2013
JANUARY

Second-Hand Device Market Report

Disclaimer

Movaluate was founded with the goal of reducing e-waste by providing users with the appraisal tools and resources to help facilitate the transfer of mobile devices in the second-hand market. Movaluate gathers real-time sales data from online auction and merchant sites in the U.S. and applies statistical analyses to transform the raw data into actionable results for the user.

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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movaluate
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 environmental impact.

The Fair Market Value is determined by data collected from completed eBay listings which has 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 into which models have:

- The highest sales volume
- The highest search requests
- Biggest price gainers and losers

During the period lasting from December 31st to January 30th, we analyzed data from over 2.2 million transactions made on over 300 of the most popular smartphones and tablets being bought and sold in the U.S.

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SUMMARY

1

The holiday shopping hangover resulted in a 20% contraction in overall sales from December to January, from 2.8 to 2.2 million transactions.

2

There was a huge surge in sales of devices running custom Android builds, a.k.a. Nooks and Kindles, jumping from 4% of total sales to a whopping 21%.

3

The iPhone 4 16GB for AT&T continues to sit atop the best seller's list for 4 months straight with over 200,000 units sold in January.

4

CDMA phones continue to depreciate the most, with Verizon and Sprint devices accounting for 75% of the top 40 highest depreciators.

5

Unlocked phones once again prove their value with 5 making the top 20 appreciators list, led by Google's Nexus 4 8GB and 16GB respectively

6

The 7 inch tablet market is rapidly growing and provides the best tablet value for money. View our blog post to learn more.

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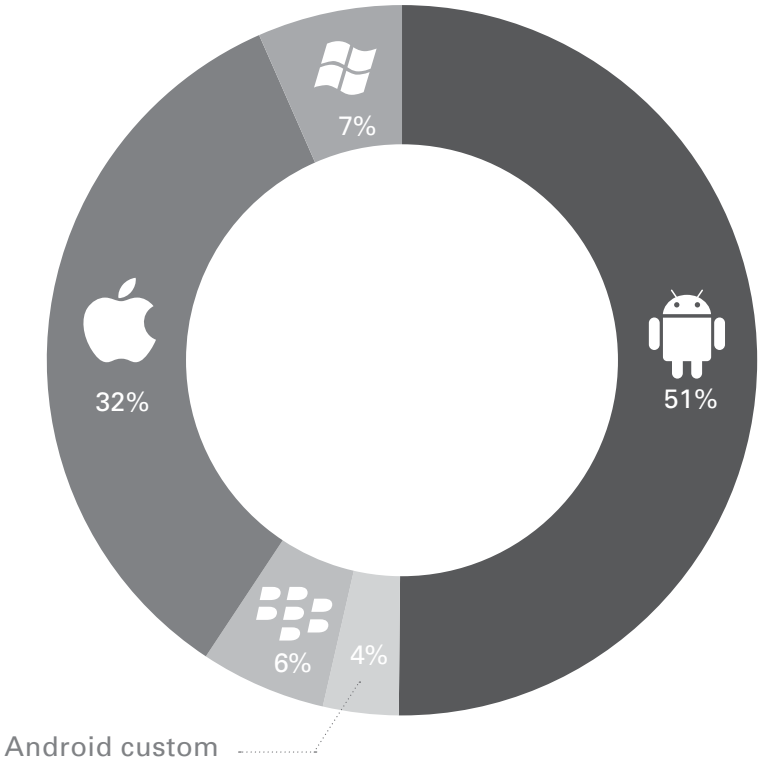
Overall View

If there's anything we've learned from 2012, it's that people really like Android devices—even more so than they like Apple's hardware. Thing is, whereas Apple is the sole manufacturer for iDevices, Android devices are manufactured by countless different OEMs, which leads to more competition and lower prices. While this can typically be translated as great top-tier devices for the consumer, it also results in a deluge of mid to low end devices with relatively unstable pricing. These price fluctuations can be seen in our our top depreciation/appreciation lists.

However, looking at our best seller charts, we can see that the venerable classics will always maintain their value over time, even after many years of service.

