

**1703 - LHM Toyota Lemon Grove**

<b>Feb 2023 - Financial Mid Month</b>	<b>Feb Actuals</b>	<b>Feb Forecast</b>	<b>Feb-22</b>
Units New Retail	36	81	117
PVR Gross New Retail (Incl Fees/OVI)	\$3,099	\$2,963	\$5,482
<b>Gross New Retail (Incl Fees/OVI)</b>	<b>\$111,571</b>	<b>\$240,000</b>	<b>\$641,382</b>
Gross New Flt	\$0	\$0	\$0
Units Used Retail	26	72	66
PVR Gross Used (Incl Fees/OVI)	\$1,177	\$1,750	\$1,679
<b>Gross Used Retail (Incl Fees/OVI)</b>	<b>\$30,597</b>	<b>\$126,000</b>	<b>\$110,843</b>
Wholesale Units	18	33	52
IC Units	0	0	0
<b>Total Wholesale/IC Units</b>	<b>18</b>	<b>33</b>	<b>52</b>
Total Gross Used Whsl	\$14,302	\$10,000	\$24,993
Total Gross Used IC	\$0	\$0	\$0
<b>Total Wholesale/IC Gross</b>	<b>\$14,302</b>	<b>\$10,000</b>	<b>\$24,993</b>
<b>Total Gross Used Retail (Incl Whsl/IC)</b>	<b>\$44,899</b>	<b>\$136,000</b>	<b>\$135,836</b>
<b>Total Retail Units</b>	<b>62</b>	<b>153</b>	<b>183</b>
<b>Variable Veh Gross &amp; OVI</b>	<b>\$156,470</b>	<b>\$376,000</b>	<b>\$777,218</b>
PVR F&I	\$1,661	\$11	\$2,028
<b>F&amp;I, Net</b>	<b>\$102,984</b>	<b>\$1,700</b>	<b>\$371,080</b>
<b>Variable Gross &amp; OVI</b>	<b>\$259,454</b>	<b>\$377,700</b>	<b>\$1,148,298</b>
Gross Svc	\$231,376	\$367,316	\$385,988
Gross Pts	\$121,986	\$189,212	\$183,365
Gross BShop	\$0	\$0	\$0
<b>Total Fixed Gross</b>	<b>\$353,362</b>	<b>\$556,528</b>	<b>\$569,353</b>
<b>Total Gross Profit</b>	<b>\$612,816</b>	<b>\$934,228</b>	<b>\$1,717,651</b>
Sales Compensation	\$45,918	\$112,486	\$185,134
New & Used Comp%	29.34%	29.91%	23.82%
F&I Compensation	\$8,270	\$47,840	\$69,824
F&I Comp%	8.03%	2814.11%	18.81%
Delivery Exp	(\$17,153)	\$6,630	\$8,695
Lot Damage	\$0	\$0	\$0
Policy & Lot Damage Expense N/U	\$1,020	\$3,950	\$925
<b>Total Variable Exps</b>	<b>\$38,055</b>	<b>\$170,906</b>	<b>\$264,578</b>
Supervisor Compensation	\$16,200	\$75,644	\$159,559
Clerical Compensation	\$0	\$0	\$0

Fixed Ops Sales Comp	\$35,959	\$77,860	\$85,291
Other Personnel Compensation	\$46,906	\$99,785	\$117,554
Training Wages	\$1,258	\$6,000	\$5,881
Complimentary Services	\$0	\$0	\$0
Absentee Compensation	\$5,328	\$33,000	\$36,932
Payroll Taxes	\$26,855	\$47,500	\$60,727
Employee Benefits	\$27,762	\$46,000	\$67,915
<b>Total Personnel Exp</b>	<b>\$160,268</b>	<b>\$385,789</b>	<b>\$533,859</b>

Company Vehicle	\$500	\$2,310	\$1,627
3rd Party Rental	\$0	\$0	\$0
Loaner	\$97	\$12,000	\$11,981
Loaner Valuation Adj	\$0	(\$10,000)	(\$35,352)
Office Supplies	\$1,476	\$3,950	\$4,516
Shop Supplies	\$0	\$0	\$0
Other Supplies	\$2,216	\$9,200	\$6,871
Other Supplies Credits	(\$1,234)	(\$3,000)	(\$4,866)
Advertising Exp	\$14	\$46,000	\$43,155
Advertising Credits	\$0	(\$22,500)	(\$18,930)
Advertising, Net	\$14	\$23,500	\$24,225
Promotion	\$0	\$0	\$0
Policy & Lot Damage Exp S/D/P/B	\$1,749	\$4,000	\$2,866
Lot Damage S/D/P/B	\$0		\$0
Bad Debt Exp	\$0	\$0	\$0
Data Processing Exp	\$0	\$35,038	\$37,404
Computer Equipment	\$0	\$0	\$0
Telephone	\$2,106	\$4,100	\$4,477
Credit Card, Bank & Bureau Fees	\$18,530	\$21,012	\$15,785
Outside Services- Facilites	\$1,420	\$5,100	\$5,684
Outside Svcs Exp	\$23,808	\$58,500	\$54,685
Legal & Audit Exp	\$0		\$0
Training Exp	\$0	\$0	\$0
Travel & Ent Exp	\$337	\$3,000	\$4,769
Contributions/Dues/Publications	\$199	\$250	\$918
Freight	\$1,125	\$4,500	\$4,552
Factoring Exp	\$0	\$0	\$0
Misc Exp	\$0	\$0	\$0
Floor Plan Interest Exp	\$0	\$2,000	\$825
Floor Plan Interest Credits	(\$12,716)	(\$42,000)	(\$37,819)
Floor Plan Interest Net	(\$12,716)	(\$40,000)	(\$36,994)
<b>Total Semi-Fixed Exps</b>	<b>\$39,627</b>	<b>\$133,460</b>	<b>\$103,148</b>

