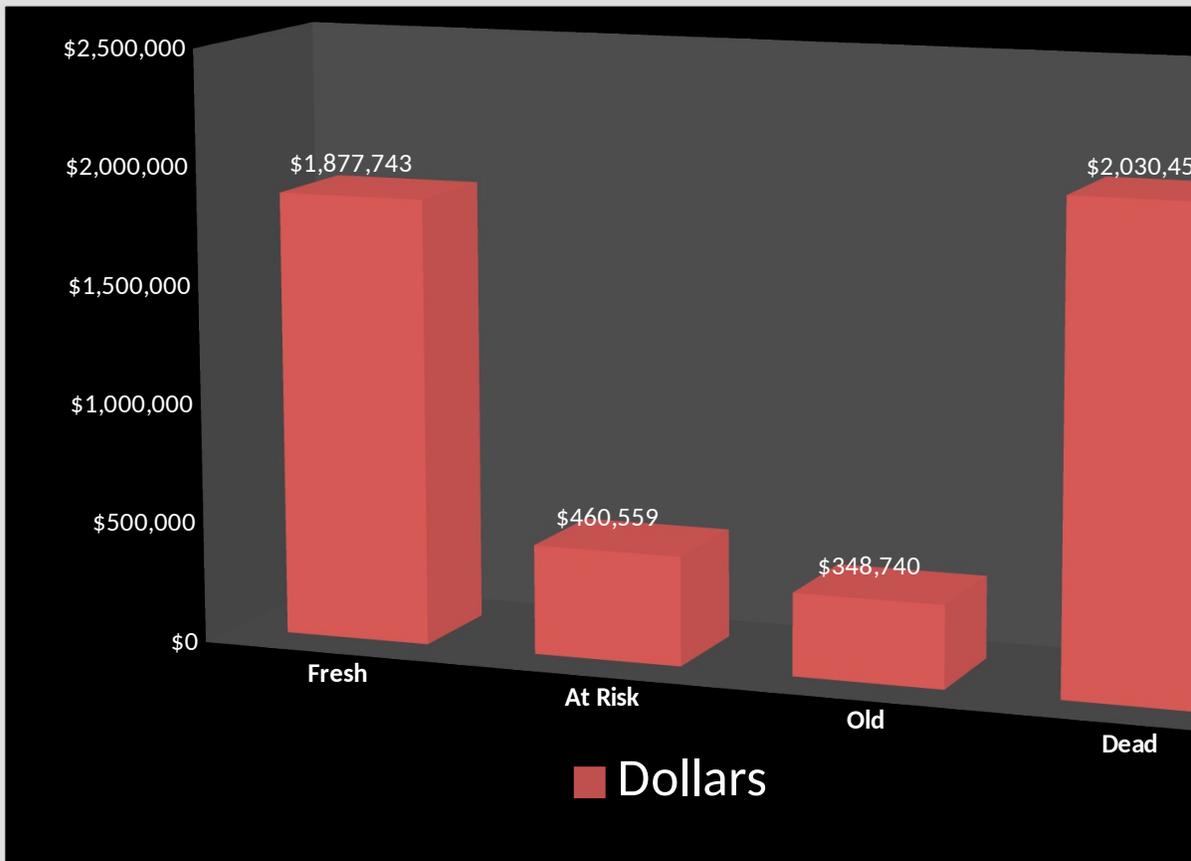


Pre-Owned Stock Analysis

Days In Stock

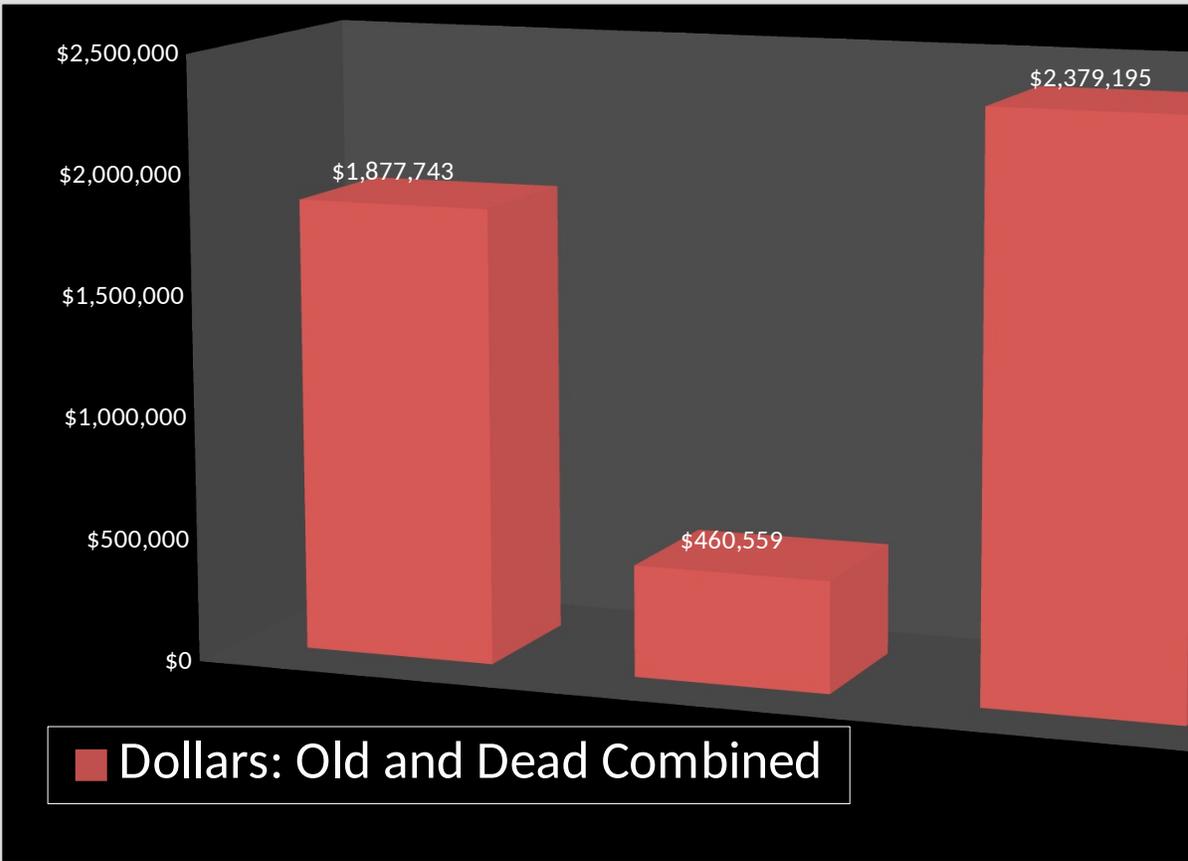
	0-30	31-45	46-60	61-90	90-120
# Of Units	114	11	13	9	5
Dollars	\$1,877,743	\$224,592	\$235,967	\$217,873	\$130,867
	Fresh	At Risk		Old	
	114	24	<i>Units</i>		14
	\$1,877,743	\$460,559	<i>Dollars</i>		\$348,740