With our latest update, Movaluate's database now consists of 53% Android Devices, 34% iOS devices, 7% Windows Devices, and 6% Blackberry Devices.

Devices Sold By Operating System



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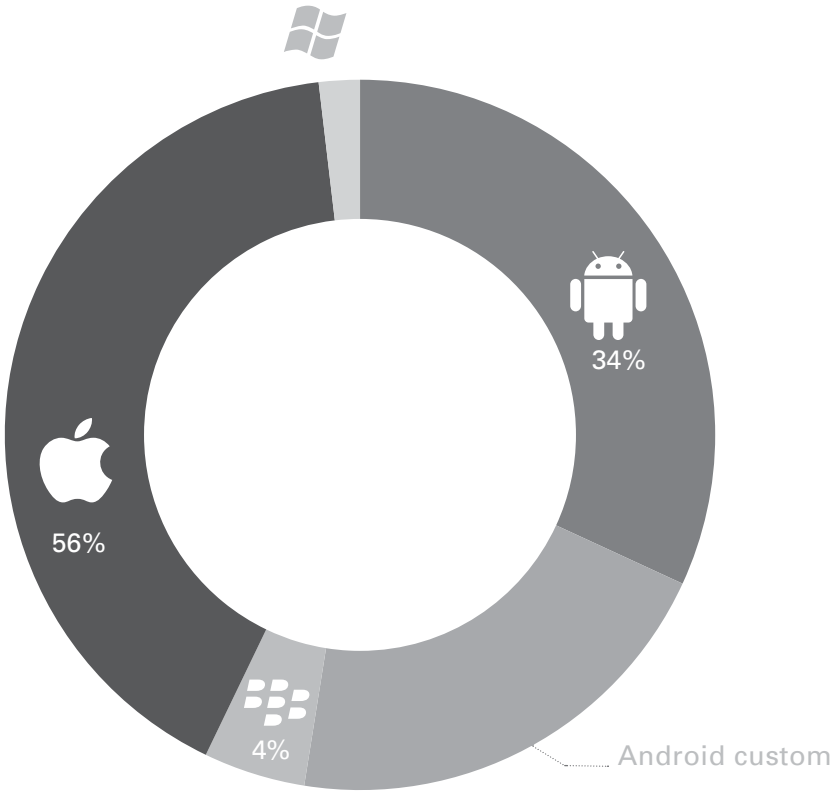
Sales by Operating System

January saw a significant boost in the sales of devices running custom Android builds, notably in the form of tablets such as the Nook and Kindle series. Making up only 4% of sales in December, sales in this sector quintuple, reducing standard Android builds to 32% (down from 51% in December).

The Number of Sold by OS



It will be interesting to see how this trend continues with the release of the Fire HD and Nook HD tablet at their budget minded price points. iOS devices also saw a significant growth of 7% up to 41%, bolstered by strong sales of the iPad Mini.

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Bestselling Devices

It's not surprising to see the Apple's venerable iPhone occupying 3 of the top 5 spots. The iPhones are joined by their 2010 release brethren HTC EVO 4G and Motorola DROID X both of which could be considered hall of famers in the single-core era of devices. The first dual core device to appear is the iPad 2, ranked 15th in popularity.

Best Selling Devices

1	AT&T	Apple iPhone 4 16GB
2	AT&T	Apple iPhone 4 32GB
3	Sprint	HTC EVO 4G
4	AT&T	Apple iPhone 4S 16GB
5	Verizon	Motorola Droid X
6	WiFi	Amazon Kindle Fire
7	Sprint	Apple iPhone 4 8GB
8	WiFi	Apple iPad 16GB 1st Generation
9	AT&T	HTC Inspire 4G
10	Verizon	HTC Droid Incredible
11	Sprint	Samsung Epic 4G Touch Vortex Black
12	AT&T	BlackBerry Torch 9800
13	Verizon	BlackBerry Bold 9650
14	WiFi	Apple iPad 2 16GB
15	AT&T	Samsung Galaxy S Captivate
16	Verizon	Motorola DROID RAZR
17	Verizon	Samsung Galaxy S Fascinate
18	WiFi	Barnes & Noble Nook Color
19	Verizon	Motorola Droid
20	AT&T	Samsung Galaxy S Skyrocket
21	Verizon	Samsung Galaxy S III Marble White
22	Verizon	Motorola DROID RAZR MAXX
23	Sprint	Samsung Epic 4G Touch White
24	AT&T	Apple iPhone 4 8GB White
25	Verizon	HTC Thunderbolt
26	AT&T	Samsung Infuse 4G
27	WiFi	Apple iPad 32GB 1st Generation
28	Verizon	Motorola Droid 2
29	Verizon	Samsung Galaxy Nexus 32GB

