

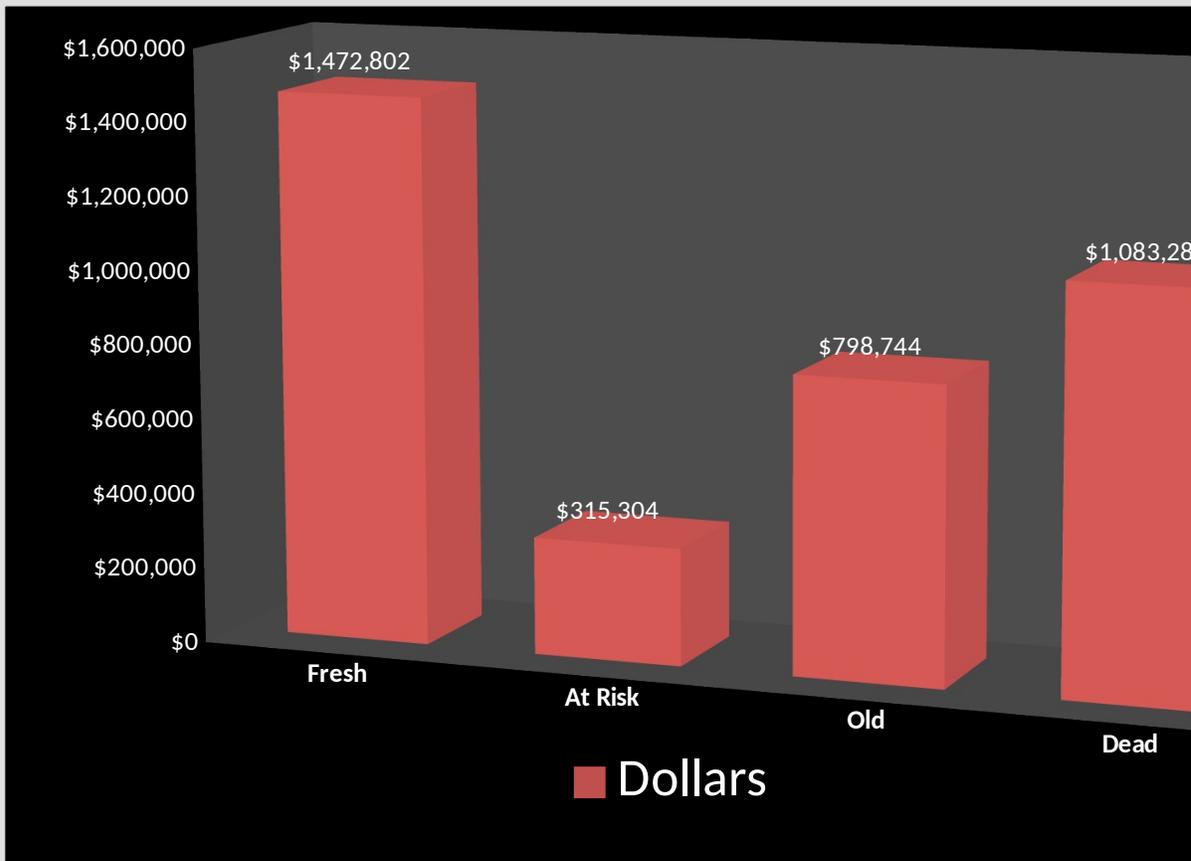
## Pre-Owned Stock Analysis

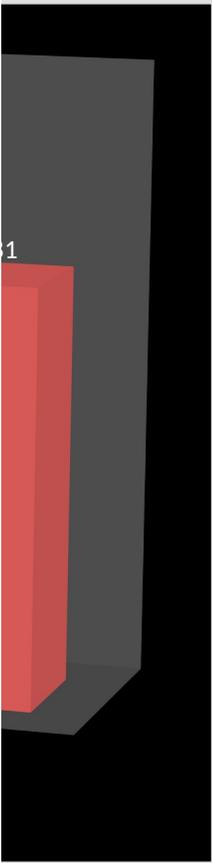
### Days In Stock

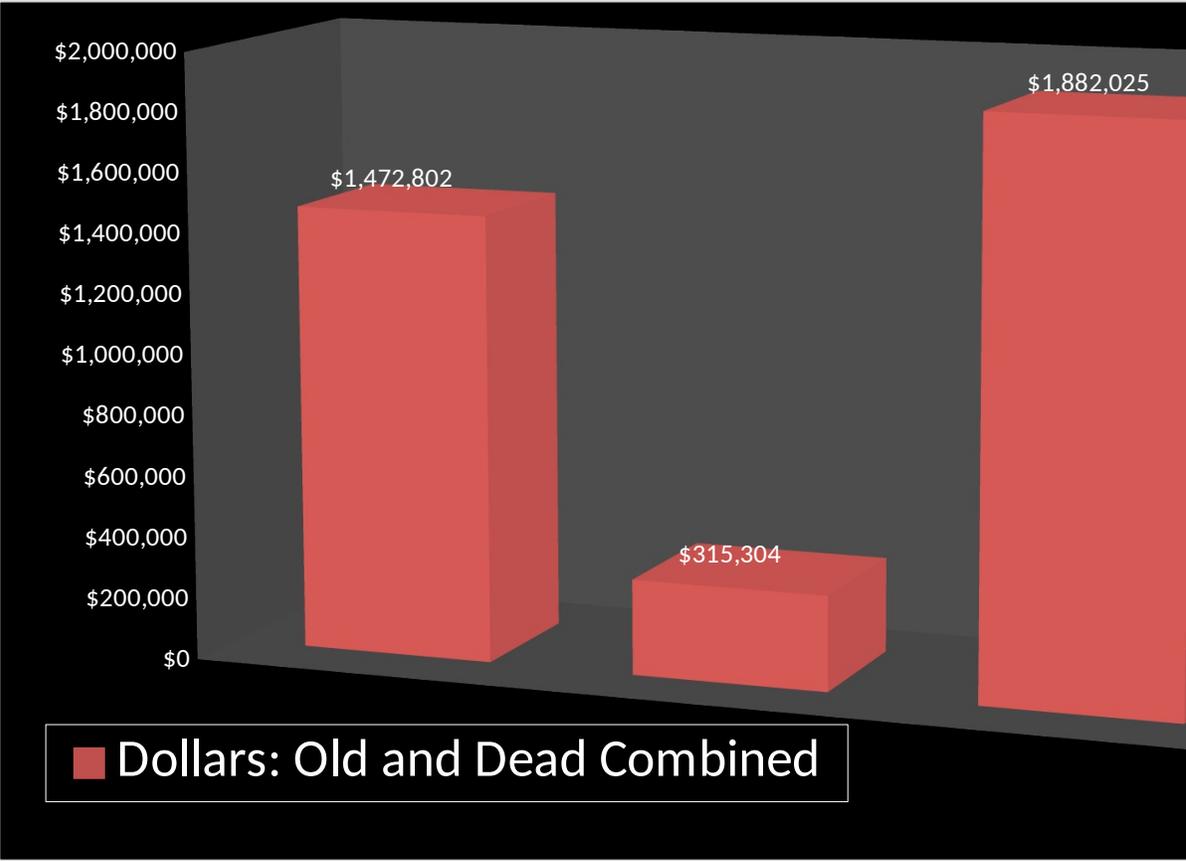
	0-30	31-45	46-60	61-90	90-120
# Of Units	47	2	11	11	7
Dollars	\$1,472,802	\$72,272	\$243,032	\$411,444	\$387,300
	<b>Fresh</b>	<b>At Risk</b>		<b>Old</b>	
	47	13	<i>Units</i>		18
	\$1,472,802	\$315,304	<i>Dollars</i>		\$798,744

