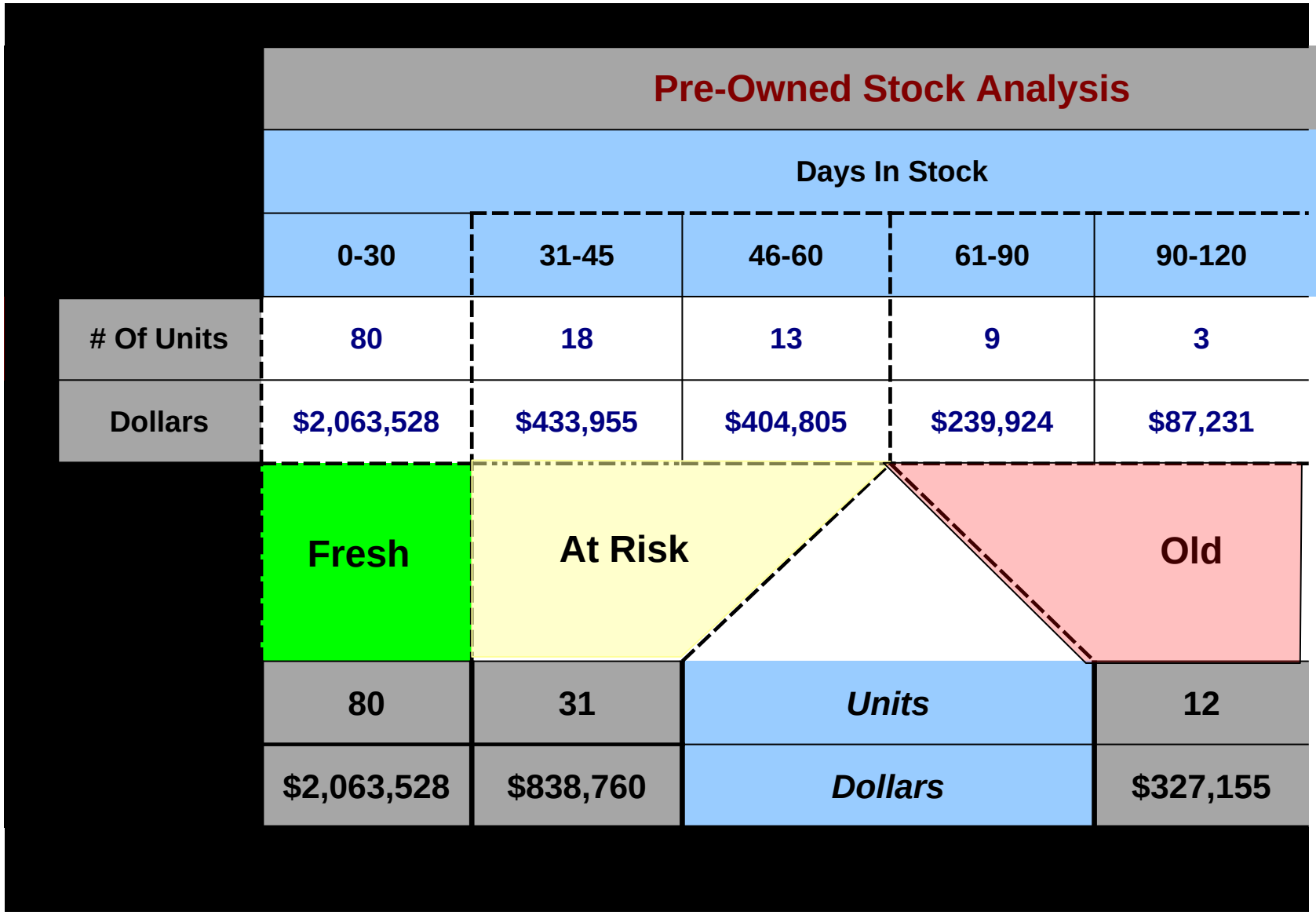
