

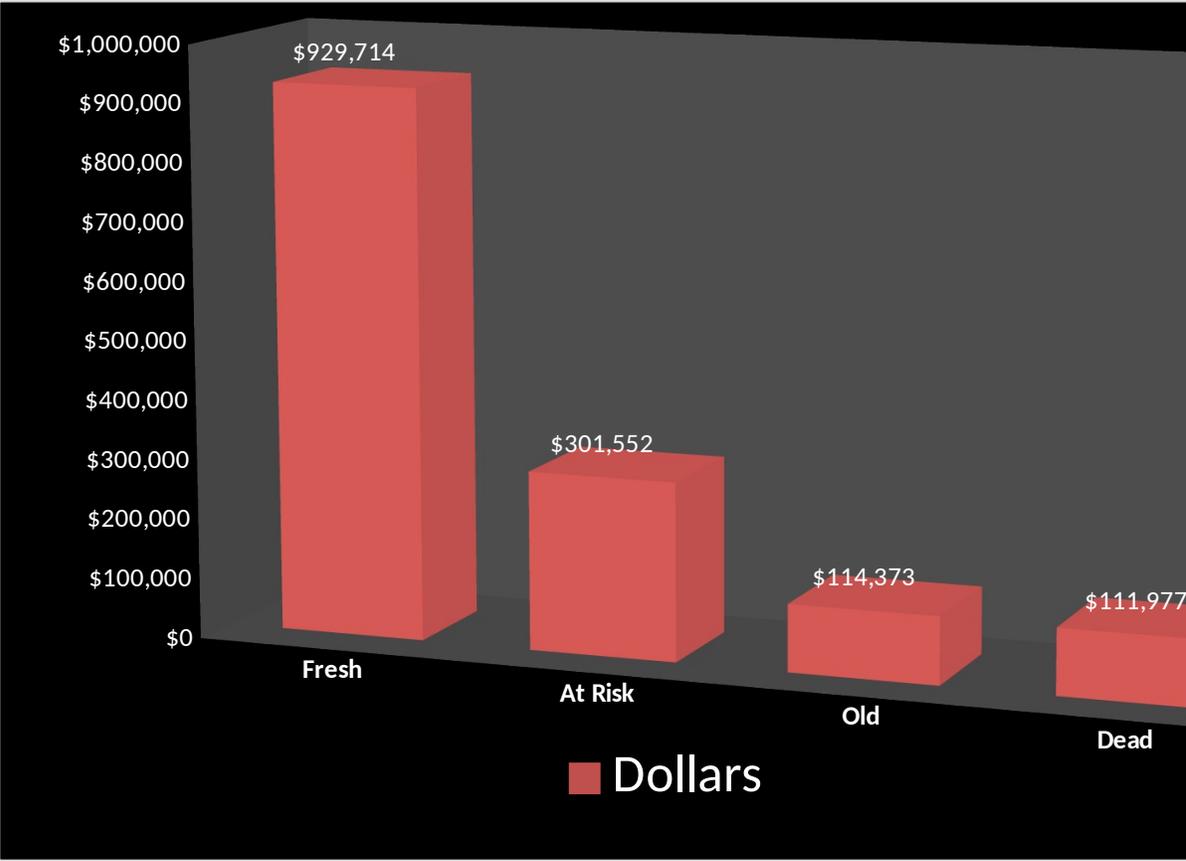
## Pre-Owned Stock Analysis

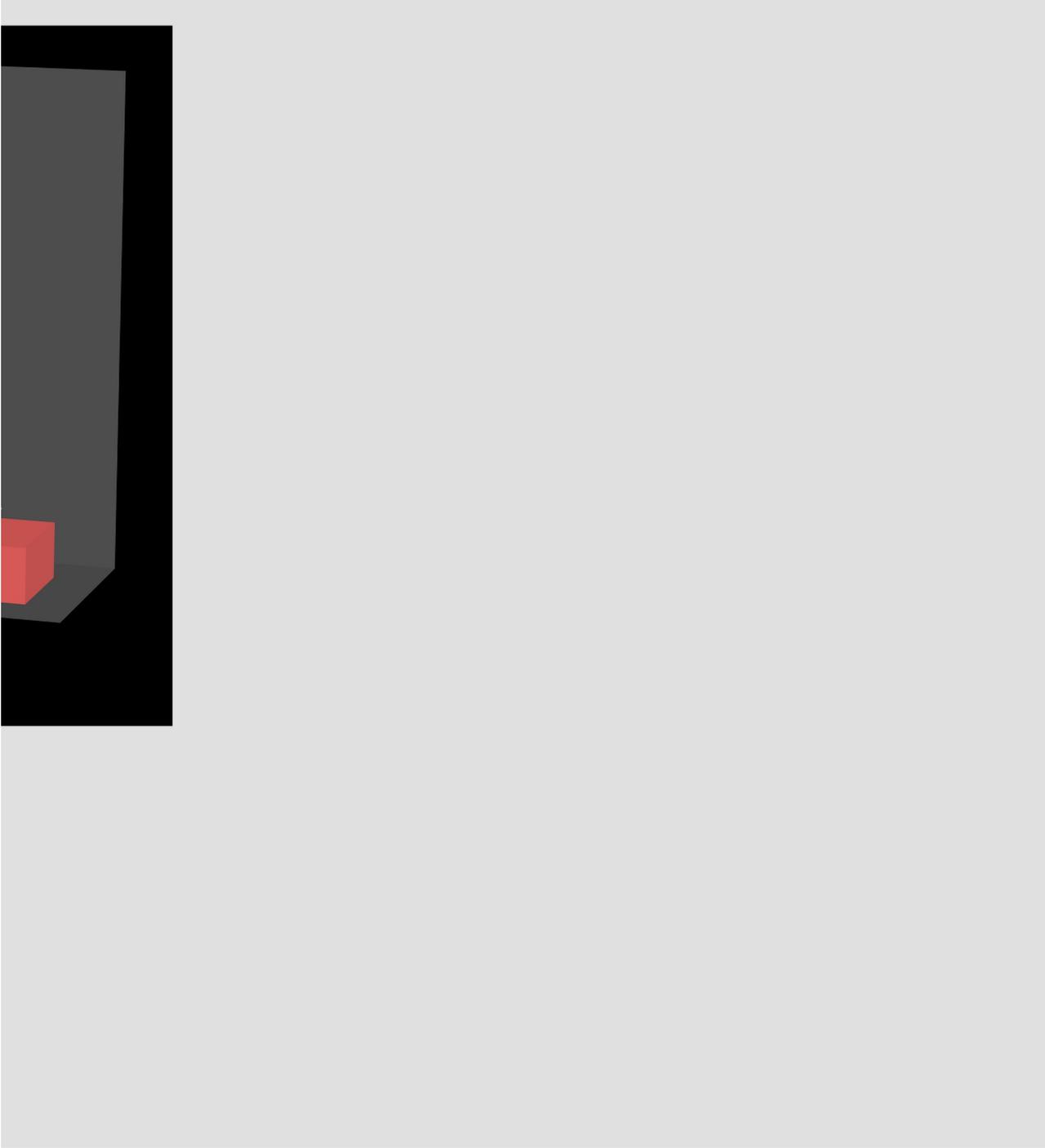
### Days In Stock

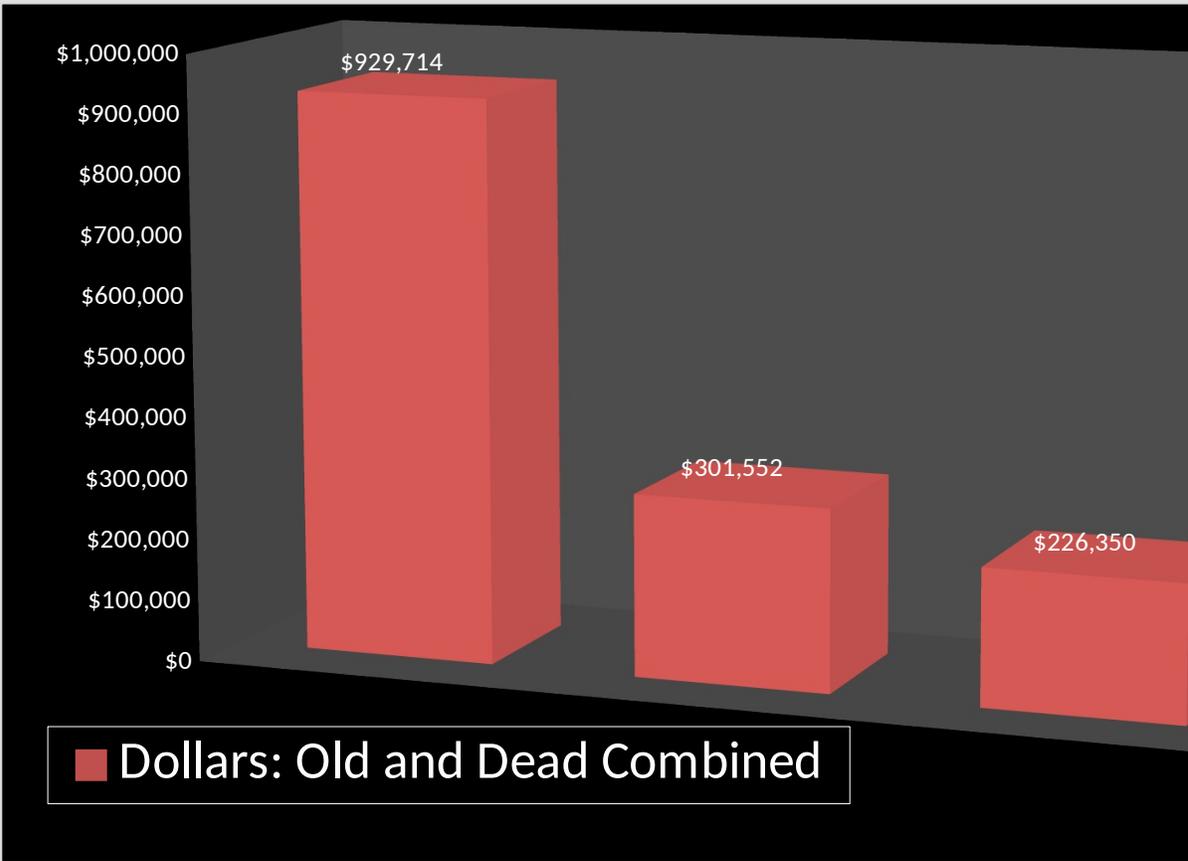
|            | 0-30         | 31-45          | 46-60          | 61-90      | 90-120    |
|------------|--------------|----------------|----------------|------------|-----------|
| # Of Units | 35           | 8              | 4              | 3          | 0         |
| Dollars    | \$929,714    | \$177,045      | \$124,507      | \$114,373  | \$0       |
|            | <b>Fresh</b> | <b>At Risk</b> |                | <b>Old</b> |           |
|            | 35           | 12             | <i>Units</i>   |            | 3         |
|            | \$929,714    | \$301,552      | <i>Dollars</i> |            | \$114,373 |