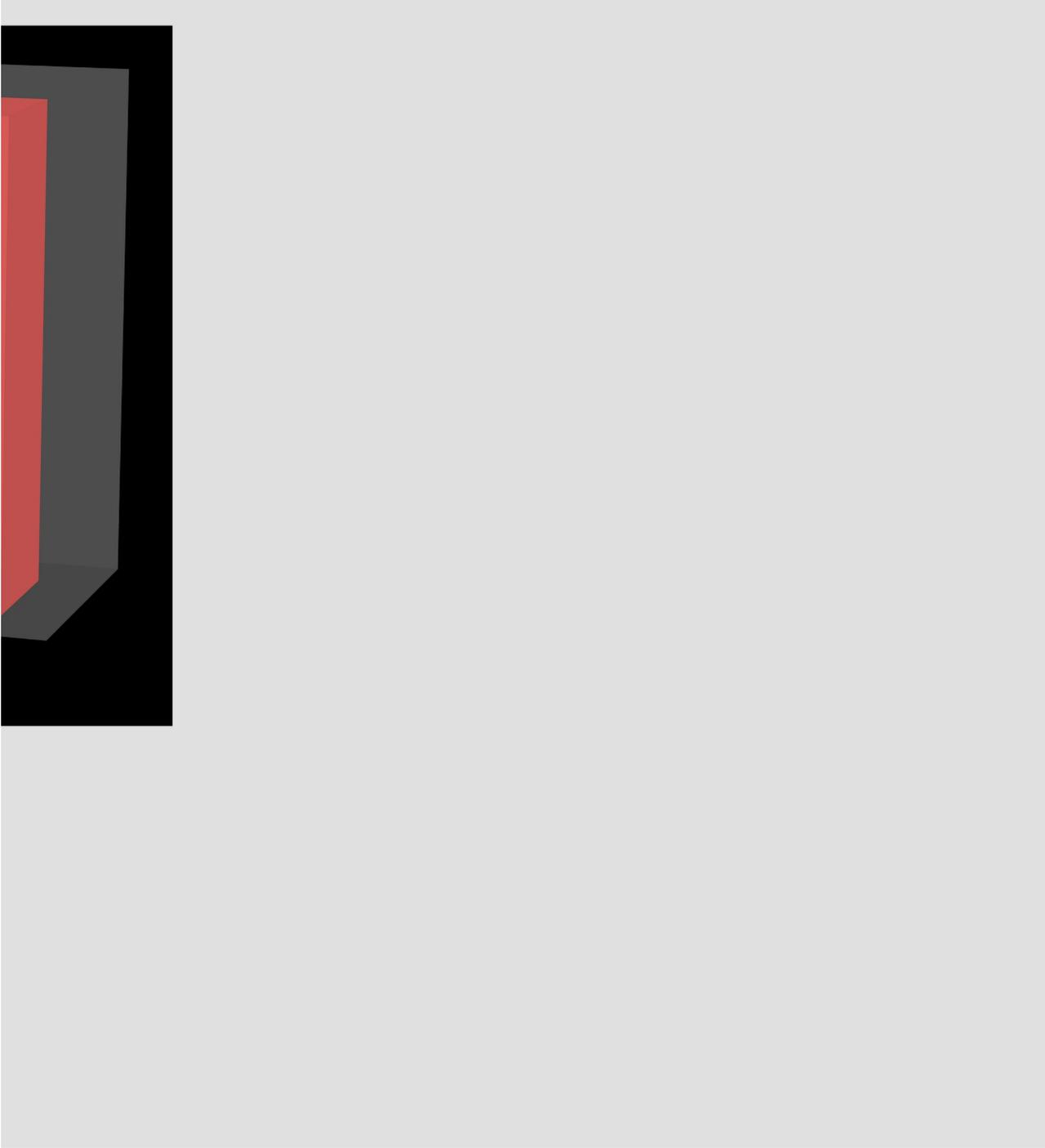
121+	Total
68	220
\$2,030,455	\$4,717,497
Dead	
68	
\$2,030,455	\$2,379,195



5







Pre-Owned Stock Analysis

Fresh	At Risk		Old	Dead
114	24	<i>Units</i>	14	68
\$1,877,743	\$460,559	<i>Dollars</i>	\$348,740	\$2,030,455
52%	11%	<i>Percent of total in Units</i>	6%	31%
40%	10%	<i>Percent of total in \$</i>	7%	43%
\$16,471	\$19,190	<i>Average Cost per Unit</i>	\$24,910	\$29,860

220

\$4,717,497

Over Valuation "Water" Analysis

Days In Stock

	0-30	31-45	46-60	61-90	91 - 120	121+
Dollars	1877743	224592	235967	217873	130867	2030455

At Risk	OLD	Dead
\$460,559	<i>Dollars</i>	\$348,740
		\$2,030,455

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

10%	<i>"Water" %</i>	15%	25%
\$46,056	<i>"Water" Dollars</i>	\$52,311	\$507,614

% of inventory under water 12.8%

Total Water Dollars \$605,981

Total

4717497

