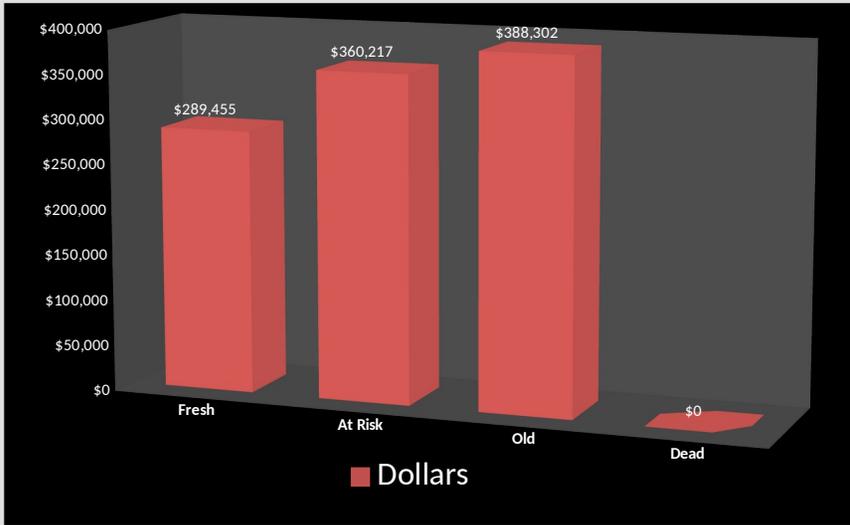
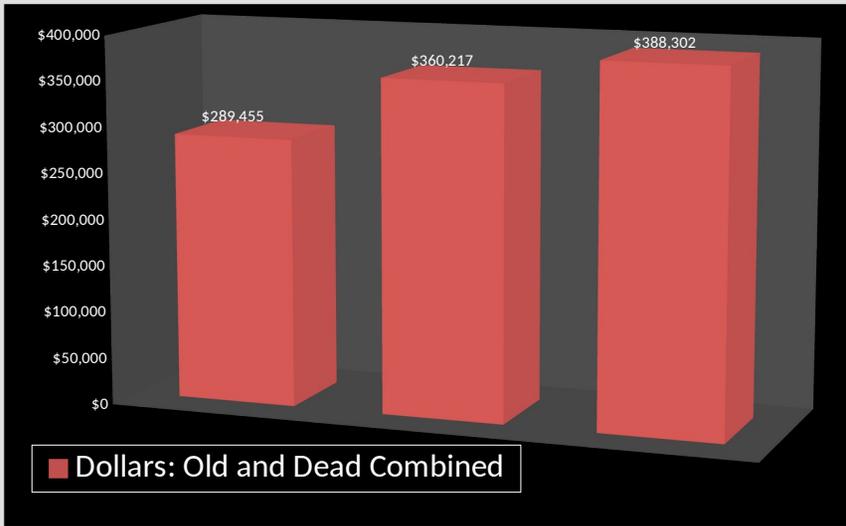


## Pre-Owned Stock Analysis

| Pre-Owned Stock Analysis |                |           |                |           |             |      |             |
|--------------------------|----------------|-----------|----------------|-----------|-------------|------|-------------|
| Days In Stock            |                |           |                |           |             |      |             |
|                          | 0-30           | 31-45     | 46-60          | 61-90     | 90-120      | 121+ | Total       |
| # Of Units               | 8              | 4         | 3              | 4         | 2           |      | 21          |
| Dollars                  | \$289,455      | \$179,718 | \$180,499      | \$287,125 | \$101,177   |      | \$1,037,974 |
| <b>Fresh</b>             | <b>At Risk</b> |           | <b>Old</b>     |           | <b>Dead</b> |      |             |
|                          | 8              | 7         | <i>Units</i>   |           | 6           | 0    |             |
|                          | \$289,455      | \$360,217 | <i>Dollars</i> |           | \$388,302   | \$0  |             |

\$388,302



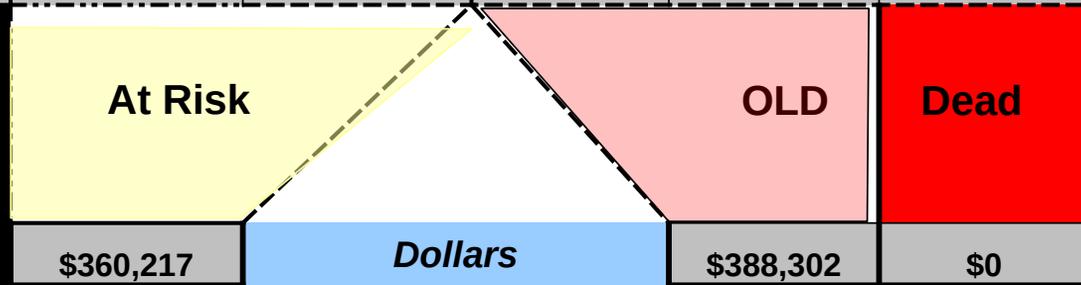


### Pre-Owned Stock Analysis

|              |                |                                  |            |             |                                 |
|--------------|----------------|----------------------------------|------------|-------------|---------------------------------|
| <b>Fresh</b> | <b>At Risk</b> | <b>Units</b>                     | <b>Old</b> | <b>Dead</b> | <b>21</b><br><b>\$1,037,974</b> |
| 8            | 7              | <i>Units</i>                     | 6          | 0           |                                 |
| \$289,455    | \$360,217      | <i>Dollars</i>                   | \$388,302  | \$0         |                                 |
| 38%          | 33%            | <i>Percent of total in Units</i> | 29%        | 0%          |                                 |
| 28%          | 35%            | <i>Percent of total in \$</i>    | 37%        | 0%          |                                 |
| \$36,182     | \$51,460       | <i>Average Cost per Unit</i>     | \$64,717   | 0           |                                 |

## Over Valuation "Water" Analysis

| Days In Stock |        |        |        |        |          |      |         |
|---------------|--------|--------|--------|--------|----------|------|---------|
|               | 0-30   | 31-45  | 46-60  | 61-90  | 91 - 120 | 121+ | Total   |
| Dollars       | 289455 | 179718 | 180499 | 287125 | 101177   | 0    | 1037974 |



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

|          |                        |          |     |
|----------|------------------------|----------|-----|
| 10%      | <b>"Water" %</b>       | 15%      | 25% |
| \$36,022 | <b>"Water" Dollars</b> | \$58,245 | \$0 |

**% of inventory under water**    **9.1%**

**Total Water Dollars**    **\$94,267**