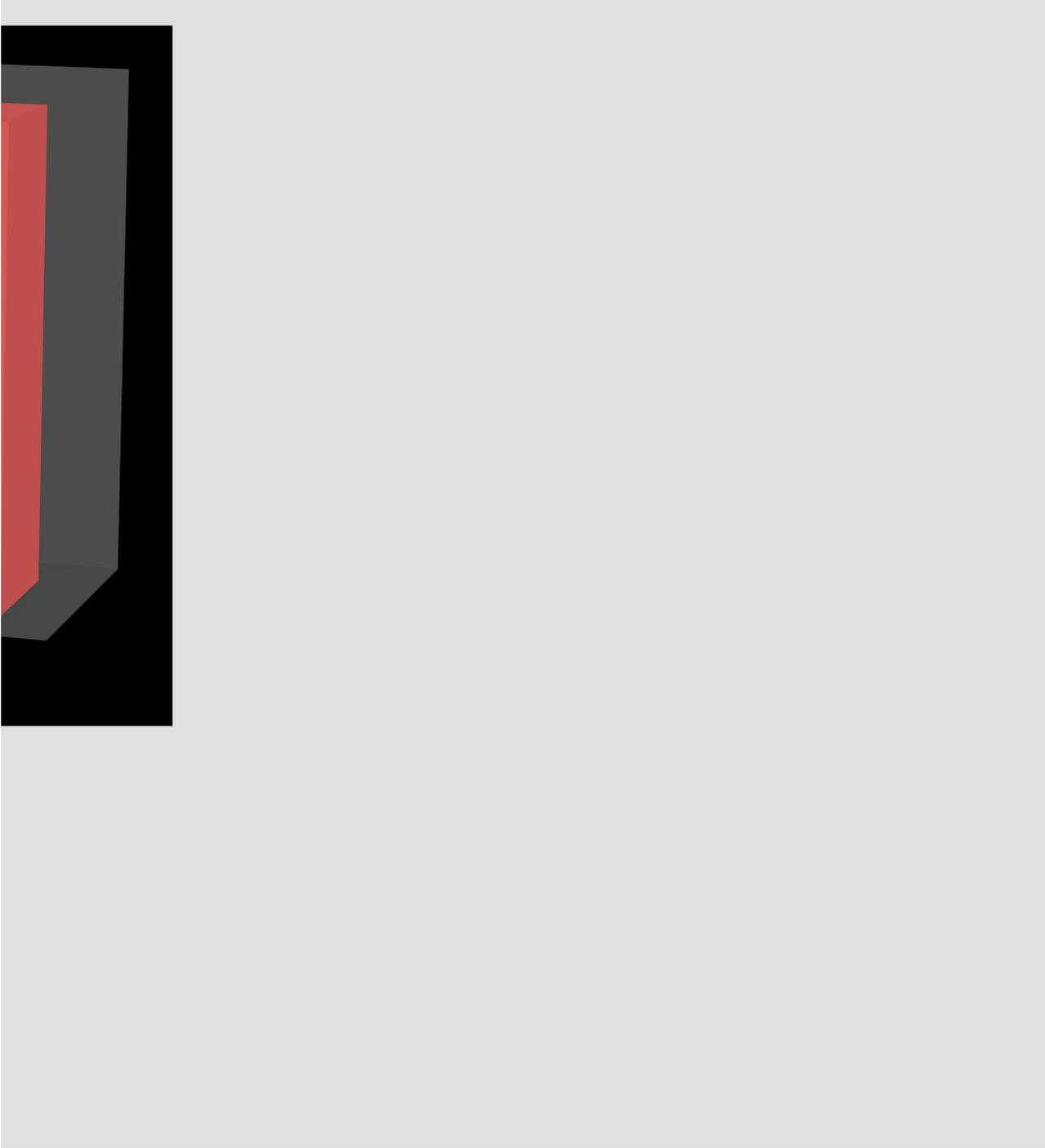


<b>121+</b>	<b>Total</b>
<b>13</b>	<b>91</b>
<b>\$1,083,281</b>	<b>\$3,670,131</b>
<b>Dead</b>	
<b>13</b>	
<b>\$1,083,281</b>	
	<b>\$1,882,025</b>









## Pre-Owned Stock Analysis

<b>Fresh</b>	<b>At Risk</b>		<b>Old</b>	<b>Dead</b>
47	13	<i>Units</i>	18	13
\$1,472,802	\$315,304	<i>Dollars</i>	\$798,744	\$1,083,281
52%	14%	<i>Percent of total in Units</i>	20%	14%
40%	9%	<i>Percent of total in \$</i>	22%	30%
\$31,336	\$24,254	<i>Average Cost per Unit</i>	\$44,375	\$83,329

**91**

**\$3,670,131**

## Over Valuation "Water" Analysis

### Days In Stock

	0-30	31-45	46-60	61-90	91 - 120	121+
<b>Dollars</b>	<b>1472802</b>	<b>72272</b>	<b>243032</b>	<b>411444</b>	<b>387300</b>	<b>1083281</b>

<b>At Risk</b>	<b>OLD</b>	<b>Dead</b>
\$315,304	<i>Dollars</i>	\$798,744
\$1,083,281		\$1,083,281

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

10%	<i>"Water" %</i>	15%	25%
\$31,530	<i>"Water" Dollars</i>	\$119,812	\$270,820

**% of inventory under water    11.5%**

**Total Water Dollars    \$422,162**

**Total**

**3670131**