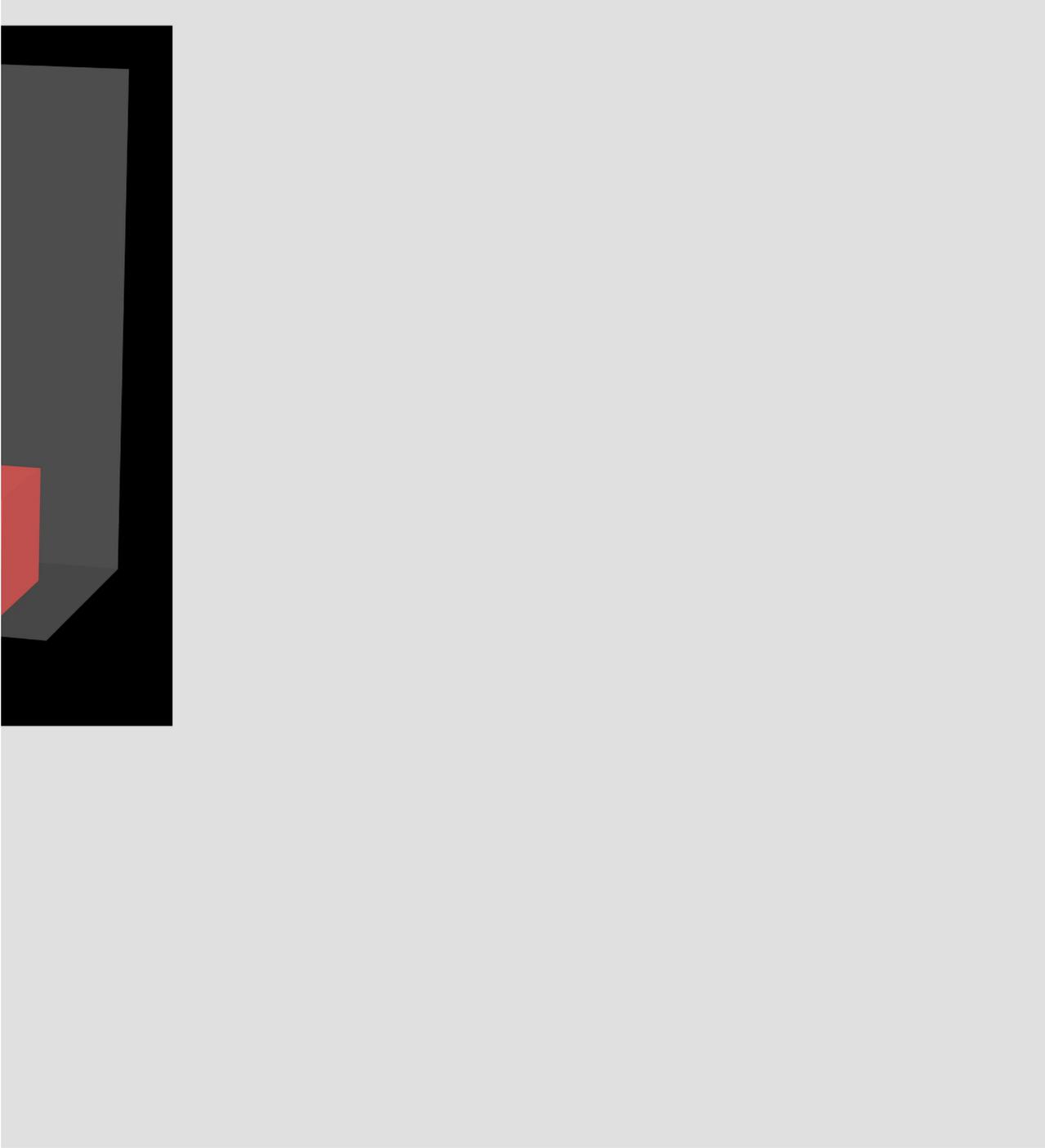


|                  |                    |
|------------------|--------------------|
|                  |                    |
|                  |                    |
| <b>121+</b>      | <b>Total</b>       |
| <b>3</b>         | <b>53</b>          |
| <b>\$111,977</b> | <b>\$1,457,616</b> |
| <b>Dead</b>      |                    |
| <b>3</b>         |                    |
| <b>\$111,977</b> |                    |
|                  | <b>\$226,350</b>   |









## Pre-Owned Stock Analysis

|              |                |                                  |            |             |
|--------------|----------------|----------------------------------|------------|-------------|
| <b>Fresh</b> | <b>At Risk</b> |                                  | <b>Old</b> | <b>Dead</b> |
| 35           | 12             | <i>Units</i>                     | 3          | 3           |
| \$929,714    | \$301,552      | <i>Dollars</i>                   | \$114,373  | \$111,977   |
|              |                |                                  |            |             |
