2012
NOVEMBER

Second-Hand Device Market Report

Disclaimer

Movaluate seeks to promote awareness of the impact of the over 100 million devices that are retired every year, and educate users on how they can reduce our reliance on non-renewable resources by reusing and recycling the devices we have today.

This data can be distorted and biased by the prosperity analysis method or technical issues. The information should only be for reference puposes.

Movaluate is located in Bellevue, WA, USA.
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Know Your Mobile Value

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Introduction

Movaluate is a service that facilitates the exchange of used mobile devices on the second-hand market by giving buyers and sellers an accurate pricing guide for their devices. By giving users the tools and resources necessary to navigate the second-hand device market, we can reduce e-waste and our impact on the environment.

The Fair Market Value is determined by data collected from completed listings from online auction and merchant sites, which have been refined with statistical analysis and reviewed by industry experts. We hope our price guide will help you buy and sell your mobile devices with ease and confidence.

This report is published monthly and will provide insight on:

Second-hand device market trends

- Bestselling used devices
- Largest price gains/losses
- Other key metrics

Key players in the second-hand market

- Sales volume trends
- Price fluctuation analysis

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SUMMARY

1

During the month of November, over 120,000 transactions were completed on nearly 300 of the most popular Android, iOS, Windows Phone and Blackberry devices.

2

Once again, Apple hardware stood atop the sales leaderboards accounting for 56% of all devices sold. Android devices accounted for 37% of sales, while Blackberry and Windows Phone devices claimed the final 7% of device sales.

3

Retaining their titles as the most popular devices sold for Android and iOS are the HTC EVO 4G and Apple iPhone 4 16GB.

4

The device with the single greatest drop in average sale price was LG's Enlighten, an Android QWERTY slider which depreciated in value by 30%

5

The device with the greatest increase in average price was Sprint's iPhone 4S 64GB in black, which appreciated in value by 6.9%.

6

Apple's 2nd and 3rd gen iPad were absent from October's top depreciator list, however with the announcement of the 4th gen iPad (which features an updated SoC and lightning port), 3 variants made the top 30 list.

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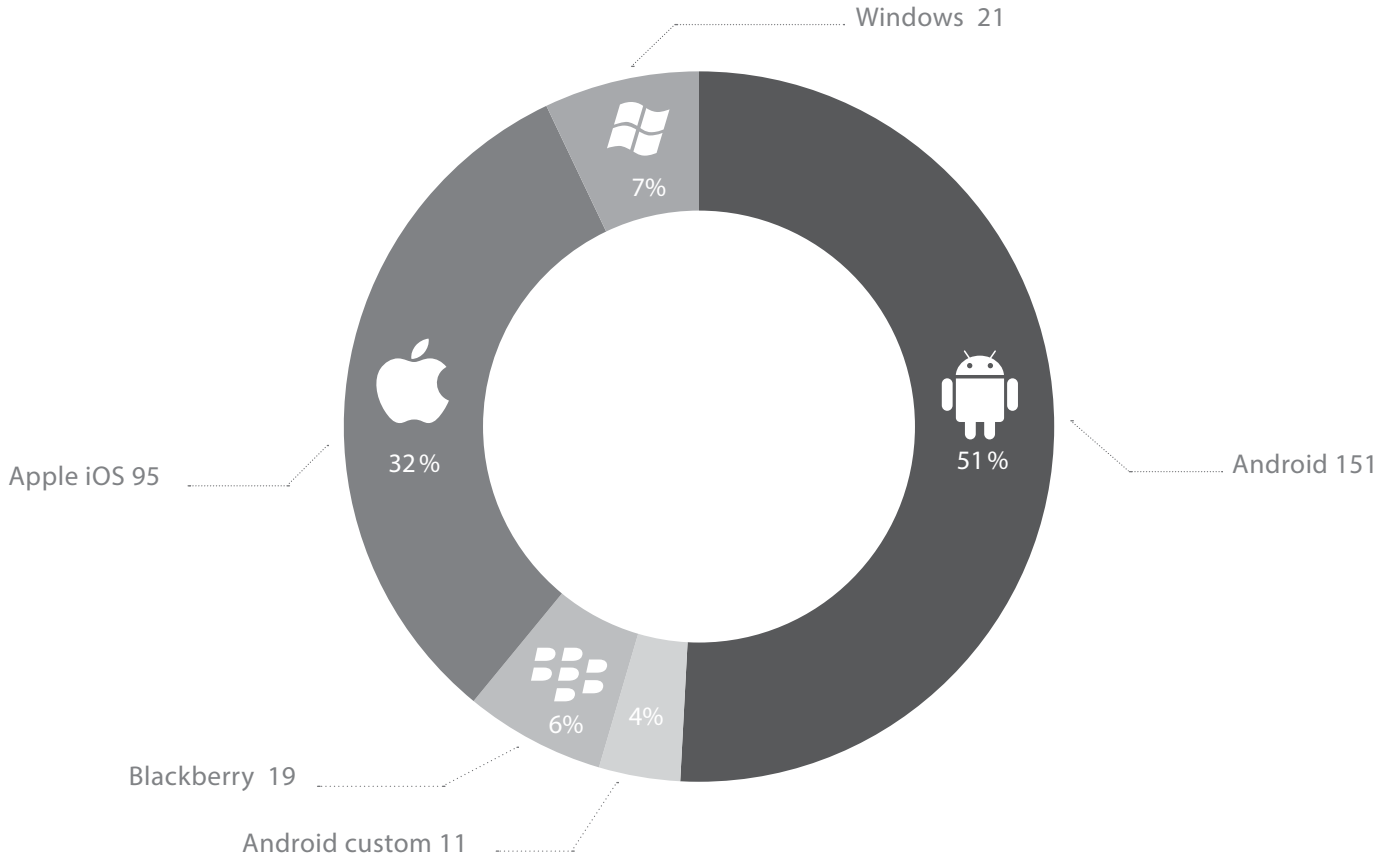
Overall View