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Essentially what we can learn from this is that consumers tend to hold on to their devices for 2 or more years. This means that you'll find better deals on older phones that have large supplies that are still in circulation, like the HTC EVO 4G.

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Depreciation

January's top depreciators were a mixed bunch of largely mid-range phones and older devices, but there are a few noteworthy devices that you may want to check out.

Depreciation

1	Sprint	LG Viper 4G LTE
2	Verizon	HTC Droid Incredible 2
3	Verizon	Samsung Galaxy Stellar
4	Verizon	LG Lucid
5	AT&T	Samsung Focus S
6	Verizon	Pantech Breakout
7	T-Mobile	Samsung Dart
8	Verizon	Casio G'zOne Commando
9	Sprint	HTC EVO 3D
10	Verizon	HTC Rhyme
11	Verizon	HTC Windows Phone 8X
12	Verizon	HTC Thunderbolt
13	WiFi	Amazon Kindle Fire
14	Verizon	Apple iPhone 4 8GB Black
15	WiFi	Barnes & Noble Nook Tablet 16GB
16	Verizon	Samsung Stratosphere
17	Sprint/Boost	HTC EVO Design 4G
18	Verizon	HTC Trophy
19	Sprint	Apple iPhone 5 64GB Black
20	Sprint	Samsung Conquer 4G
21	Verizon	Motorola DROID Bionic
22	Virgin Mobile	Motorola Triumph
23	AT&T	LG Optimus G
24	Sprint/Boost	LG Marquee
25	Verizon	HTC Rezound
26	WiFi	Samsung Galaxy Tab 2 7.0
27	WiFi	Google Nexus 10 16GB
28	Verizon	Apple iPhone 4 16GB Black
29	Sprint	LG Optimus Elite

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For any Verizon customers looking to give Windows Phone 8 a try, HTC's Windows Phone 8X has dropped in price significantly over the past month, from $430 at the start of the month, to $350 now. Another Verizon option that has become more affordable is the 8GB iPhone 4, which will only cost you $150.

For those of you who read our entry on the best 7 inch tablets, you will be happy to hear that both the Kindle Fire and Galaxy Tab 2 have gone down in price to $109 and $164 respectively—a very reasonable price point for two well-reviewed 7 inch devices.

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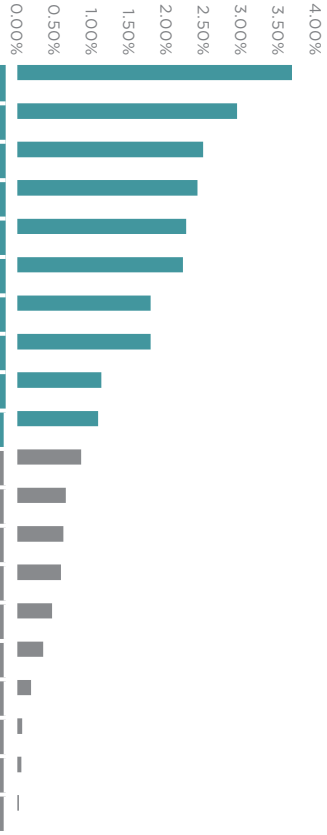
Appreciation

January was a stingy month for device appreciation—only 20 devices recorded an increase in sales price (we typically report the top 30). A reduction in overall sales throughout the month of January combined with the holiday shopping hangover has resulted in unusually small increases sale price. December's appreciation leader, The Pantech Marauder, increased in value 15.8%, whereas January's HTC Wildfire S gained a mere 3.6%.