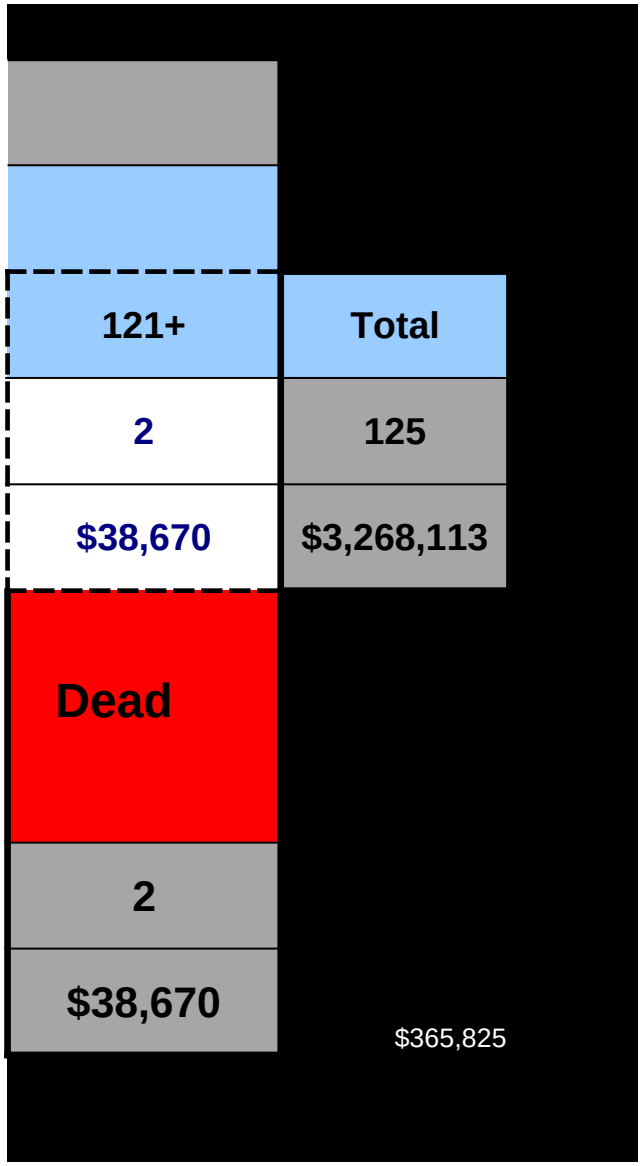