November lies squarely in the middle of the iPhone release and Christmas which means a lot of action on the second-hand market. People scrambling to sell their old devices to pick up the latest batch of new gadgets and shoppers looking for a deal on gifts are both heading to second-hand markets in search of smartphones and tablets.

During the month of November, we analyzed over 120,000 transactions, with an average closing price of $264.73 and total sales of $31,767,600.

Devices Analyzed by Operating System



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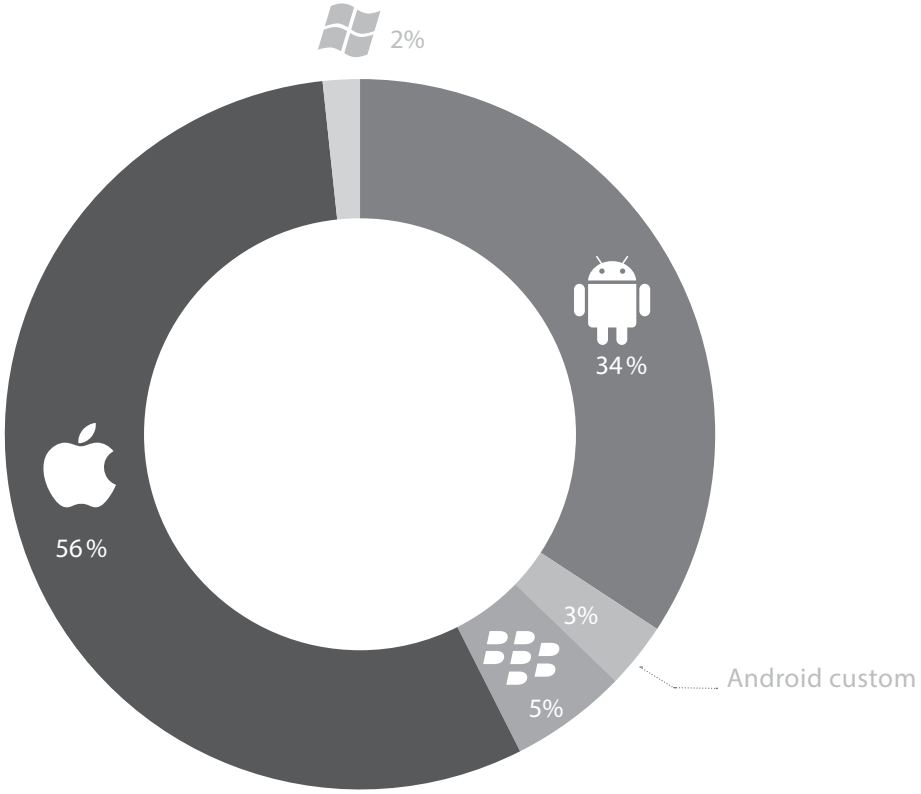
Sales by Operating System

