

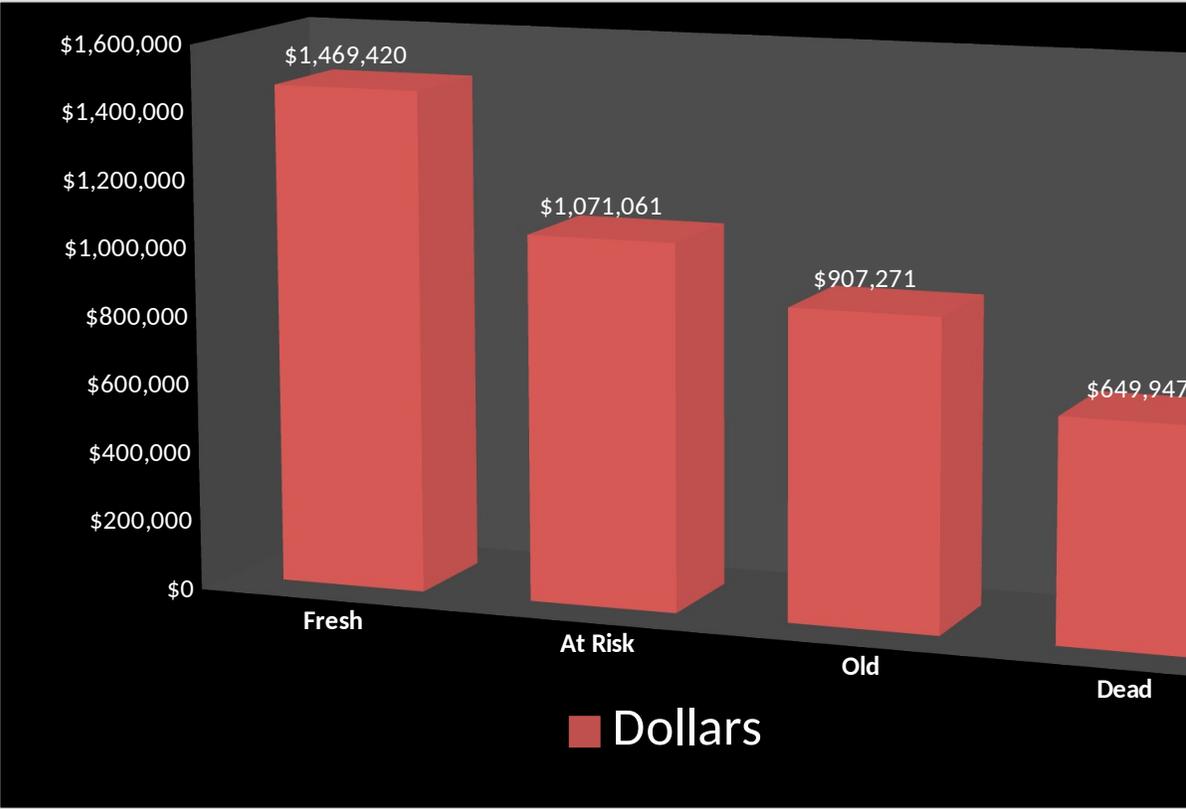
## Pre-Owned Stock Analysis

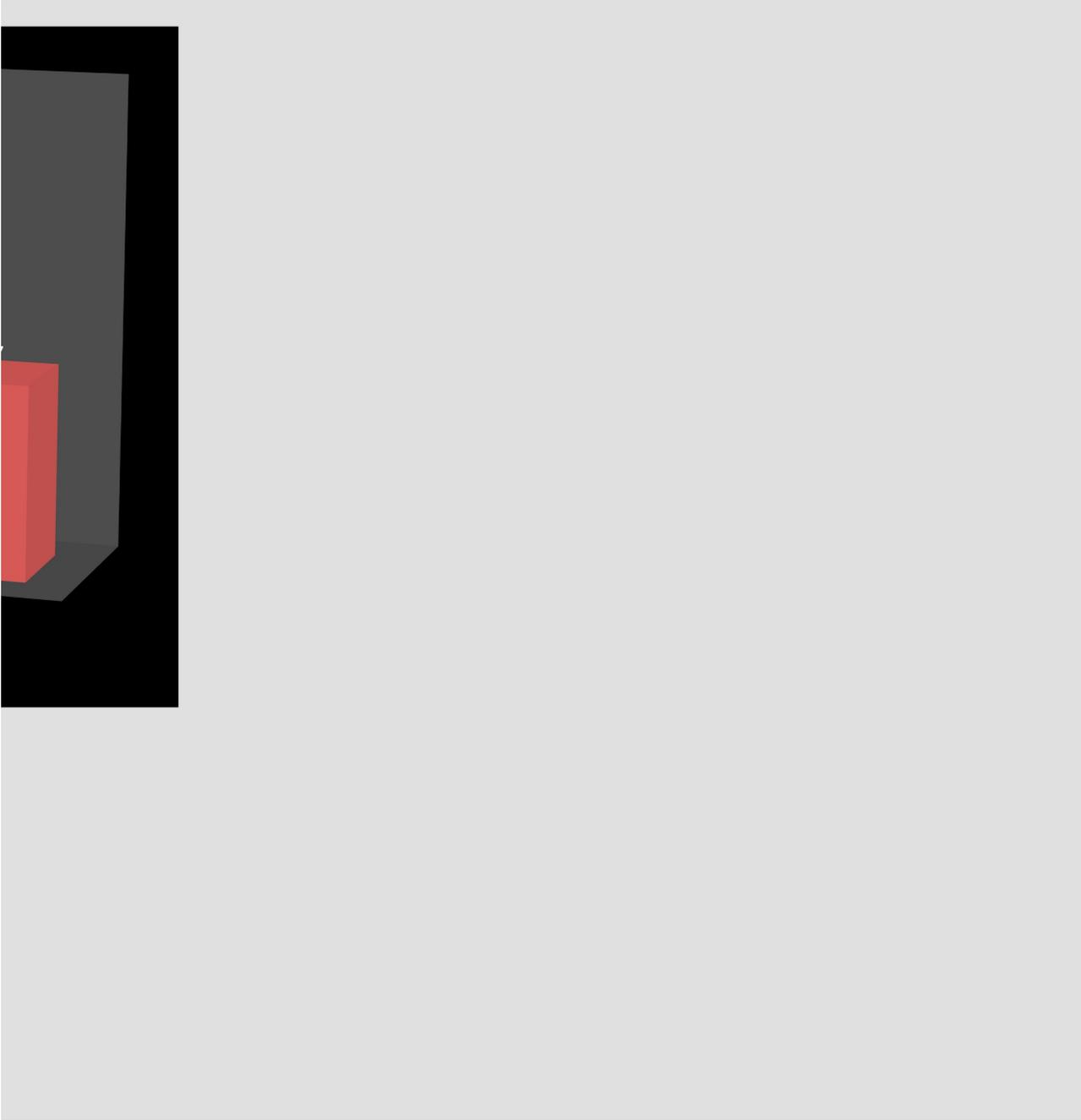
### Days In Stock

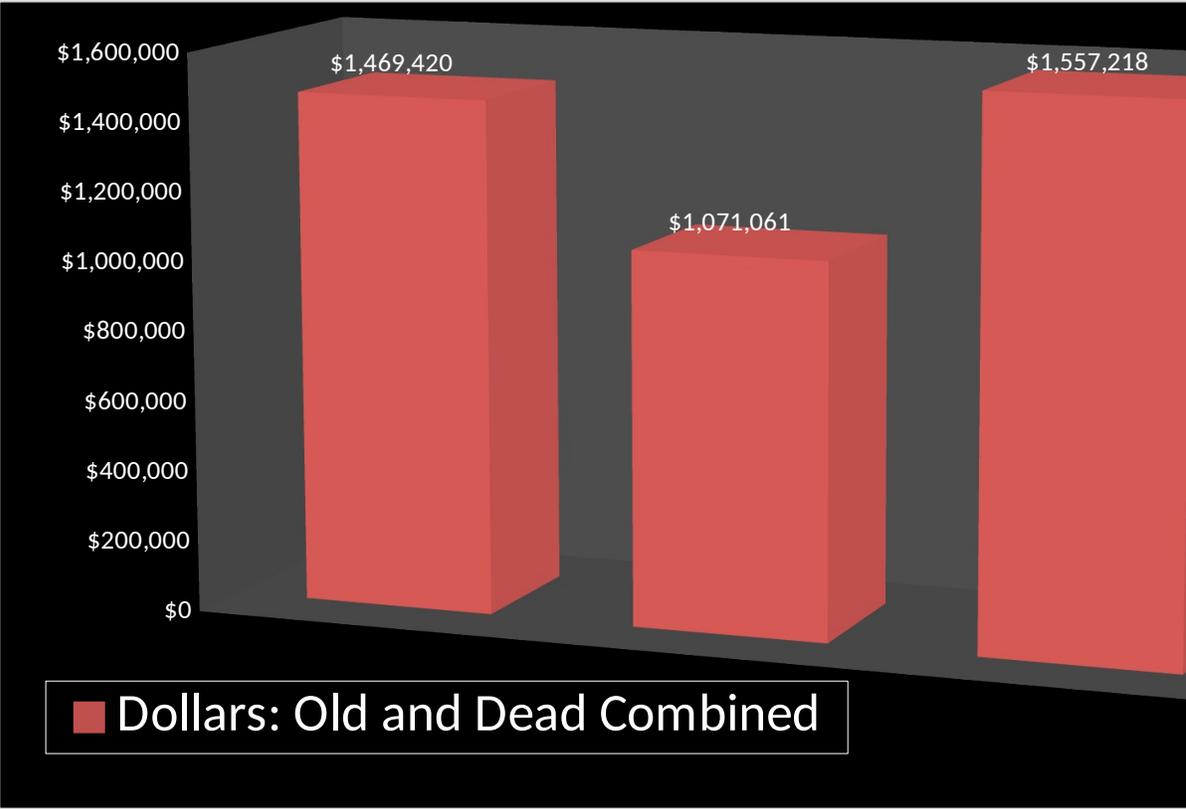
|            |  |  |  |  |  | 0-30           | 31-45       | 46-60          | 61-90      | 90-120    |
|------------|--|--|--|--|--|----------------|-------------|----------------|------------|-----------|
| # Of Units |  |  |  |  |  | 35             | 16          | 8              | 15         | 7         |
| Dollars    |  |  |  |  |  | \$1,469,420    | \$762,084   | \$308,977      | \$551,139  | \$356,132 |
|            |  |  |  |  |  | <b>At Risk</b> |             |                | <b>Old</b> |           |
|            |  |  |  |  |  | 35             | 24          | <i>Units</i>   |            | 22        |
|            |  |  |  |  |  | \$1,469,420    | \$1,071,061 | <i>Dollars</i> |            | \$907,271 |