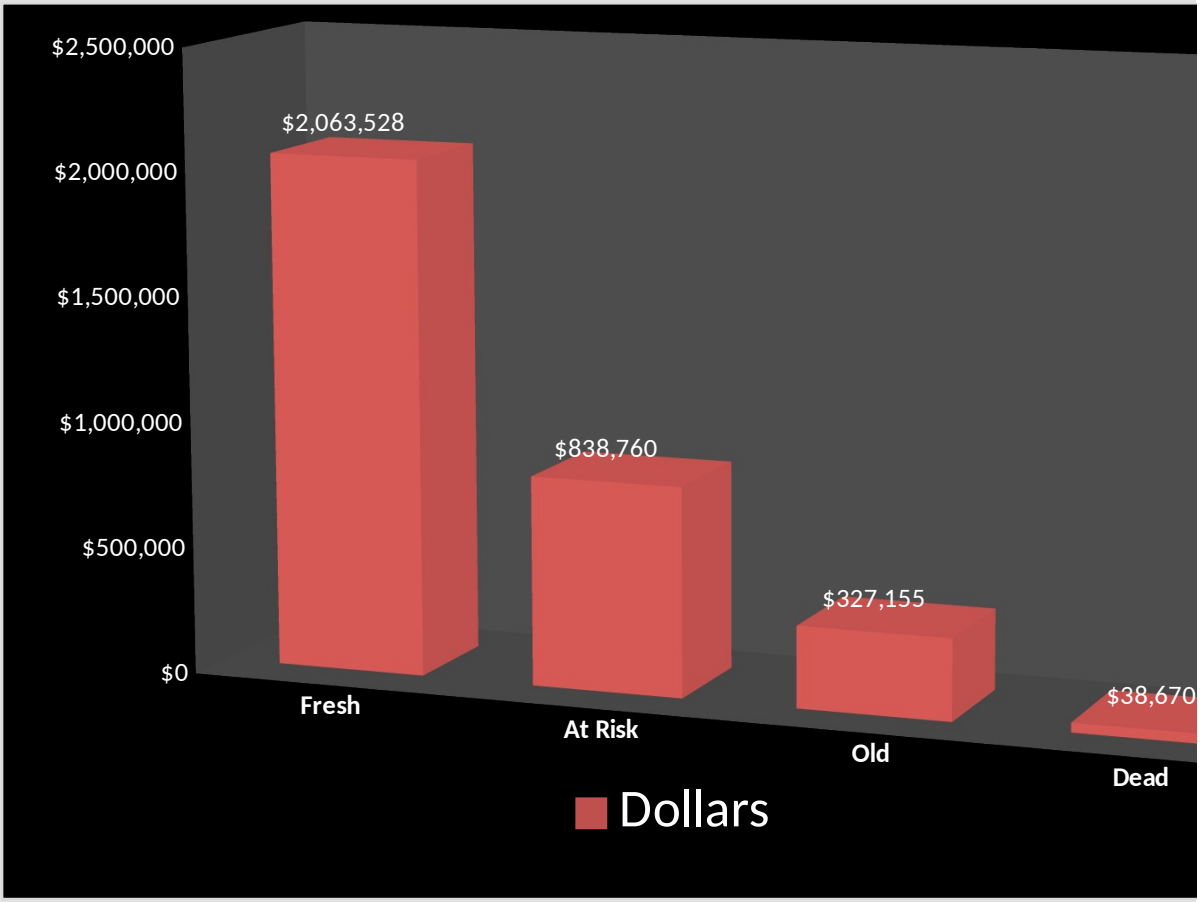
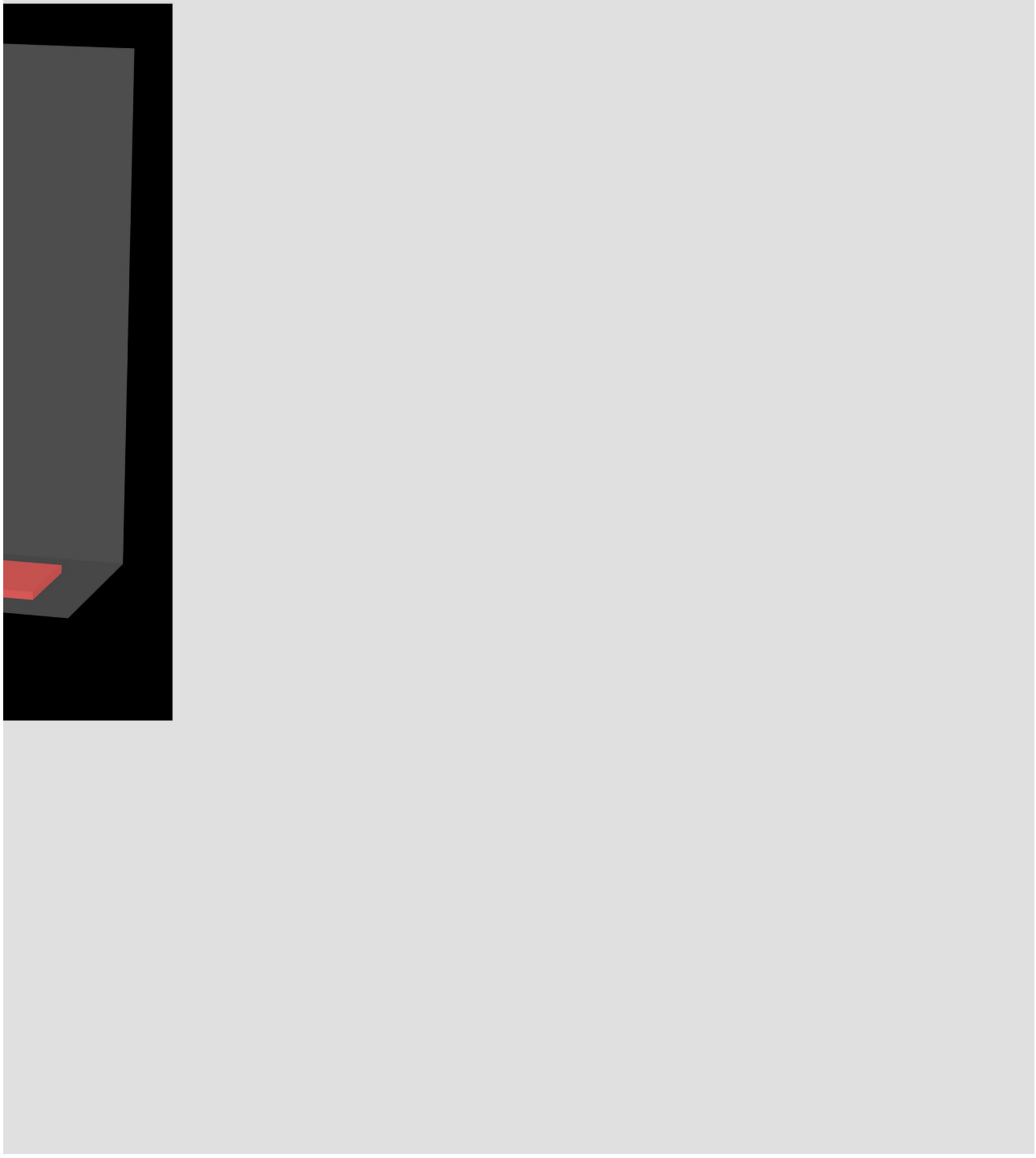
