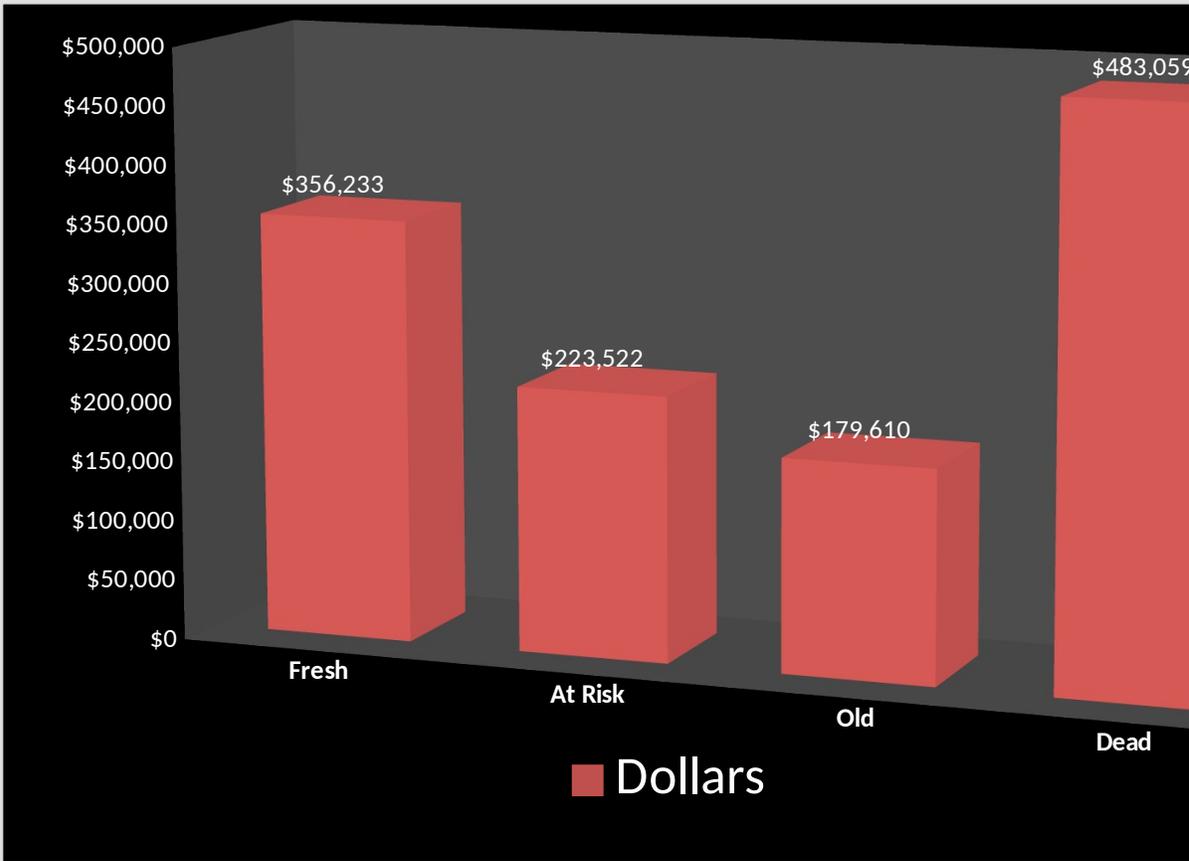


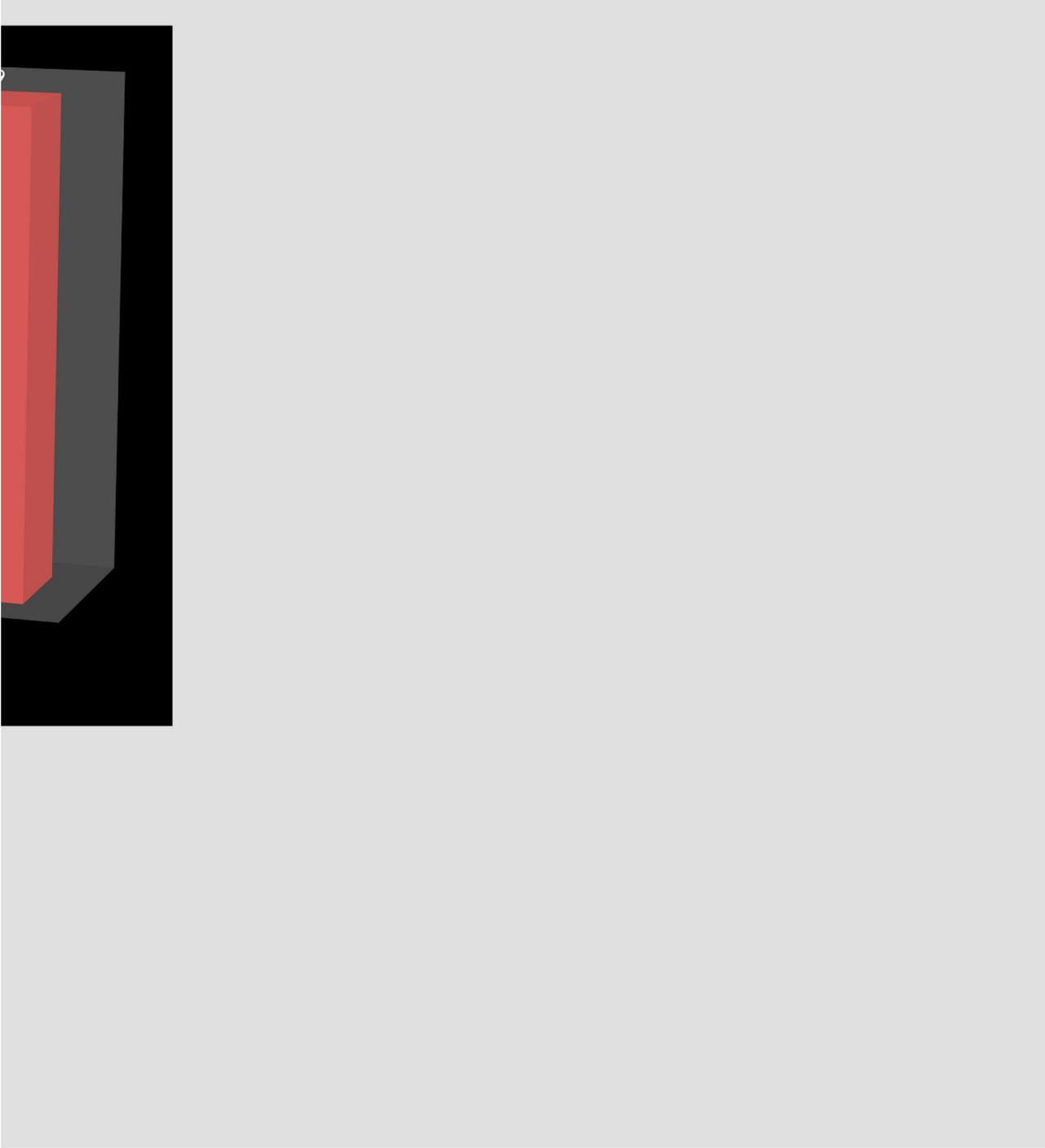
Pre-Owned Stock Analysis

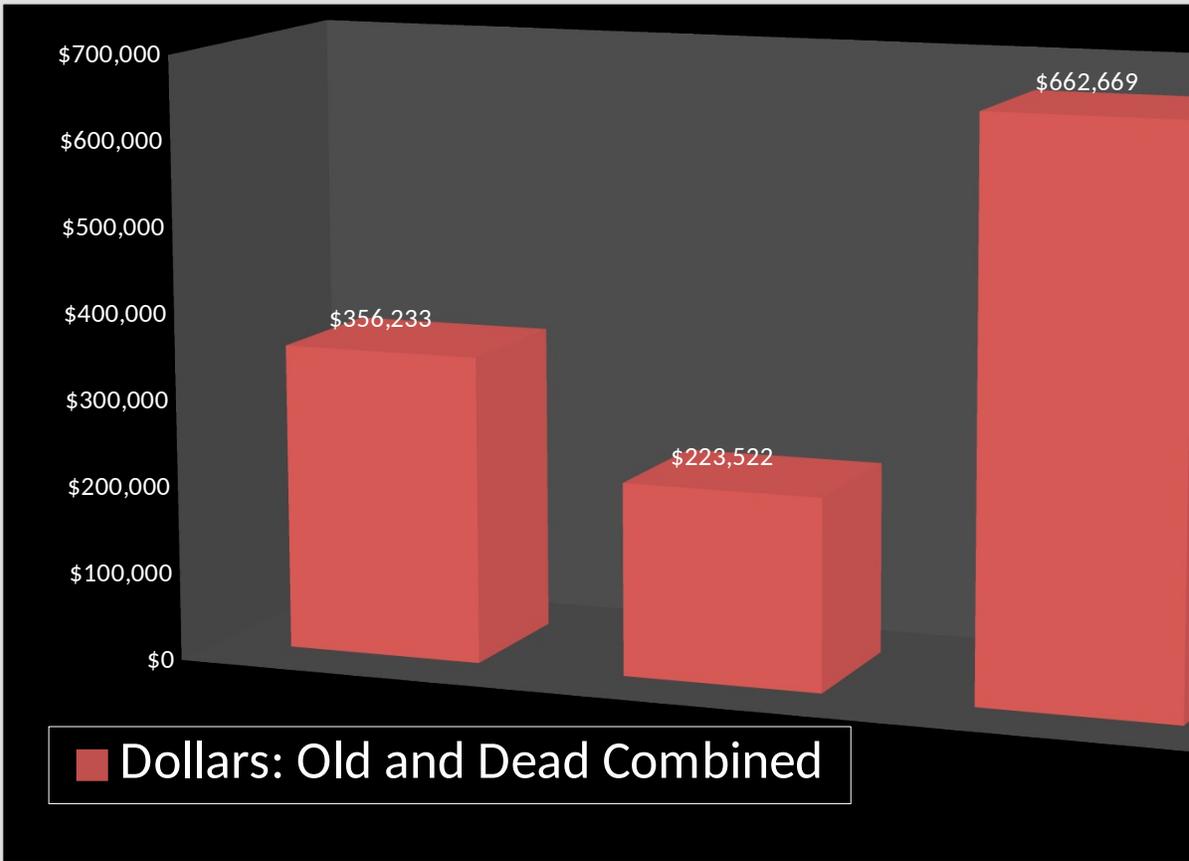
Days In Stock

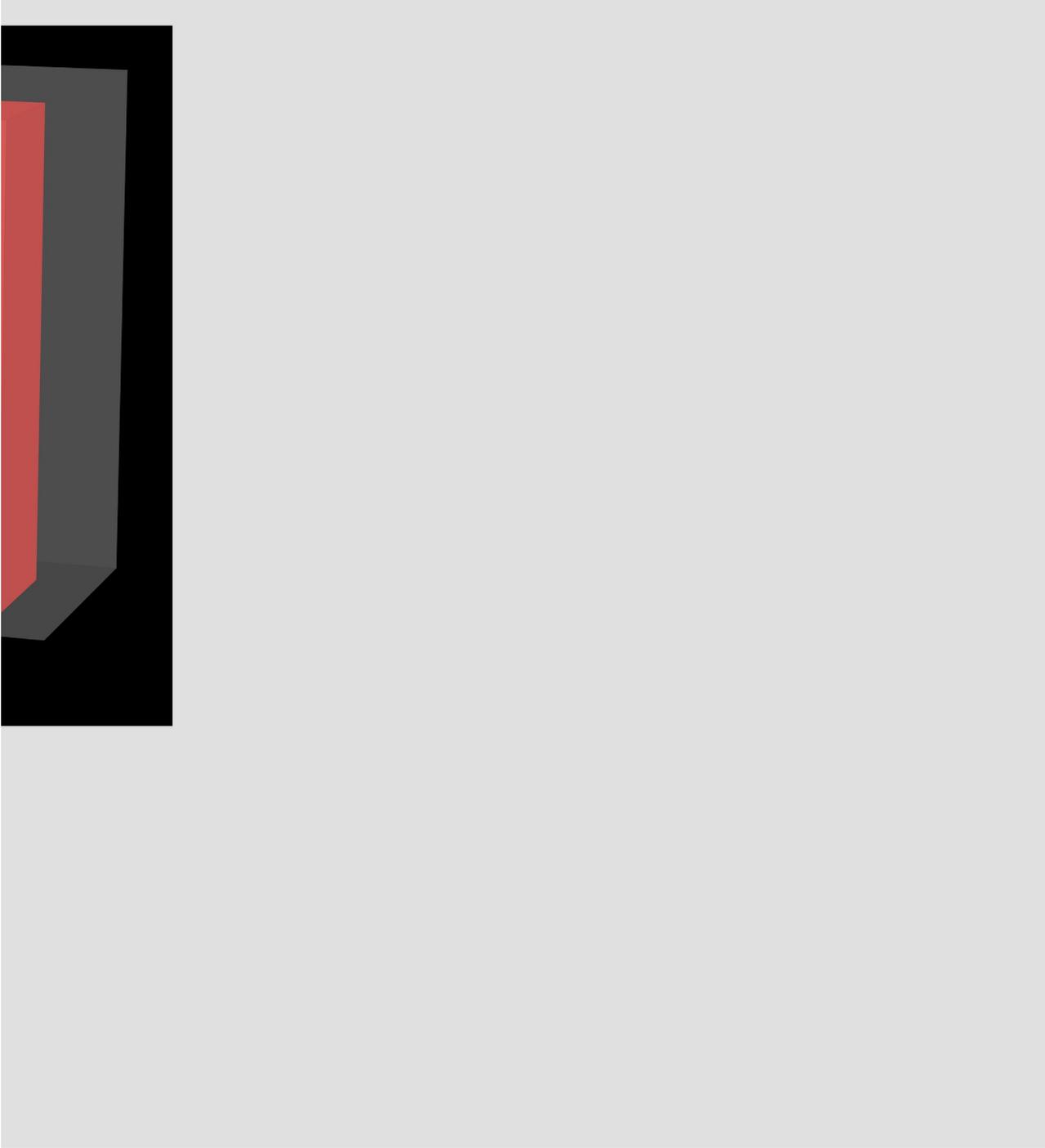
	0-30	31-45	46-60	61-90	90-120
# Of Units	10	4	3	2	3
Dollars	\$356,233	\$142,947	\$80,575	\$46,407	\$133,203
