

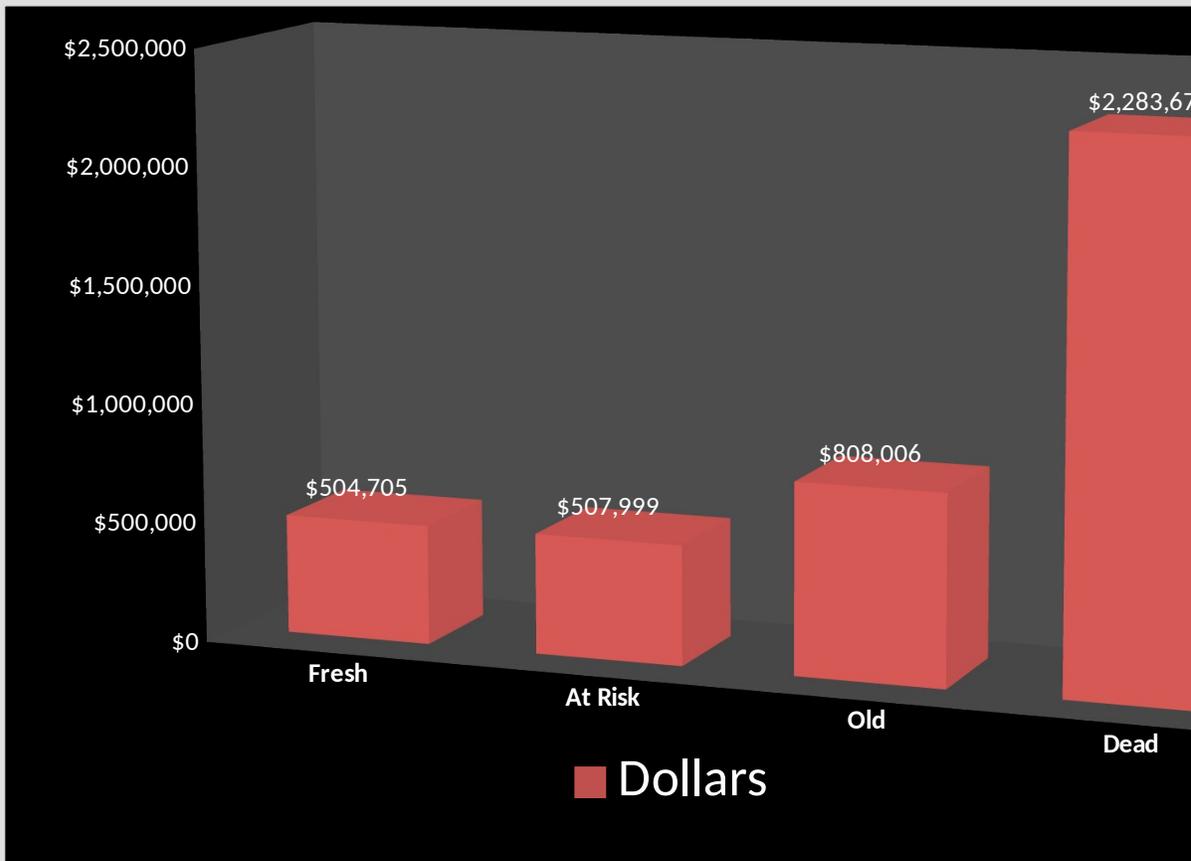
## Pre-Owned Stock Analysis

### Days In Stock

	0-30	31-45	46-60	61-90	90-120
# Of Units	22	7	13	5	17
Dollars	\$504,705	\$136,199	\$371,800	\$120,095	\$687,911
	<b>Fresh</b>	<b>At Risk</b>		<b>Old</b>	
	22	20	<i>Units</i>		22
	\$504,705	\$507,999	<i>Dollars</i>		\$808,006