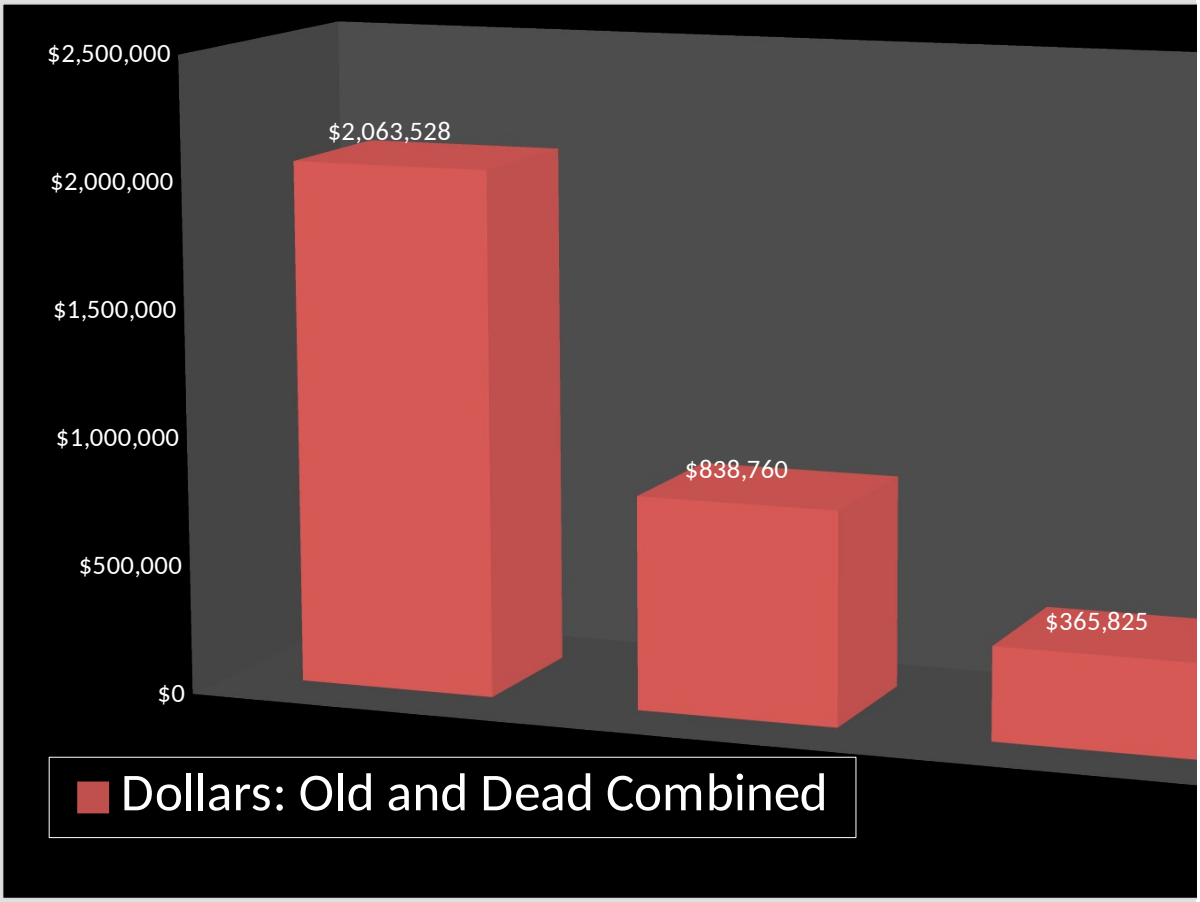