We studied smartphones on all the major carriers and operating systems, and found that iOS devices made a significant surge in sales volume during November, increasing their market share from 39%, to 56%. Android reined in 37% of the sales while Blackberry and Windows Phone claimed the final 5% and 2% of the market.

Device Sold by Operating System



Apple has released a stable of powerhouse devices in the last month (iPhone 5, 5th gen iPod Touch, 4th gen iPad and iPad mini) which coupled with the upcoming holiday demand has created a significant increase in sales volume and market share.

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Top 30 Bestselling Devices

November's top 5 was a clean sweep made by Apple's iPhone 4 and 4S. It's not surprising considering the two year contract period on the first iPhone 4 has been up for quite some time, and iPhone 4S owners are quick to sell their iterative iPhones in exchange for the next generation iPhone 5. The rush to sell Apple hardware is even more apparent when we look at the entire list of top selling devices:

Best Selling Devices

1	AT&T	Apple iPhone 4 16GB Black	6926.59375
2	Verizon	Apple iPhone 4 16GB Black	2308.9375
3	AT&T	Apple iPhone 4 32GB Black	2293.28125
4	AT&T	Apple iPhone 4S 16GB Black	1517.75
5	AT&T	Apple iPhone 4S 16GB White	1490.125
6	Sprint	HTC EVO 4G	1233.125
7	WiFi	Amazon Kindle Fire	1139.28125
8	Verizon	Apple iPhone 4S 16GB Black	946.15625
9	WiFi	Apple iPad 16GB 1st Generation	842.03125
10	Verizon	Motorola Droid X	826.125
11	Sprint	Apple iPhone 4 8GB White	805.34375
12	Verizon	Apple iPhone 4S 16GB White	802.25
13	Sprint	Apple iPhone 4S 16GB White	754.96875
14	Verizon	Apple iPhone 4 32GB Black	719.71875
15	WiFi	Apple iPad 2 16GB Black	696.125
16	AT&T	HTC Inspire 4G	675.125
17	Sprint	Apple iPhone 4S 16GB Black	642.8125
18	Sprint	Apple iPhone 4 8GB Black	623.03125
19	AT&T	Apple iPhone 4 16GB White	598.875
20	Verizon	Apple iPhone 4 8GB White	583.25
21	AT&T	Apple iPhone 4 8GB Black	569.65625
22	Verizon	HTC Droid Incredible	539.40625
23	Verizon	Samsung Galaxy S Fascinate	534.90625
24	AT&T	BlackBerry Torch 9800	534.71875
25	WiFi	Apple iPad 2 16GB White	532.9375
26	Verizon	Apple iPhone 4 16GB White	527.78125
27	AT&T	Samsung Galaxy S Captivate	496.59375
28	Verizon	Apple iPhone 4 8GB Black	488.875
29	AT&T	Apple iPhone 4S 32GB Black	480.5
30	Verizon	Motorola DROID RAZR	451.90625

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Out of 30 best selling devices, 21 were made by Apple—a testament to their hardware and software optimization. The iPhone 4 16GB Black for AT&T with 7000 sales by itself nearly outsold the remaining 9 non-iOS devices in the top 30. What was once diversity for Android devices is now fragmentation which results in fewer software updates and thus, lowered relevancy and value in today's second-hand market

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Highest Depreciation and Appreciation

We took a look at every device's average price over time to find which gained and lost the most value in November. Read on to find which devices surprised us with their increase in value, and which look like they will continue their downward trends.

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Depreciation

The month of November was not kind to QWERTY sliders—the 4 greatest drops in average sale price all had physical keyboards, perhaps a sign that this feature's sunset years are finally coming to an end.