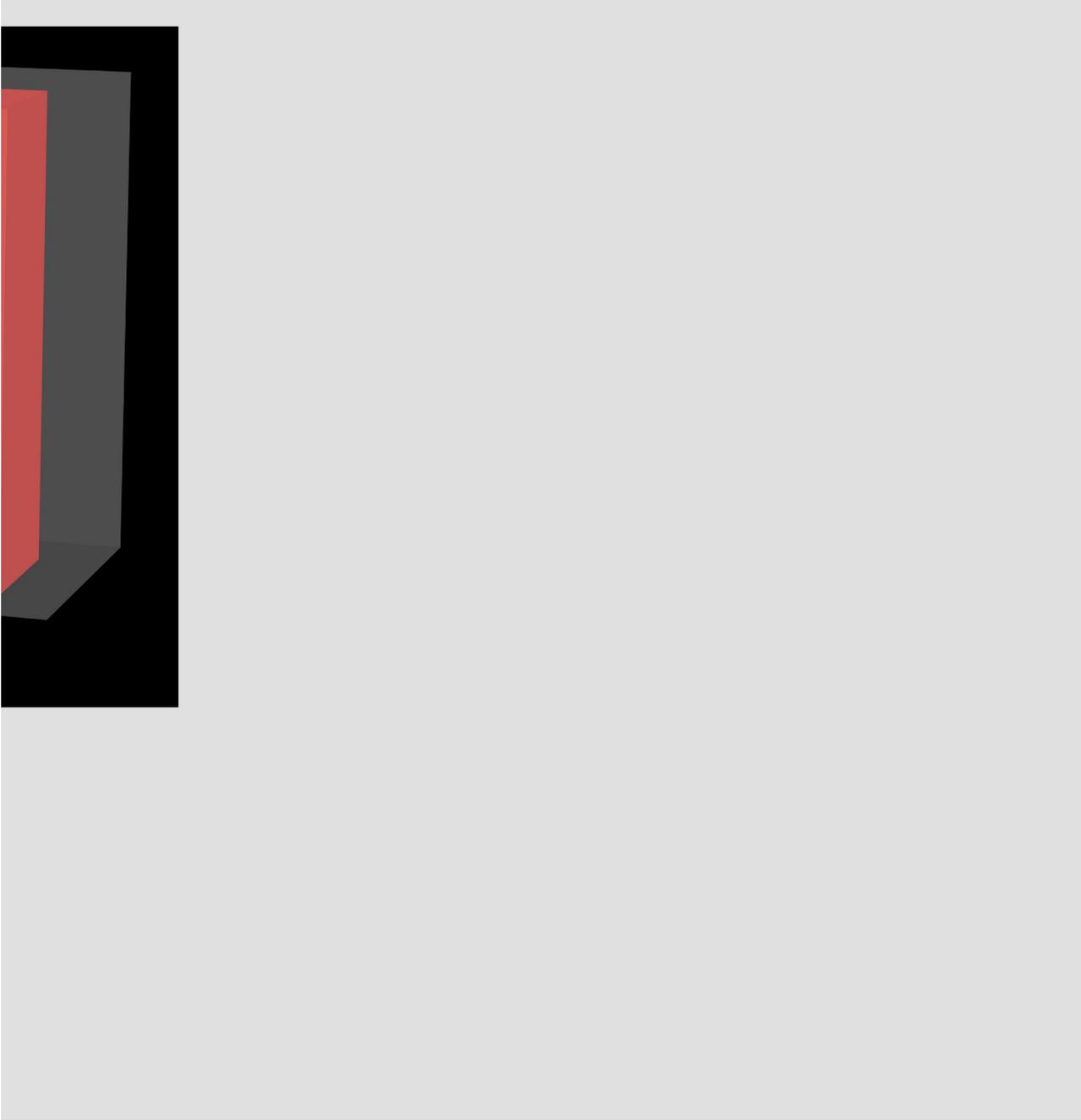


|                  |                    |
|------------------|--------------------|
|                  |                    |
|                  |                    |
| <b>121+</b>      | <b>Total</b>       |
| <b>16</b>        | <b>97</b>          |
| <b>\$649,947</b> | <b>\$4,097,699</b> |
| <b>Dead</b>      |                    |
| <b>16</b>        |                    |
| <b>\$649,947</b> | <b>\$1,557,218</b> |









## Pre-Owned Stock Analysis

|              |                |                                  |            |             |
|--------------|----------------|----------------------------------|------------|-------------|
| <b>Fresh</b> | <b>At Risk</b> |                                  | <b>Old</b> | <b>Dead</b> |
| 35           | 24             | <i>Units</i>                     | 22         | 16          |
| \$1,469,420  | \$1,071,061    | <i>Dollars</i>                   | \$907,271  | \$649,947   |
| 36%          | 25%            | <i>Percent of total in Units</i> | 23%        | 16%         |
| 36%          | 26%            | <i>Percent of total in \$</i>    | 22%        | 16%         |
| \$41,983     | \$44,628       | <i>Average Cost per Unit</i>     | \$41,240   | \$40,622    |

97

\$4,097,699

## Over Valuation "Water" Analysis

### Days In Stock

|  | 0-30               | 31-45                  | 46-60          | 61-90            | 91 - 120         | 121+             |
|--|--------------------|------------------------|----------------|------------------|------------------|------------------|
| <b>Dollars</b>   | <b>1469420</b>     | <b>762084</b>          | <b>308977</b>  | <b>551139</b>    | <b>356132</b>    | <b>649947</b>    |
|  | <b>At Risk</b>     |                        | <b>OLD</b>     |                  | <b>Dead</b>      |                  |
|  | <b>\$1,071,061</b> |                        | <b>Dollars</b> |                  | <b>\$907,271</b> | <b>\$649,947</b> |
| <b>Enter the percentage of this inventory value that you estimate is "water"</b> | <b>10%</b>         | <b>"Water" %</b>       |                | <b>15%</b>       | <b>25%</b>       |                  |
|  | <b>\$107,106</b>   | <b>"Water" Dollars</b> |                | <b>\$136,091</b> | <b>\$162,487</b> |                  |

% of inventory under water     9.9%

Total Water Dollars     \$405,684

**Total**

**4097699**