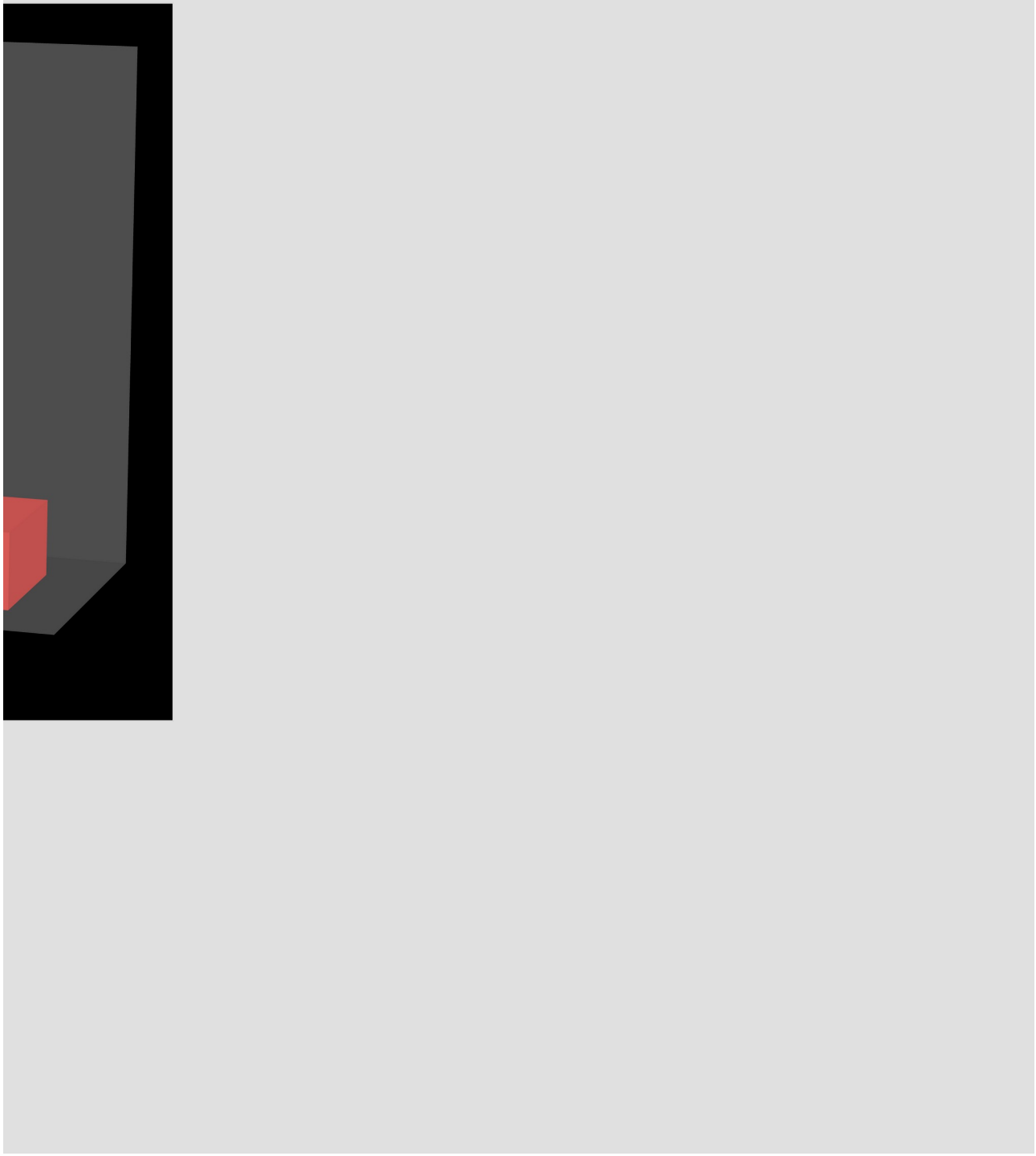