Appreciation



1	T-Mobile	HTC Wildfire S
2	Sprint	Motorola Admiral
3	Unlocked	Google Nexus 4 8GB
4	AT&T	HTC One X+
5	Verizon	Apple iPad 3rd Gen 64GB White
6	Verizon	Motorola DROID X2
7	Unlocked	Google Nexus 4 16GB
8	Unlocked	Samsung Galaxy Nexus 16GB
9	Verizon	Apple iPhone 5 64GB Black
10	T-Mobile	LG MyTouch Q
11	T-Mobile	Samsung Gravity Smart
12	AT&T	HTC One X White
13	AT&T	Apple iPhone 4S 64GB Black
14	Verizon	Samsung Droid Charge
15	Unlocked	Samsung Galaxy S III Pebble Blue
16	AT&T	Apple iPhone 4S 64GB White
17	Verizon	Apple iPad 3rd Gen 32GB White
18	Unlocked	Samsung Galaxy Note II
19	AT&T	Apple iPhone 4S 32GB White
20	T-Mobile	HTC One S

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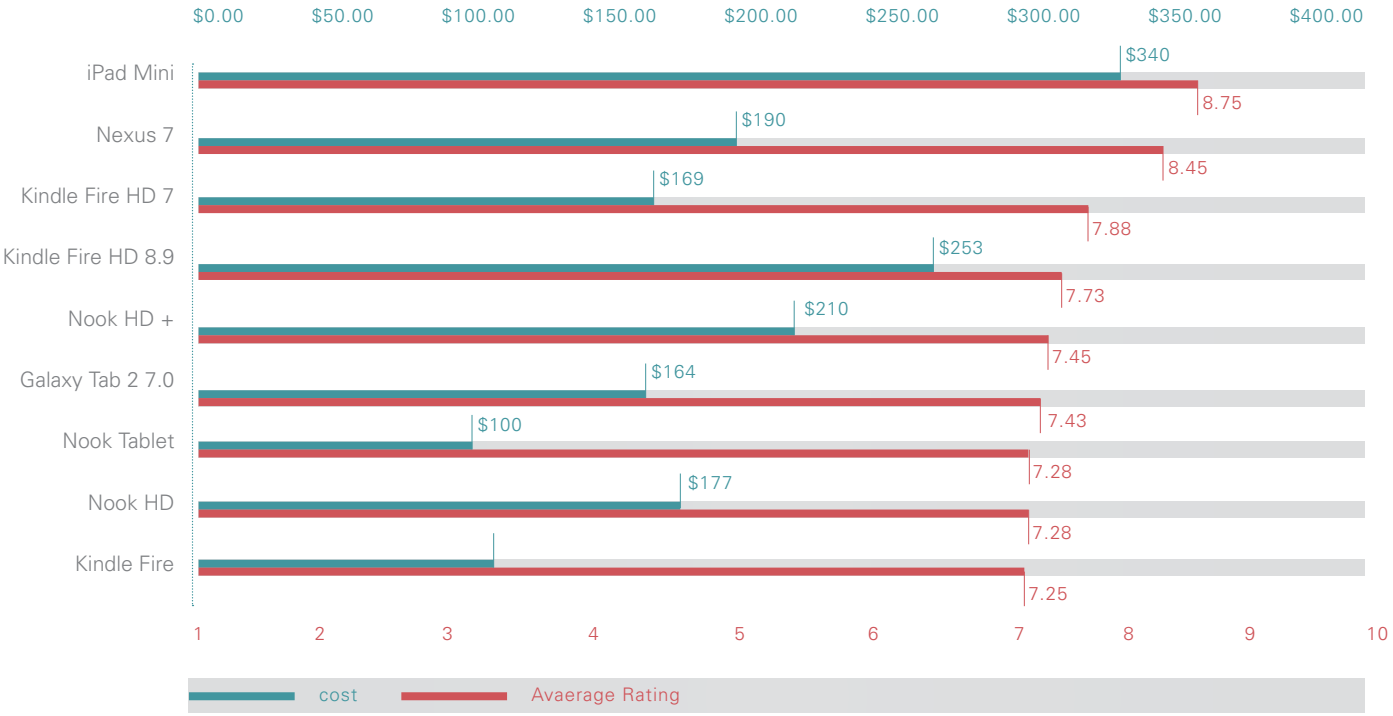
Which Sub-10 Inch Tablet is the Best Bang for your Buck?

