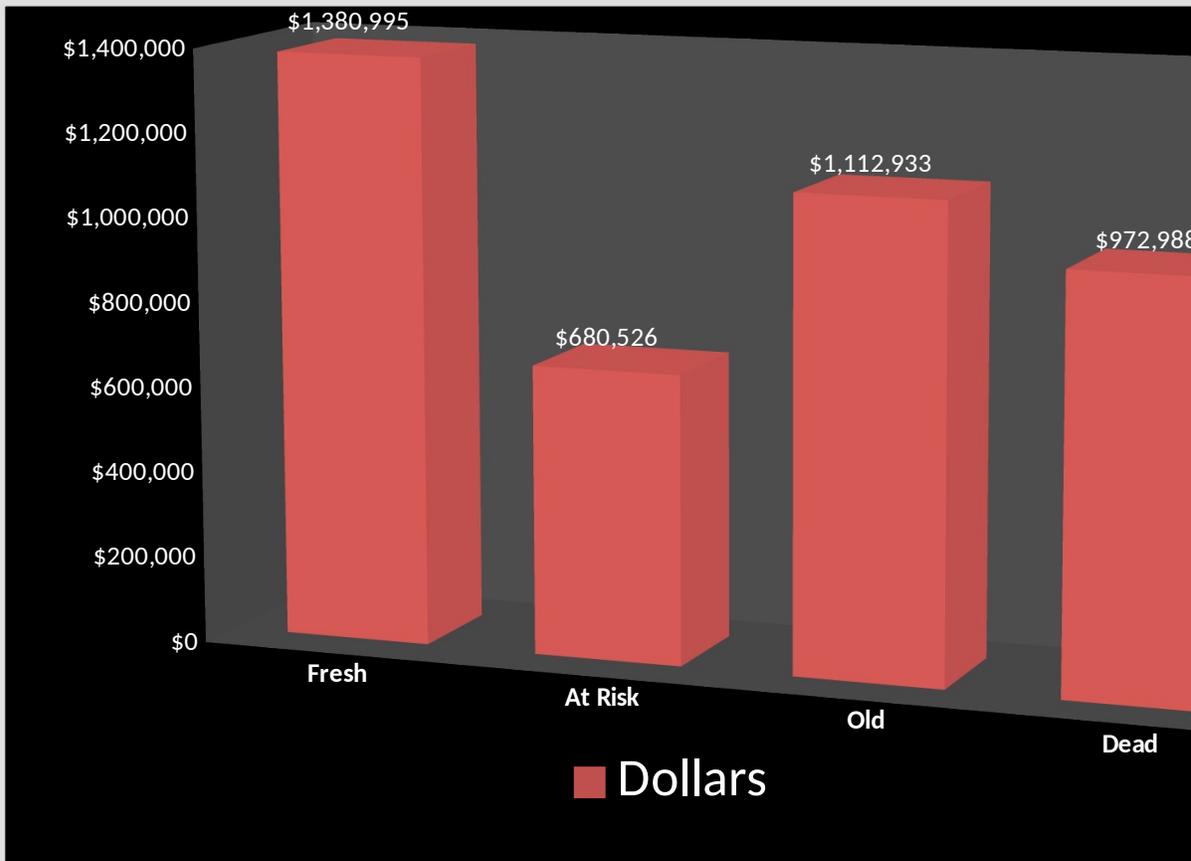


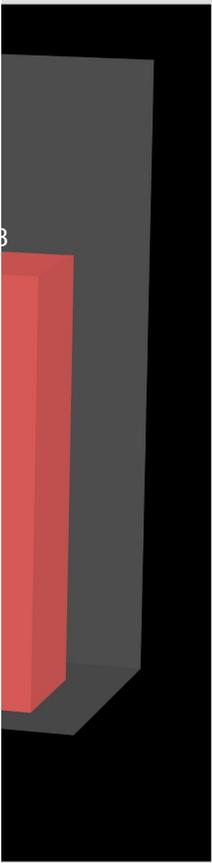
Pre-Owned Stock Analysis

Days In Stock

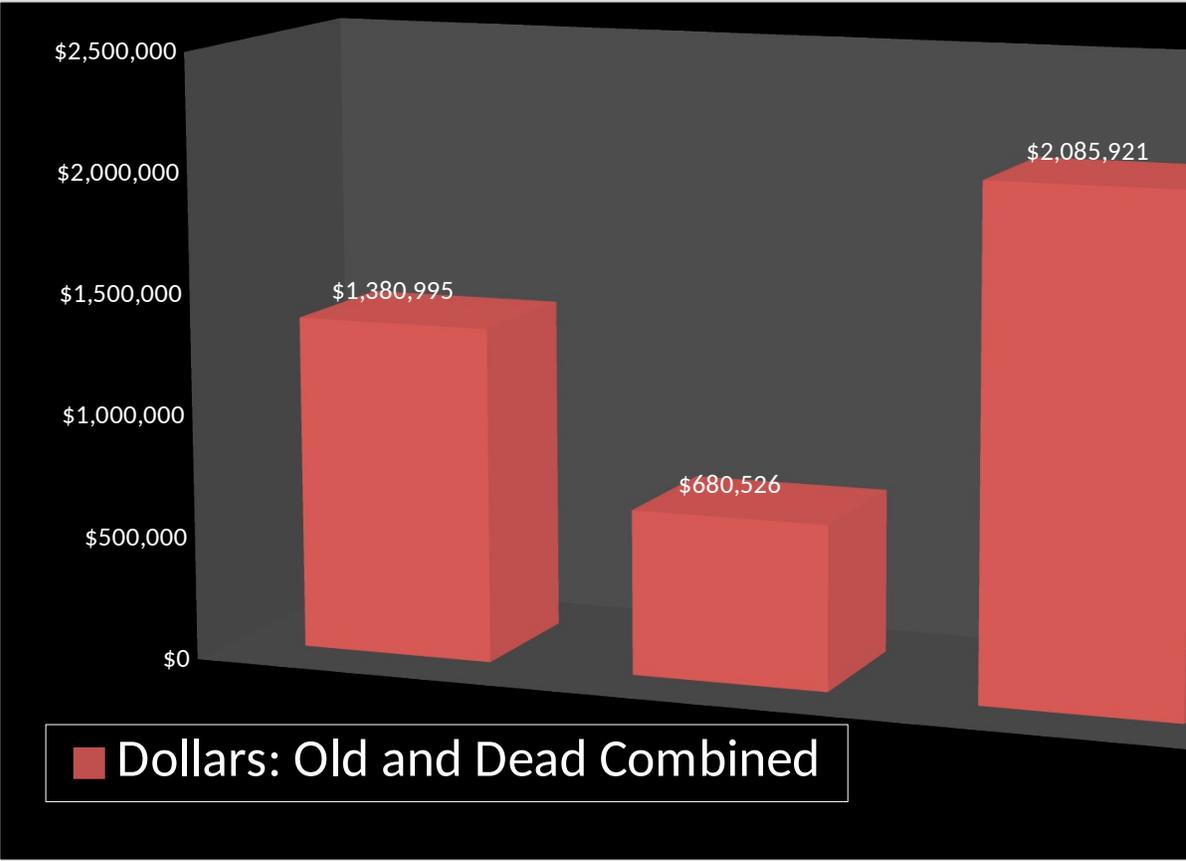
| | | | | | | 0-30 | 31-45 | 46-60 | 61-90 | 90-120 | |
|------------|--|--|--|--|-------------|----------------|----------------|-----------|-------------|-----------|--------------|
| # Of Units | | | | | | 52 | 15 | 11 | 21 | 15 | |
| Dollars | | | | | | \$1,380,995 | \$392,610 | \$287,916 | \$642,671 | \$470,262 | |
| | | | | | | At Risk | | | Old | | Fresh |
| | | | | | 52 | | | | | | 26 |
| | | | | | \$1,380,995 | \$680,526 | <i>Dollars</i> | | \$1,112,933 | | |