| 66%          | 23%            | <i>Percent of total in Units</i> | 6%         | 6%          |
| 64%          | 21%            | <i>Percent of total in \$</i>    | 8%         | 8%          |
|              |                |                                  |            |             |
| \$26,563     | \$25,129       | <i>Average Cost per Unit</i>     | \$38,124   | \$37,326    |

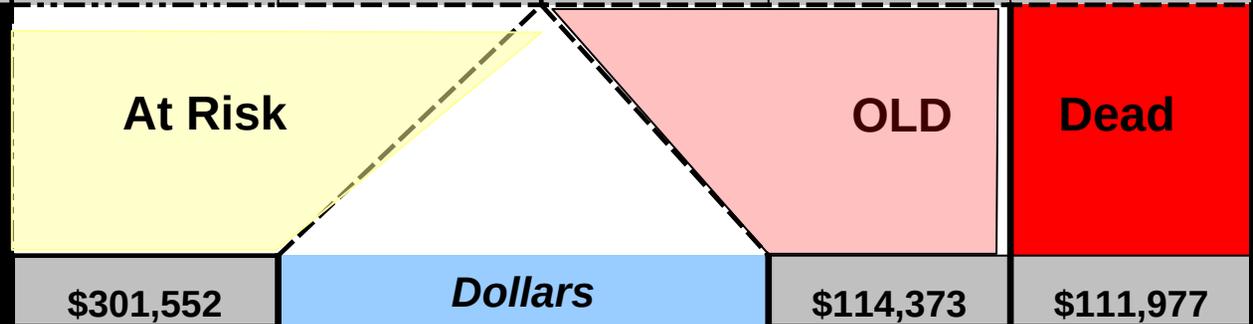
**53**

**\$1,457,616**

## Over Valuation "Water" Analysis

### Days In Stock

|                | 0-30   | 31-45  | 46-60  | 61-90  | 91 - 120 | 121+   |
|----------------|--------|--------|--------|--------|----------|--------|
| <b>Dollars</b> | 929714 | 177045 | 124507 | 114373 | 0        | 111977 |



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

|          |                        |          |          |
|----------|------------------------|----------|----------|
| 10%      | <i>"Water" %</i>       | 15%      | 25%      |
| \$30,155 | <i>"Water" Dollars</i> | \$17,156 | \$27,994 |

**% of inventory under water**      **5.2%**

**Total Water Dollars**      **\$75,305**

**Total**

**1457616**