Apple's iPad 2 managed to make it on to the top depreciator list likely because of the release of both the 4th generation iPad and iPad mini, finally rendering the iPad 2 the odd man out in this lineup of DPI displays.

Depreciation

1	LG Enlighten	-30.29%
2	Samsung Gravity Smart	-19.31%
3	LG MyTouch Q	-17.43%
4	LG Optimus Slider	-13.15%
5	LG Optimus T	-11.85%
6	Motorola Citrus	-11.65%
7	Apple iPhone 5 16GB	-11.08%
8	Apple iPhone 5 32GB	-10.67%
9	Motorola DROID Pro	-9.31%
10	Motorola Photon Q 4G	-9.24%
11	LG Revolution	-9.17%
12	Apple iPhone 5 16GB Black	-8.83%
13	LG Lucid	-8.76%
14	Samsung Galaxy Nexus 16GB	-8.61%
15	Apple iPad 3rd Gen 64GB White	-8.60%
16	Apple iPhone 5 64GB	-8.38%
17	Apple iPad 2 32GB	-7.58%
18	Apple iPad 2 16GB	-7.49%
19	LG Optimus S	-7.18%
20	Samsung Focus Flash	-6.70%
21	T-Mobile G2	-6.46%
22	HTC Status	-5.99%
23	LG Thrill 4G	-5.95%
24	Samsung Galaxy Exhibit II 4G	-5.91%
25	HTC Amaze 4G	-5.61%
26	HTC Sensation 4G 4GB	-5.31%
27	Samsung Nexus S 4G	-5.29%
28	Pantech Breakout	-5.15%
29	Apple iPad 2 64GB Black	-5.13%
30	HTC Wildfire S	-5.02%

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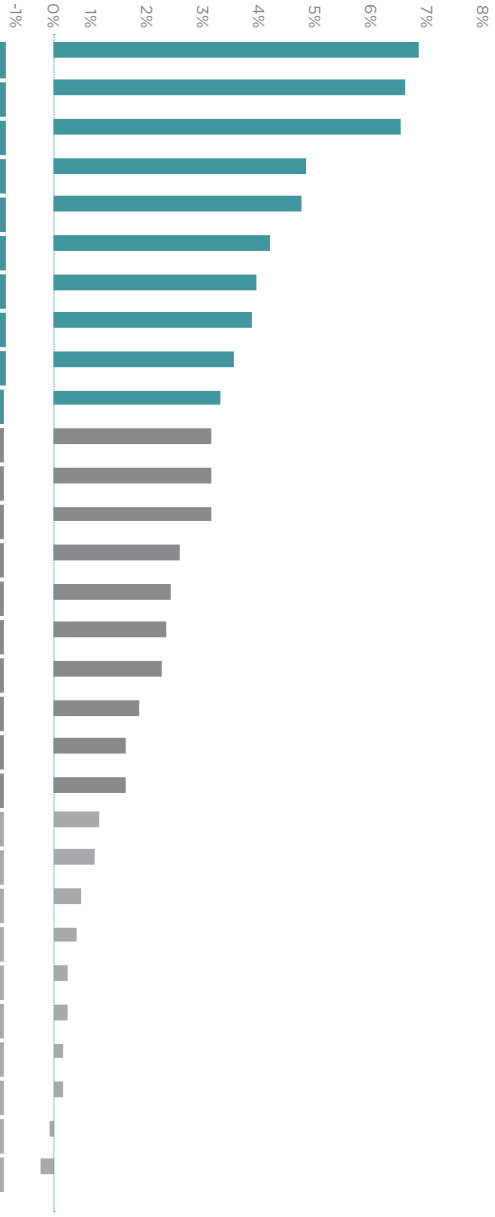
Appreciation

Although it isn't surprising to see Apple hardware atop the top appreciation chart, it is surprising to see that it is a Sprint 64GB version. Both these qualities are relatively weak retainers of value as we've seen in the past, but it appears this doesn't hold true for the month of November. AT&T's 64GB iPhone 4S also makes an appearance atop the top 5 appreciators.