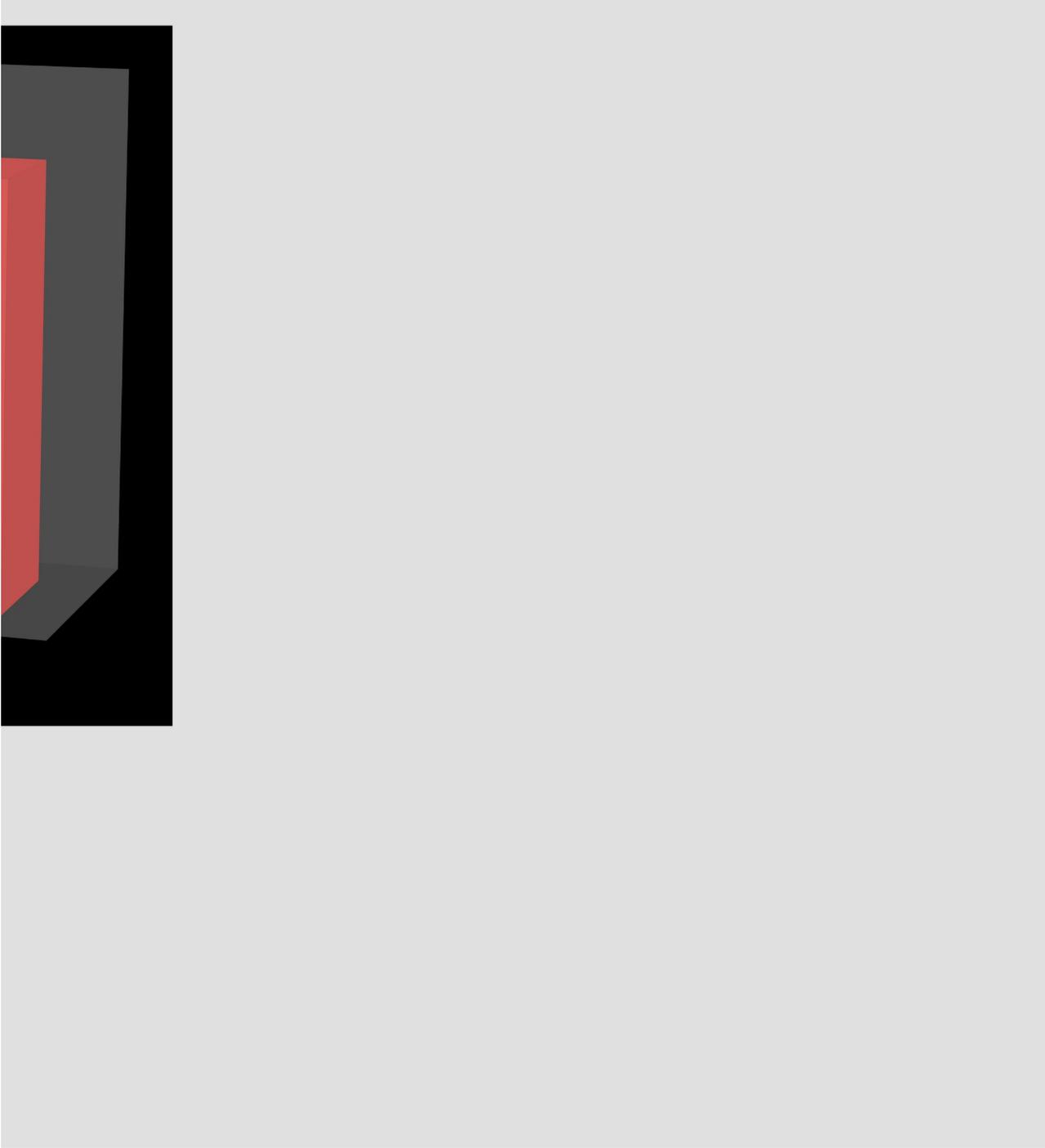
| | |
|------------------|--------------------|
| | |
| | |
| 121+ | Total |
| 31 | 145 |
| \$972,988 | \$4,147,442 |
| Dead | |
| 31 | |
| \$972,988 | \$2,085,921 |





3





Pre-Owned Stock Analysis

| | | | | |
|--------------|----------------|----------------------------------|-------------|-------------|
| Fresh | At Risk | | Old | Dead |
| 52 | 26 | <i>Units</i> | 36 | 31 |
| \$1,380,995 | \$680,526 | <i>Dollars</i> | \$1,112,933 | \$972,988 |
| 36% | 18% | <i>Percent of total in Units</i> | 25% | 21% |
| 33% | 16% | <i>Percent of total in \$</i> | 27% | 23% |
| \$26,558 | \$26,174 | <i>Average Cost per Unit</i> | \$30,915 | \$31,387 |

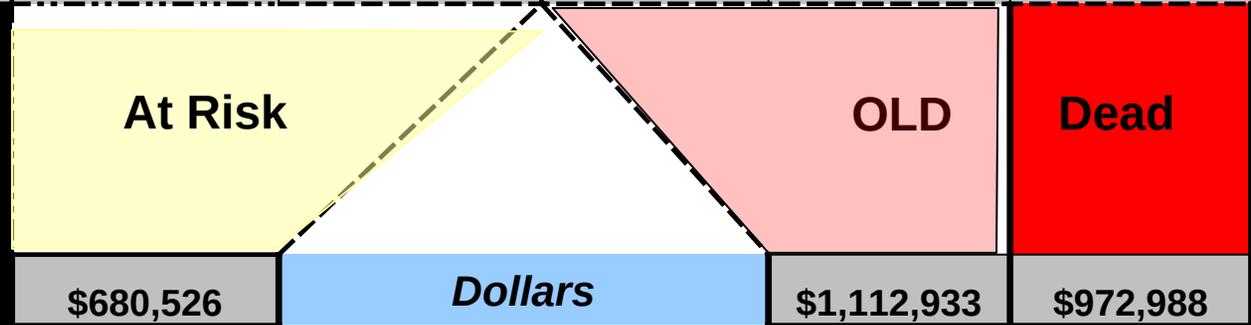
145

\$4,147,442

Over Valuation "Water" Analysis

Days In Stock

| | 0-30 | 31-45 | 46-60 | 61-90 | 91 - 120 | 121+ |
|----------------|---------|--------|--------|--------|----------|--------|
| Dollars | 1380995 | 392610 | 287916 | 642671 | 470262 | 972988 |



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

| | | | |
|----------|------------------------|-----------|-----------|
| 10% | "Water" % | 15% | 25% |
| \$68,053 | "Water" Dollars | \$166,940 | \$243,247 |

% of inventory under water 11.5%

Total Water Dollars \$478,240

Total

4147442