Android's 10 inch tablets may have flopped, but the 7 inchers are here to stay. Amazon, Barnes and Noble, Google and Samsung all hit the nail on the head with their value-priced 7 inch devices which have been selling like hot cakes.

Most of these tablets can be had for much less than $200—a remarkable feat considering that $499 was the original price point for underpowered 10 inch tablets just the year before. Not only are they cheap but they've been well received by the editorial community.



We took a look at 9 of the best sub-10 inch devices and created an index comparing their fair market value and their average review score in order to find which tablet was the best value. To see which 3 devices we most recommend, view the full report on our blog.

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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 eBay 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.

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Appendix

List of phones used in our research

Carrier	Make and Model
Unlocked	Samsung Galaxy S II
AT&T	Samsung Galaxy S II
Sprint	Samsung Epic 4G Touch Vortex Black
T-Mobile	Samsung Galaxy S II Titanium
Verizon	Samsung Galaxy S III Pebble Blue
Sprint	Samsung Galaxy S III Pebble Blue
T-Mobile	Samsung Galaxy S III Pebble Blue
AT&T	Samsung Galaxy S III Pebble Blue
Unlocked	Samsung Galaxy S III Pebble Blue
AT&T	HTC One X Black
Unlocked	HTC One X Black
AT&T	Apple iPhone 4S 16GB White
AT&T	Apple iPhone 4S 16GB Black
AT&T	Apple iPhone 4S 32GB White
AT&T	Apple iPhone 4S 32GB Black
AT&T	Apple iPhone 4S 64GB White
AT&T	Apple iPhone 4S 64GB Black
Verizon	Apple iPhone 4S 16GB White
Verizon	Apple iPhone 4S 16GB Black
Verizon	Apple iPhone 4S 64GB White
Sprint	Apple iPhone 4S 16GB White
Sprint	Apple iPhone 4S 16GB Black
Sprint	Apple iPhone 4S 64GB White
AT&T	Apple iPhone 4 8GB White
AT&T	Apple iPhone 4 8GB Black
AT&T	Apple iPhone 4 16GB White
AT&T	Apple iPhone 4 16GB Black
AT&T	Apple iPhone 4 32GB White
AT&T	Apple iPhone 4 32GB Black
Verizon	Apple iPhone 4 8GB White
Verizon	Apple iPhone 4 8GB Black
Verizon	Apple iPhone 4 16GB White
Verizon	Apple iPhone 4 16GB Black

Carrier	Make and Model
Verizon	Apple iPhone 4 32GB White
Verizon	Apple iPhone 4 32GB Black
WiFi	Apple iPad 16GB 1st Generation
WiFi	Apple iPad 32GB 1st Generation
WiFi	Apple iPad 64GB 1st Generation
AT&T	Apple iPad 16GB 1st Generation
AT&T	Apple iPad 32GB 1st Generation
AT&T	Apple iPad 64GB 1st Generation
Verizon	Apple iPad 16GB 1st Generation
Verizon	Apple iPad 32GB 1st Generation
Verizon	Apple iPad 64GB 1st Generation
WiFi	Apple iPad 2 16GB White
WiFi	Apple iPad 2 16GB Black
WiFi	Apple iPad 2 32GB White
WiFi	Apple iPad 2 32GB Black
WiFi	Apple iPad 2 64GB White
WiFi	Apple iPad 2 64GB Black
AT&T	Apple iPad 2 32GB White
AT&T	Apple iPad 2 32GB Black
AT&T	Apple iPad 2 64GB White
AT&T	Apple iPad 2 64GB Black
Verizon	Apple iPad 2 16GB White
Verizon	Apple iPad 2 16GB Black
Verizon	Apple iPad 2 32GB White
Verizon	Apple iPad 2 32GB Black
Verizon	Apple iPad 2 64GB White
Verizon	Apple iPad 2 64GB Black
WiFi	Apple iPad 3rd Gen 16GB White
WiFi	Apple iPad 3rd Gen 16GB Black
WiFi	Apple iPad 3rd Gen 32GB White
WiFi	Apple iPad 3rd Gen 32GB Black
WiFi	Apple iPad 3rd Gen 64GB White
AT&T	Apple iPad 3rd Gen 16GB White