Appreciation

1	Apple iPhone 4S 64GB	6.8%
2	HTC EVO Design 4G	6.6%
3	LG Quantum	6.5%
4	Barnes & Noble Nook Color	4.7%
5	Samsung Conquer 4G	4.6%
6	Samsung Galaxy Nexus 32GB	4.0%
7	Samsung Sidekick 4G	3.8%
8	Apple iPhone 4S 16GB	3.7%
9	Apple iPhone 4S 32GB	3.4%
10	Barnes & Noble Nook Tablet 16GB	3.1%
11	LG Marquee	2.9%
12	Amazon Kindle Fire	2.9%
13	Apple iPad 2 16G	2.9%
14	Apple iPhone 4 8GB	2.3%
15	Samsung Dart	2.1%
16	LG Viper 4G LTE	2.0%
17	Samsung Galaxy Stellar	2.0%
18	Motorola Admiral	1.6%
19	HTC HD7	1.3%
20	Samsung Galaxy Note 10.1 16GB	1.3%
21	BlackBerry Bold 9930	0.7%
22	LG Spectrum	0.7%
23	HTC One X Black	0.5%
24	LG Esteem	0.3%
25	Samsung Epic 4G Touch Vortex Black	0.2%
26	BlackBerry Bold 9900	0.2%
27	BlackBerry PlayBook 16GB	0.1%
28	Barnes & Noble Nook Tablet 8GB	0.1%
29	Apple iPad 3rd Gen 16GB White	-0.09%
30	Samsung Galaxy Tab 2 7.0	-0.26%



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About Movaluate.com

Movaluate is the definitive price guide for used smartphones.

The explosive popularity of smartphones has led to a flourishing second-hand market for these devices. As tech bloggers and smartphone enthusiasts, we've been able to take advantage of this exchange for years, but the research required to successfully navigate the second-hand market can be a prohibitive barrier for the typical consumer—that is why we created Movaluate.

Movaluate is a service that facilitates the exchange of second hand mobile devices by giving users an accurate pricing guide for their devices. The Fair Market Value is determined by data collected from completed listings which has been refined with statistical research and review from industry experts. We hope our price guide will help you buy and sell your mobile devices with ease and confidence.

Movaluate's fair market appraisals are based on data collected from the hundreds of thousands of transaction made on online auction sites. We take these data points and carefully analyze them to determine the fair market price of each device while accounting for their varying conditions. We take all of this information and organize it into an easily searchable and understandable format to help you make a confident and well-informed decision.

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Appendix

List of phones used in our research

Carrier	Manufacturer	Name
WiFi	Amazon	Amazon Kindle Fire
WiFi	Amazon	Amazon Kindle Fire HD 7 inch 16GB
AT&T	Apple	Apple iPhone 4S 16GB White
AT&T	Apple	Apple iPhone 4S 16GB Black
AT&T	Apple	Apple iPhone 4S 32GB White
AT&T	Apple	Apple iPhone 4S 32GB Black
AT&T	Apple	Apple iPhone 4S 64GB White
AT&T	Apple	Apple iPhone 4S 64GB Black
Verizon	Apple	Apple iPhone 4S 16GB White
Verizon	Apple	Apple iPhone 4S 16GB Black
Verizon	Apple	Apple iPhone 4S 32GB White
Verizon	Apple	Apple iPhone 4S 32GB Black
Verizon	Apple	Apple iPhone 4S 64GB White
Verizon	Apple	Apple iPhone 4S 64GB Black
Sprint	Apple	Apple iPhone 4S 16GB White
Sprint	Apple	Apple iPhone 4S 16GB Black
Sprint	Apple	Apple iPhone 4S 32GB White
Sprint	Apple	Apple iPhone 4S 32GB Black
Sprint	Apple	Apple iPhone 4S 64GB White
Sprint	Apple	Apple iPhone 4S 64GB Black
AT&T	Apple	Apple iPhone 4 8GB White
AT&T	Apple	Apple iPhone 4 8GB Black
AT&T	Apple	Apple iPhone 4 16GB White
AT&T	Apple	Apple iPhone 4 16GB Black
AT&T	Apple	Apple iPhone 4 32GB White
AT&T	Apple	Apple iPhone 4 32GB Black
Verizon	Apple	Apple iPhone 4 8GB White
Verizon	Apple	Apple iPhone 4 8GB Black
Verizon	Apple	Apple iPhone 4 16GB White
Verizon	Apple	Apple iPhone 4 16GB Black
Verizon	Apple	Apple iPhone 4 32GB White
Verizon	Apple	Apple iPhone 4 32GB Black
Sprint	Apple	Apple iPhone 4 8GB White