Pre-Owned Stock Analysis
Days In Stock
0-30
31-45
46-60
61-90
90-120
# Of Units
80
18
13
9
3
Dollars
$2,063,528
$433,955
$404,805
$239,924
$87,231
Fresh
At Risk
Old
80
31
Units
12
$2,063,528
$838,760
Dollars
$327,155

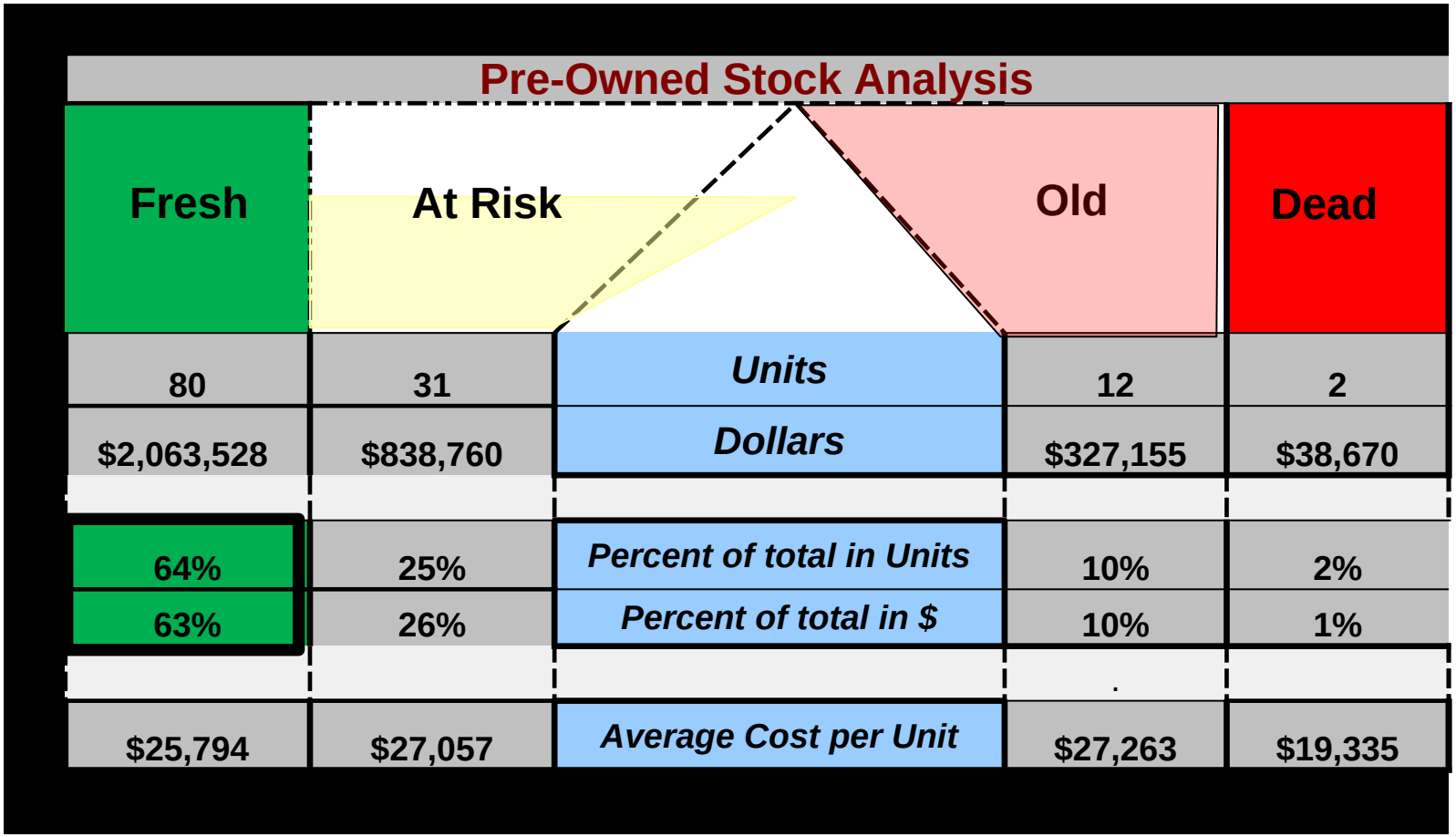

121+
Total
2
125
$38,670
$3,268,113
Dead
2
$38,670
$365,825


$2,500,000
$2,000,000
$1,500,000
$1,000,000
$500,000
$0
$2,063,528
$838,760
$327,155
$38,670
Fresh
At Risk
Old
Dead
Dollars