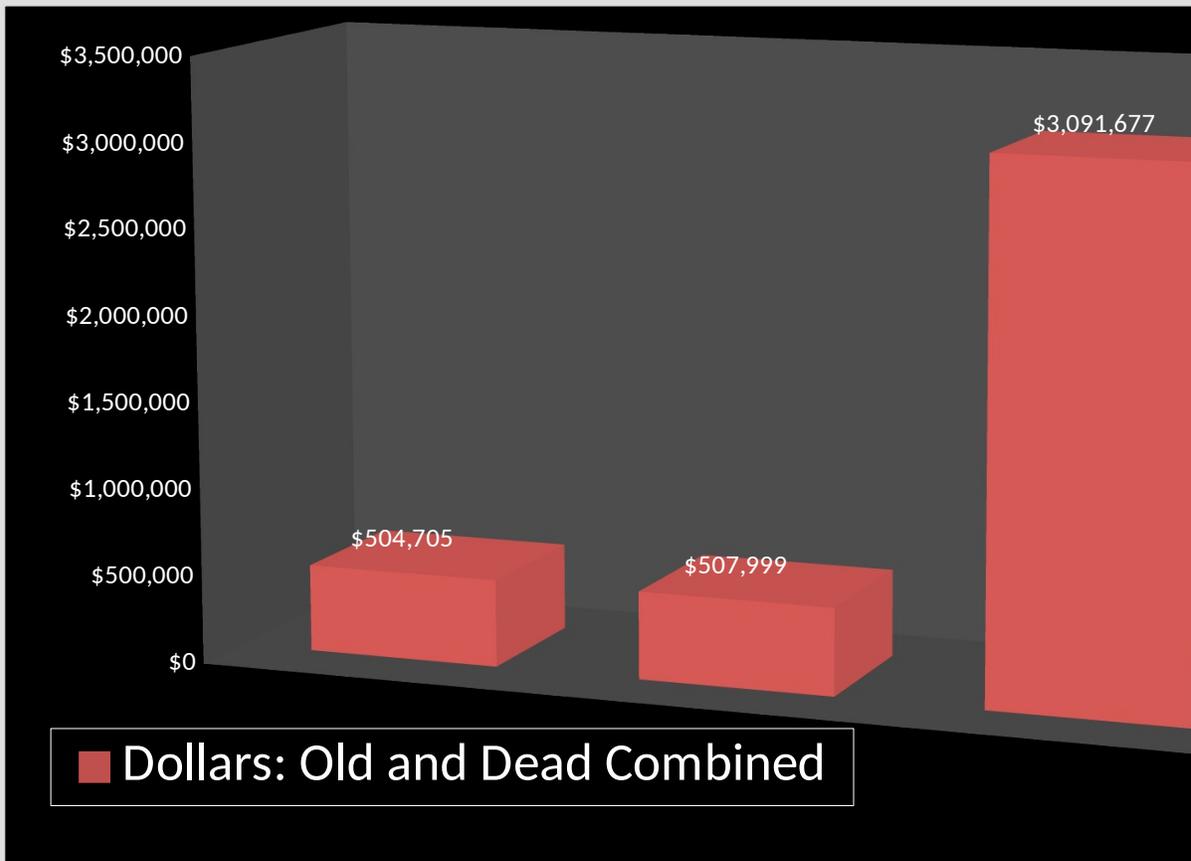


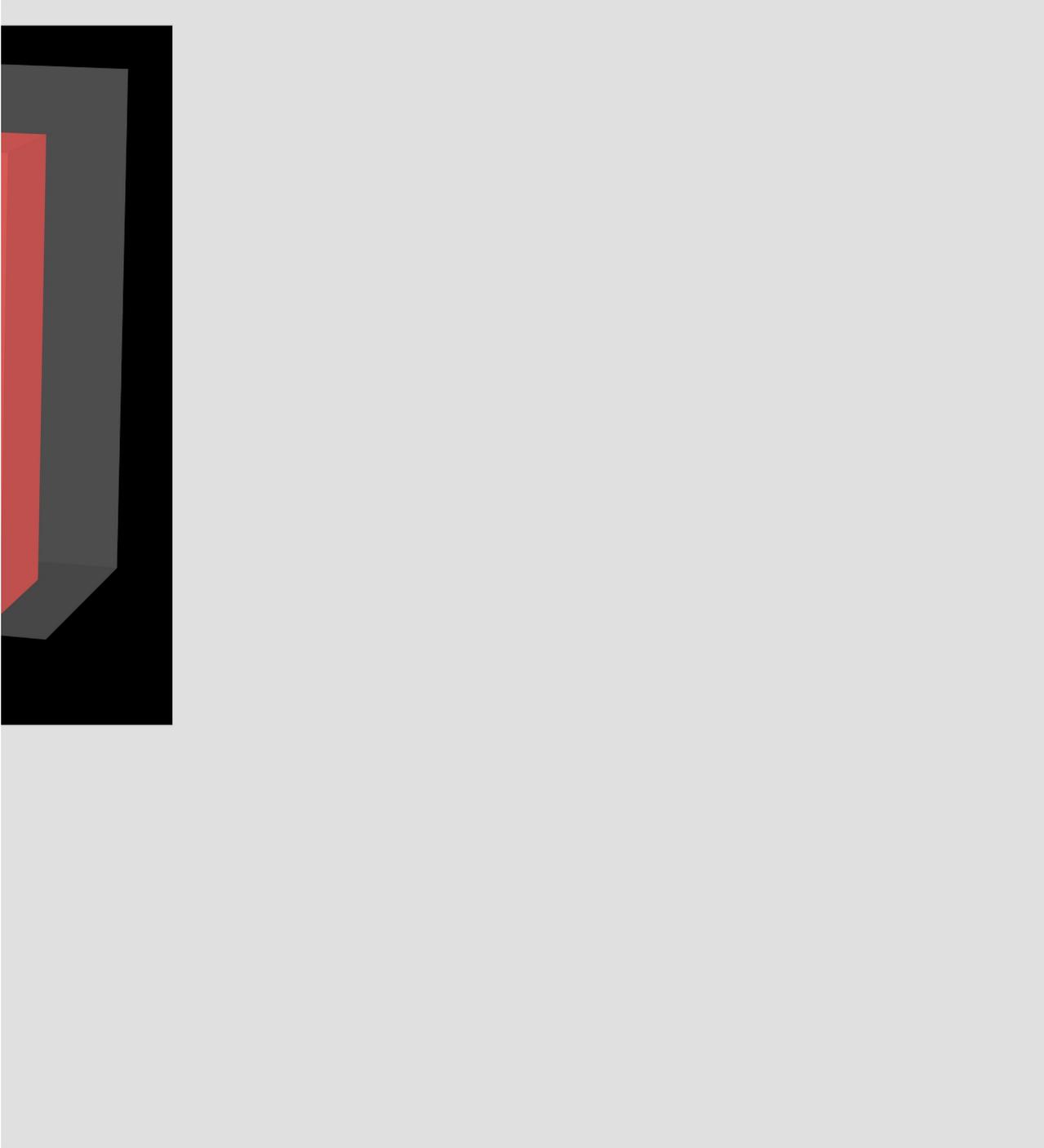
<b>121+</b>	<b>Total</b>
<b>71</b>	<b>135</b>
<b>\$2,283,671</b>	<b>\$4,104,381</b>
<b>Dead</b>	
<b>71</b>	
<b>\$2,283,671</b>	<b>\$3,091,677</b>



71







## Pre-Owned Stock Analysis

<b>Fresh</b>	<b>At Risk</b>		<b>Old</b>	<b>Dead</b>
22	20	<i>Units</i>	22	71
\$504,705	\$507,999	<i>Dollars</i>	\$808,006	\$2,283,671
16%	15%	<i>Percent of total in Units</i>	16%	53%
12%	12%	<i>Percent of total in \$</i>	20%	56%
\$22,941	\$25,400	<i>Average Cost per Unit</i>	\$36,728	\$32,164

**135**

**\$4,104,381**

## Over Valuation "Water" Analysis

### Days In Stock

	0-30	31-45	46-60	61-90	91 - 120	121+
<b>Dollars</b>	504705	136199	371800	120095	687911	2283671
	<b>At Risk</b>		<b>OLD</b>		<b>Dead</b>	
	\$507,999		<i>Dollars</i>		\$808,006	\$2,283,671
Enter the percentage of this inventory value that you estimate is "water"	10%	<i>"Water" %</i>		15%	25%	
	\$50,800	<i>"Water" Dollars</i>		\$121,201	\$570,918	

% of inventory under water    18.1%

Total Water Dollars    \$742,919

**Total**

**4104381**