Carrier	Manufacturer	Name
Sprint	Apple	Apple iPhone 4 8GB Black
WiFi	Apple	Apple iPad 16GB 1st Generation
WiFi	Apple	Apple iPad 32GB 1st Generation
WiFi	Apple	Apple iPad 64GB 1st Generation
AT&T	Apple	Apple iPad 16GB 1st Generation
AT&T	Apple	Apple iPad 32GB 1st Generation
AT&T	Apple	Apple iPad 64GB 1st Generation
Verizon	Apple	Apple iPad 16GB 1st Generation
Verizon	Apple	Apple iPad 32GB 1st Generation
Verizon	Apple	Apple iPad 64GB 1st Generation
WiFi	Apple	Apple iPad 2 16GB White
WiFi	Apple	Apple iPad 2 16GB Black
WiFi	Apple	Apple iPad 2 32GB White
WiFi	Apple	Apple iPad 2 32GB Black
WiFi	Apple	Apple iPad 2 64GB White
WiFi	Apple	Apple iPad 2 64GB Black
AT&T	Apple	Apple iPad 2 16GB White
AT&T	Apple	Apple iPad 2 16GB Black
AT&T	Apple	Apple iPad 2 32GB White
AT&T	Apple	Apple iPad 2 32GB Black
AT&T	Apple	Apple iPad 2 64GB White
AT&T	Apple	Apple iPad 2 64GB Black
Verizon	Apple	Apple iPad 2 16GB White
Verizon	Apple	Apple iPad 2 16GB Black
Verizon	Apple	Apple iPad 2 32GB White
Verizon	Apple	Apple iPad 2 32GB Black
Verizon	Apple	Apple iPad 2 64GB White
Verizon	Apple	Apple iPad 2 64GB Black
WiFi	Apple	Apple iPad 3rd Gen 16GB White
WiFi	Apple	Apple iPad 3rd Gen 16GB Black
WiFi	Apple	Apple iPad 3rd Gen 32GB White
WiFi	Apple	Apple iPad 3rd Gen 32GB Black
WiFi	Apple	Apple iPad 3rd Gen 64GB White

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Carrier	Manufacturer	Name
WiFi	Apple	Apple iPad 3rd Gen 64GB Black
AT&T	Apple	Apple iPad 3rd Gen 16GB White
AT&T	Apple	Apple iPad 3rd Gen 16GB Black
AT&T	Apple	Apple iPad 3rd Gen 32GB White
AT&T	Apple	Apple iPad 3rd Gen 32GB Black
AT&T	Apple	Apple iPad 3rd Gen 64GB White
AT&T	Apple	Apple iPad 3rd Gen 64GB Black
Verizon	Apple	Apple iPad 3rd Gen 16GB White
Verizon	Apple	Apple iPad 3rd Gen 16GB Black
Verizon	Apple	Apple iPad 3rd Gen 32GB White
Verizon	Apple	Apple iPad 3rd Gen 32GB Black
Verizon	Apple	Apple iPad 3rd Gen 64GB White
Verizon	Apple	Apple iPad 3rd Gen 64GB Black
AT&T	Apple	Apple iPhone 5 16GB White
AT&T	Apple	Apple iPhone 5 16GB Black
AT&T	Apple	Apple iPhone 5 32GB White
AT&T	Apple	Apple iPhone 5 32GB Black
AT&T	Apple	Apple iPhone 5 64GB White
AT&T	Apple	Apple iPhone 5 64GB Black
Verizon	Apple	Apple iPhone 5 16GB White
Verizon	Apple	Apple iPhone 5 16GB Black
Verizon	Apple	Apple iPhone 5 32GB White
Verizon	Apple	Apple iPhone 5 32GB Black
Verizon	Apple	Apple iPhone 5 64GB White
Verizon	Apple	Apple iPhone 5 64GB Black
Sprint	Apple	Apple iPhone 5 16GB White
Sprint	Apple	Apple iPhone 5 16GB Black
Sprint	Apple	Apple iPhone 5 32GB White
Sprint	Apple	Apple iPhone 5 32GB Black
Sprint	Apple	Apple iPhone 5 64GB White
Sprint	Apple	Apple iPhone 5 64GB Black
WiFi	Barnes and Noble	Barnes & Noble Nook Color
WiFi	Barnes and Noble	Barnes & Noble Nook Tablet 8GB