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Carrier	Make and Model
AT&T	Apple iPad 3rd Gen 16GB Black
AT&T	Apple iPad 3rd Gen 32GB White
AT&T	Apple iPad 3rd Gen 32GB Black
AT&T	Apple iPad 3rd Gen 64GB White
AT&T	Apple iPad 3rd Gen 64GB Black
Verizon	Apple iPad 3rd Gen 16GB White
Verizon	Apple iPad 3rd Gen 16GB Black
Verizon	Apple iPad 3rd Gen 32GB White
Verizon	Apple iPad 3rd Gen 32GB Black
Verizon	Apple iPad 3rd Gen 64GB White
Sprint	Samsung Epic 4G Touch White
T-Mobile	Samsung Galaxy S II White
Verizon	Samsung Galaxy S III Marble White
Sprint	Samsung Galaxy S III Marble White
T-Mobile	Samsung Galaxy S III Marble White
AT&T	Samsung Galaxy S III Marble White
Unlocked	Samsung Galaxy S III Marble White
AT&T	HTC One X White
Unlocked	HTC One X White
Verizon	Samsung Galaxy Nexus 32GB
Unlocked	Samsung Galaxy Nexus 16GB
Sprint	Samsung Galaxy Nexus 32GB
AT&T	Samsung Galaxy Note LTE 16GB
Unlocked	Samsung Galaxy Note 16GB
AT&T	Samsung Focus
AT&T	Samsung Focus S
AT&T	Samsung Focus Flash
Verizon	LG Lucid
Verizon	LG Spectrum
Verizon	LG Enlighten
Verizon	LG Revolution
Verizon	LG Vortex
Verizon	LG Ally

Carrier	Make and Model
Verizon	Motorola DROID 4
Verizon	Motorola DROID RAZR MAXX
Verizon	Motorola DROID RAZR
Verizon	Motorola DROID Bionic
Verizon	Motorola DROID 3
Verizon	Motorola DROID X2
Verizon	Motorola DROID Pro
Verizon	Motorola Citrus
Unlocked	Samsung Nexus S
T-Mobile	Samsung Nexus S
AT&T	Samsung Nexus S
Sprint	HTC EVO 4G
Sprint	HTC EVO 4G LTE
WiFi	Samsung Galaxy Tab 2 7.0
T-Mobile	HTC HD2
AT&T	Samsung Galaxy S Captivate
T-Mobile	Samsung Galaxy S Vibrant
Verizon	Samsung Galaxy S Fascinate
Unlocked	Samsung Galaxy S
Sprint	Samsung Galaxy S Epic 4G
Verizon	Samsung Droid Charge
AT&T	Samsung Infuse 4G
Verizon	BlackBerry Bold 9650
Verizon	BlackBerry Bold 9930
AT&T	BlackBerry Bold 9900
AT&T	BlackBerry Curve 9360
Sprint	BlackBerry Curve 3G 9330
AT&T	BlackBerry Curve 3G 9300
AT&T	BlackBerry Torch 9800
Verizon	Motorola Droid 2
AT&T	Motorola Atrix 2
AT&T	Motorola Atrix HD
Sprint	Motorola Photon Q 4G