	Fresh	At Risk		Old	
	10	7	<i>Units</i>		5
	\$356,233	\$223,522	<i>Dollars</i>		\$179,610

121+	Total
17	39
\$483,059	\$1,242,424
Dead	
17	
\$483,059	
	\$662,669









Pre-Owned Stock Analysis

Fresh	At Risk		Old	Dead
10	7	<i>Units</i>	5	17
\$356,233	\$223,522	<i>Dollars</i>	\$179,610	\$483,059
26%	18%	<i>Percent of total in Units</i>	13%	44%
29%	18%	<i>Percent of total in \$</i>	14%	39%
\$35,623	\$31,932	<i>Average Cost per Unit</i>	\$35,922	\$28,415

39

\$1,242,424

Over Valuation "Water" Analysis

Days In Stock

	0-30	31-45	46-60	61-90	91 - 120	121+
Dollars	356233	142947	80575	46407	133203	483059
	At Risk		OLD		Dead	
	\$223,522	<i>Dollars</i>		\$179,610	\$483,059	
Enter the percentage of this inventory value that you estimate is "water"	10%	<i>"Water" %</i>		15%	25%	
	\$22,352	<i>"Water" Dollars</i>		\$26,942	\$120,765	

% of inventory under water 13.7%

Total Water Dollars \$170,058

Total

1242424