Carrier	Manufacturer	Name
WiFi	Barnes and Noble	Barnes & Noble Nook Tablet 16GB
AT&T	HTC	HTC One X Black
Unlocked	HTC	HTC One X Black
AT&T	HTC	HTC One X White
Unlocked	HTC	HTC One X White
Sprint	HTC	HTC EVO 4G
Sprint	HTC	HTC EVO 4G LTE
T-Mobile	HTC	HTC HD2
AT&T	HTC	HTC Inspire 4G
Verizon	HTC	HTC Droid Incredible
Verizon	HTC	HTC Droid Eris
Unlocked	HTC	Google Nexus One
Verizon	HTC	HTC Thunderbolt
Sprint	HTC	HTC EVO 3D
T-Mobile	HTC	T-Mobile G2
AT&T	HTC	HTC Titan
AT&T	HTC	HTC Titan II
AT&T	HTC	HTC Aria
Verizon	HTC	HTC Droid Incredible 2
T-Mobile	HTC	T-Mobile MyTouch 4G
T-Mobile	HTC	HTC HD7
AT&T	HTC	HTC 7 Surround
T-Mobile	HTC	HTC Sensation 4G 1GB
T-Mobile	HTC	HTC Sensation 4G 4GB
Sprint/ Boost	HTC	HTC EVO Design 4G
AT&T	HTC	HTC Vivid
Verizon	HTC	HTC Rhyme
Sprint	HTC	HTC EVO Shift 4G
T-Mobile	HTC	HTC One S
Verizon	HTC	HTC Rezound
AT&T	HTC	HTC Status
T-Mobile	HTC	HTC Radar 4G

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Carrier	Manufacturer	Name
Sprint	HTC	HTC Hero
T-Mobile	HTC	HTC Amaze 4G
T-Mobile	HTC	T-Mobile G1
T-Mobile	HTC	HTC MyTouch 3G
T-Mobile	HTC	HTC Wildfire S
Verizon	LG	LG Lucid
Verizon	LG	LG Spectrum
Verizon	LG	LG Enlighten
Verizon	LG	LG Revolution
Verizon	LG	LG Vortex
Verizon	LG	LG Ally
T-Mobile	LG	T-Mobile G2X
AT&T	LG	LG Thrill 4G
Sprint	LG	LG Viper 4G LTE
Sprint/ Boost	LG	LG Marquee
AT&T	LG	LG Quantum
AT&T	LG	LG Nitro HD
Metro PCS	LG	LG Esteem
Virgin Mobile	LG	LG Optimus V
Sprint	LG	LG Optimus S
T-Mobile	LG	LG Optimus T
T-Mobile	LG	T-Mobile MyTouch
Verizon	Motorola	Motorola DROID 4
Verizon	Motorola	Motorola DROID RAZR MAXX
Verizon	Motorola	Motorola DROID RAZR
Verizon	Motorola	Motorola DROID Bionic
Verizon	Motorola	Motorola DROID 3
Verizon	Motorola	Motorola DROID X2
Verizon	Motorola	Motorola DROID Pro
Verizon	Motorola	Motorola Droid
Verizon	Motorola	Motorola Droid 2
Verizon	Motorola	Motorola Droid X