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Carrier	Make and Model
Virgin Mobile	Motorola Triumph
AT&T	LG Thrill 4G
Sprint	LG Viper 4G LTE
Sprint/Boost	LG Marquee
AT&T	LG Quantum
AT&T	LG Nitro HD
Metro PCS	LG Esteem
Virgin Mobile	LG Optimus V
Sprint	LG Optimus S
T-Mobile	LG Optimus T
T-Mobile	T-Mobile MyTouch
AT&T	HTC Inspire 4G
Verizon	HTC Droid Incredible
Unlocked	Google Nexus One
Verizon	HTC Thunderbolt
Sprint	HTC EVO 3D
T-Mobile	T-Mobile G2
AT&T	HTC Titan
AT&T	HTC Aria
Verizon	HTC Droid Incredible 2
T-Mobile	T-Mobile MyTouch 4G
T-Mobile	HTC HD7
AT&T	HTC 7 Surround
T-Mobile	HTC Sensation 4G 1GB
T-Mobile	HTC Sensation 4G 4GB
Sprint/Boost	HTC EVO Design 4G
AT&T	HTC Vivid
T-Mobile	HTC One S
Verizon	HTC Rezound
AT&T	HTC Status
T-Mobile	HTC Radar 4G
T-Mobile	HTC Amaze 4G
T-Mobile	HTC Wildfire S

Carrier	Make and Model
WiFi	Amazon Kindle Fire
WiFi	Barnes & Noble Nook Color
WiFi	Barnes & Noble Nook Tablet 8GB
WiFi	Barnes & Noble Nook Tablet 16GB
AT&T	Apple iPhone 5 16GB White
AT&T	Apple iPhone 5 16GB Black
AT&T	Apple iPhone 5 32GB Black
AT&T	Apple iPhone 5 64GB White
AT&T	Apple iPhone 5 64GB Black
Verizon	Apple iPhone 5 16GB White
Verizon	Apple iPhone 5 16GB Black
Verizon	Apple iPhone 5 32GB White
Verizon	Apple iPhone 5 32GB Black
Verizon	Apple iPhone 5 64GB White
Verizon	Apple iPhone 5 64GB Black
Sprint	Apple iPhone 5 16GB White
Sprint	Apple iPhone 5 16GB Black
Sprint	Apple iPhone 5 32GB White
Sprint	Apple iPhone 5 32GB Black
Sprint	Apple iPhone 5 64GB White
Sprint	Apple iPhone 5 64GB Black
WiFi	Amazon Kindle Fire HD 7 inch 16GB
Verizon	Sony XPERIA Play
AT&T	Sony XPERIA Play 4G
T-Mobile	Nokia Lumia 710
AT&T	Samsung Double Time
T-Mobile	LG MyTouch Q
T-Mobile	Samsung Gravity Smart
T-Mobile	T-Mobile Comet
T-Mobile	Samsung Galaxy S Blaze 4G
T-Mobile	Samsung Galaxy Exhibit II 4G
T-Mobile	Samsung Dart

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List of phones used in our research

Carrier	Make and Model
WiFi	Samsung Galaxy Note 10.1 16GB
WiFi	Microsoft Surface (RT)
Unlocked	Samsung Galaxy Note II
Unlocked	LG Optimus G
AT&T	LG Escape
Verizon	Motorola Droid RAZR M
Verizon	LG Intuition
Verizon	HTC DROID Incredible 4G LTE
Verizon	Samsung Galaxy Stellar
Verizon	Samsung Stratosphere
Verizon	Pantech Breakout
Verizon	HTC Trophy
Verizon	Casio G'zOne Commando
Sprint	Samsung Conquer 4G
Sprint	Kyocera Rise
Sprint	ZTE Fury
Sprint	Samsung Transform Ultra
Sprint	Motorola Admiral
Virgin Mobile	LG Optimus Slider
T-Mobile	Samsung Sidekick 4G
T-Mobile	LG Doubleplay
WiFi	BlackBerry PlayBook 16GB
WiFi	BlackBerry PlayBook 32GB
WiFi	BlackBerry PlayBook 64GB
Unlocked	Google Nexus 4 8GB
Unlocked	Google Nexus 4 16GB
WiFi	Google Nexus 7 8GB
WiFi	Google Nexus 7 16GB
WiFi	Google Nexus 7 32GB
AT&T	Google Nexus 7 32GB
WiFi	Google Nexus 10 32GB