$2,500,000
$2,000,000
$1,500,000
$1,000,000
$500,000
$0
$2,063,528
$838,760
$365,825
Dollars: Old and Dead Combined

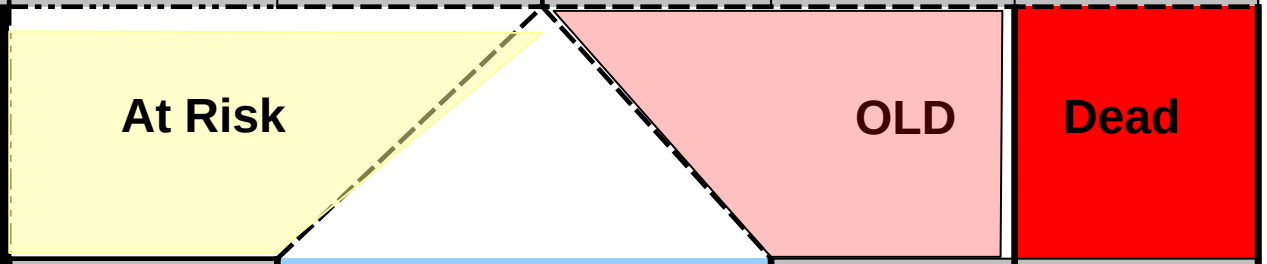



Pre-Owned Stock Analysis
Fresh
At Risk
Old
Dead
80
31
Units
12
2
$2,063,528
$838,760
Dollars
$327,155
$38,670
64%
25%
Percent of total in Units
10%
2%
63%
26%
Percent of total in $
10%
1%
$25,794
$27,057
Average Cost per Unit
$27,263
$19,335


125
$3,268,113

# Over Valuation "Water" Analysis

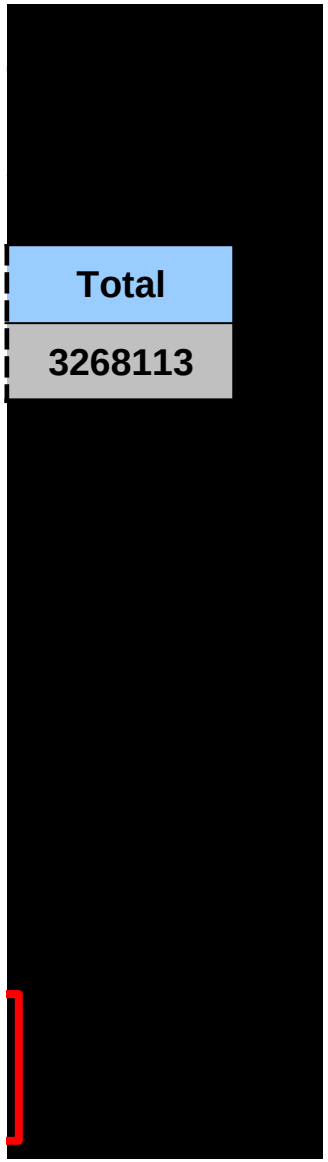
| | Days In Stock | | | | | |
|---|---|---|---|---|---|---|
| | 0-30 | 31-45 | 46-60 | 61-90 | 91 - 120 | 121+ |
| Dollars | 2063528 | 433955 | 404805 | 239924 | 87231 | 38670 |




| | | | | |
|---|---|---|---|---|
| | $838,760 | *Dollars* | $327,155 | $38,670 |
| Enter the percentage of this inventory value that you estimate is "water" | 45% | *"Water" %* | 84% | 0% |
| | $377,442 | *"Water" Dollars* | $274,810 | $0 |

% of inventory under water 20.0%

Total Water Dollars $652,252


Total
3268113