Carrier	Manufacturer	Name
AT&T	Motorola	Motorola Atrix 4G
AT&T	Motorola	Motorola Atrix 2
AT&T	Motorola	Motorola Atrix HD
Sprint	Motorola	Motorola Photon 4G
Sprint	Motorola	Motorola Photon Q 4G
Virgin Mobile	Motorola	Motorola Triumph
Verizon	Motorola	Motorola Citrus
Verizon	RIM	BlackBerry Curve 8530
AT&T	RIM	BlackBerry Bold 9700
Verizon	RIM	BlackBerry Curve 3G 9330
Verizon	RIM	BlackBerry Bold 9650
Verizon	RIM	BlackBerry Storm 9530
Verizon	RIM	BlackBerry Bold 9930
AT&T	RIM	BlackBerry Bold 9000
Verizon	RIM	BlackBerry Tour 9630
AT&T	RIM	BlackBerry Bold 9900
T-Mobile	RIM	BlackBerry Bold 9700
Verizon	RIM	BlackBerry Storm 2 9550
Sprint/ Boost	RIM	BlackBerry Curve 8530
AT&T	RIM	BlackBerry Curve 9360
Sprint	RIM	BlackBerry Curve 3G 9330
T-Mobile	RIM	BlackBerry Curve 8520
AT&T	RIM	BlackBerry Curve 3G 9300
AT&T	RIM	BlackBerry Torch 9800
Unlocked	Samsung	Samsung Galaxy S II
AT&T	Samsung	Samsung Galaxy S II
Sprint	Samsung	Samsung Epic 4G Touch Vortex Black
T-Mobile	Samsung	Samsung Galaxy S II Titanium
Verizon	Samsung	Samsung Galaxy S III Pebble Blue
Sprint	Samsung	Samsung Galaxy S III Pebble Blue
T-Mobile	Samsung	Samsung Galaxy S III Pebble Blue

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Carrier	Manufacturer	Name
AT&T	Samsung	Samsung Galaxy S III Pebble Blue
Unlocked	Samsung	Samsung Galaxy S III Pebble Blue
Sprint	Samsung	Samsung Epic 4G Touch White
T-Mobile	Samsung	Samsung Galaxy S II White
Verizon	Samsung	Samsung Galaxy S III Marble White
Sprint	Samsung	Samsung Galaxy S III Marble White
T-Mobile	Samsung	Samsung Galaxy S III Marble White
AT&T	Samsung	Samsung Galaxy S III Marble White
Unlocked	Samsung	Samsung Galaxy S III Marble White
Verizon	Samsung	Samsung Galaxy Nexus 32GB
Unlocked	Samsung	Samsung Galaxy Nexus 16GB
Sprint	Samsung	Samsung Galaxy Nexus 32GB
AT&T	Samsung	Samsung Galaxy Note LTE 16GB
Unlocked	Samsung	Samsung Galaxy Note 16GB
AT&T	Samsung	Samsung Focus
AT&T	Samsung	Samsung Focus S
AT&T	Samsung	Samsung Focus Flash
Unlocked	Samsung	Samsung Nexus S
Sprint	Samsung	Samsung Nexus S 4G
T-Mobile	Samsung	Samsung Nexus S

Carrier	Manufacturer	Name
AT&T	Samsung	Samsung Nexus S
WiFi	Samsung	Samsung Galaxy Tab 10.1
WiFi	Samsung	Samsung Galaxy Tab 2 10.1
WiFi	Samsung	Samsung Galaxy Tab 2 7.0
AT&T	Samsung	Samsung Galaxy S Captivate
T-Mobile	Samsung	Samsung Galaxy S Vibrant
T-Mobile	Samsung	Samsung Galaxy S 4G
Verizon	Samsung	Samsung Galaxy S Fascinate
Unlocked	Samsung	Samsung Galaxy S
Verizon	Samsung	Samsung Droid Charge
AT&T	Samsung	Samsung Infuse 4G
AT&T	Samsung	Samsung Galaxy S Skyrocket
Sprint	Samsung	Samsung Galaxy S Epic 4G
Verizon	Sony	Sony XPERIA Play
AT&T	Sony	Sony XPERIA Play 4G
AT&T	Sony	Sony XPERIA ion LTE
AT&T	Sony	Sony XPERIA X10A
Unlocked	Sony	Sony XPERIA Arc
Unlocked	Sony	Sony XPERIA Arc S

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