Carrier	Make and Model
AT&T	Nokia Lumia 920
AT&T	Nokia Lumia 820
Verizon	Nokia Lumia 822
T-Mobile	HTC Windows Phone 8X
AT&T	HTC Windows Phone 8X
Verizon	HTC Windows Phone 8X
Sprint	LG Optimus G
AT&T	LG Optimus G
Unlocked	LG Optimus 4X HD
WiFi	Amazon Kindle Fire HD 8.9 16GB
WiFi	Amazon Kindle Fire HD 8.9 32GB
AT&T	Samsung Galaxy Note II
T-Mobile	Samsung Galaxy Note II
Verizon	Samsung Galaxy Note II
Sprint	Samsung Galaxy Note II
AT&T	HTC One X+
Verizon	BlackBerry Bold 9650
WiFi	Amazon Kindle Fire 2 8GB
Boost Mobile	ZTE Warp Sequent
Sprint	Samsung Galaxy Victory
Unlocked	Motorola RAZR i
AT&T	Sony XPERIA TL
AT&T	Apple iPhone 4 8GB White
AT&T	BlackBerry Bold 9700
Cricket	ZTE Engage
AT&T	Samsung Galaxy Rugby Pro
T-Mobile	LG Optimus L9
U.S. Cellular	Samsung Galaxy Axiom
AT&T	Apple iPhone 4 8GB Black
Verizon	LG Spectrum 2
Verizon	BlackBerry Storm 9530

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Carrier	Make and Model
U.S. Cellular	Motorola Electrify M
AT&T	BlackBerry Curve 3G 9300
AT&T	Apple iPhone 4 16GB Black
WiFi	Apple iPad Mini 16 GB Black
WiFi	Apple iPad Mini 32 GB Black
Unlocked	Sony XPERIA Arc S
WiFi	Apple iPad Mini 64 GB Black
WiFi	Apple iPad Mini 16 GB White
Verizon	Apple iPad 32GB 1st Generation
WiFi	Apple iPad Mini 32 GB White
WiFi	Apple iPad Mini 64 GB White
T-Mobile	T-Mobile G2
Sprint	Apple iPad Mini 16 GB Black
Sprint	Apple iPad Mini 32 GB Black
AT&T	Apple iPhone 4 32GB White
Sprint	Apple iPad Mini 64 GB Black
Sprint	Apple iPad Mini 16 GB White
T-Mobile	T-Mobile Comet
Unlocked	Samsung Nexus S
Sprint	Apple iPad Mini 32 GB White
Unlocked	Samsung Galaxy S
Sprint	Apple iPad Mini 64 GB White
Unlocked	Sony XPERIA Arc
T-Mobile	Huawei Summit
Verizon	Apple iPad 64GB 1st Generation
WiFi	Barnes and Noble Nook HD 16GB
Unlocked	Samsung Galaxy S III Mini White
AT&T	Apple iPad Mini 16 GB Black
Unlocked	HTC Windows Phone 8S
Unlocked	Samsung Galaxy S III Mini Blue
Sprint	LG Mach

Carrier	Make and Model
AT&T	Apple iPad Mini 32 GB Black
AT&T	Apple iPad Mini 64 GB Black
AT&T	Apple iPad Mini 16 GB White
AT&T	Apple iPad Mini 32 GB White
AT&T	Apple iPad Mini 64 GB White
Verizon	Apple iPad Mini 16 GB Black
unlocked	Huawei Ascend P1
Verizon	Apple iPad Mini 32 GB Black
Unlocked	HTC J
Unlocked	Nokia Lumia 620
Verizon	Apple iPad Mini 64 GB Black
Verizon	Apple iPad Mini 16 GB White
Verizon	Apple iPad Mini 32 GB White
Verizon	Apple iPad Mini 64 GB White

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