Rent	\$0	\$130,850	\$130,850
Amortization	\$0	\$0	\$0
Repairs	\$1,223	\$5,000	\$4,022
Tax Exp	\$0	\$4,000	\$37,500
Utility Exp	\$0	\$22,000	\$20,495
Insurance Exp	\$8,598	\$10,000	\$10,393

Equip Rental & Repair	\$6,239	\$6,500	\$3,455
Depreciation/Amort	\$0	\$17,000	(\$10,353)
<b>Total Fixed Exp</b>	<b>\$16,060</b>	<b>\$195,350</b>	<b>\$196,362</b>
<b>Total Exps</b>	<b>\$254,010</b>	<b>\$885,505</b>	<b>\$1,097,947</b>
Other Income (Exp)	\$1,071	(\$17,500)	(\$54,998)
<b>Total Net Before Taxes</b>	<b>\$359,877</b>	<b>\$31,223</b>	<b>\$564,706</b>
Net Income % Grs	58.72%	3.34%	32.87%

Variance	Variance %	6 Month Average	Jan-23	Dec-22
-36	-30.76%	137	128	135
(\$2,519)	-45.95%	\$3,010	\$2,657	\$2,696
(\$401,382)	-62.58%	\$412,309	\$340,052	\$363,956
\$0	0.00%	\$0	\$0	\$0
6	9.09%	65	64	78
\$71	4.20%	\$1,264	\$1,548	\$1,027
\$15,157	13.67%	\$83,404	\$99,064	\$80,130
-19	-36.53%	42	59	14
0	0.00%	8	2	33
-19	-36.53%	49	61	47
(\$14,993)	-59.98%	\$26,174	\$15,511	\$115,636
\$0	0.00%	(\$24,756)	(\$5,665)	(\$106,359)
(\$14,993)	-59.98%	\$1,419	\$9,846	\$9,277
\$164	0.12%	\$84,823	\$108,910	\$89,407
-30	-16.39%	202	192	213
(\$401,218)	-51.62%	\$497,132	\$448,962	\$453,363
(\$2,017)	-99.45%	\$1,626	\$1,578	\$1,537
(\$369,380)	-99.54%	\$328,482	\$303,033	\$327,371
(\$770,598)	-67.10%	\$825,614	\$751,995	\$780,734
(\$18,672)	-4.83%	\$411,835	\$414,100	\$390,901
\$5,847	3.18%	\$209,275	\$209,037	\$198,803
\$0	0.00%	\$0	\$0	\$0
(\$12,825)	-2.25%	\$621,109	\$623,137	\$589,704
(\$783,423)	-45.61%	\$1,446,723	\$1,375,132	\$1,370,438
(\$72,648)	-39.24%	\$119,561	\$122,488	\$112,574
6.09%	25.59%	24.16%	27.28%	24.83%
(\$21,984)	-31.48%	\$52,943	\$49,415	\$52,177
2795.30%	14860.75%	16.15%	16.30%	15.93%
(\$2,065)	-23.74%	\$7,673	\$6,842	\$4,348
\$0	0.00%	\$0	\$0	\$0
\$3,025	327.02%	\$3,993	\$10,006	\$1,250
(\$93,672)	-35.40%	\$184,170	\$188,751	\$170,349
(\$83,915)	-52.59%	\$89,188	\$79,491	\$78,314
\$0	0.00%	\$0	\$0	\$0

(\$7,431)	-8.71%	\$86,144	\$92,949	\$82,369
(\$17,769)	-15.11%	\$115,206	\$102,073	\$102,694
\$119	2.02%	\$7,338	\$2,013	\$11,620
\$0	0.00%	\$0	\$0	\$0
(\$3,932)	-10.64%	\$36,022	\$31,915	\$23,338
(\$13,227)	-21.78%	\$48,197	\$67,712	\$56,486
(\$21,915)	-32.26%	\$48,062	\$56,662	\$39,364
<b>(\$148,070)</b>	<b>-27.73%</b>	<b>\$430,158</b>	<b>\$432,815</b>	<b>\$394,185</b>

\$683	41.97%	\$2,445	\$2,101	\$2,297
\$0	0.00%	\$0	\$0	\$0
\$19	0.15%	\$15,904	\$12,912	\$21,557
\$25,352	-71.71%	(\$17,034)	(\$11,916)	(\$14,951)
(\$566)	-12.53%	\$4,932	\$2,798	\$6,959
\$0	0.00%	\$0	\$0	\$0
\$2,329	33.89%	\$9,248	\$10,466	\$5,617
\$1,866	-38.34%	(\$3,471)	(\$4,665)	(\$3,504)
\$2,845	6.59%	\$47,348	\$50,690	\$52,376
(\$3,570)	18.85%	(\$30,553)	(\$25,951)	(\$26,977)
(\$725)	-2.99%	\$16,795	\$24,739	\$25,399
\$0	0.00%	\$0	\$0	\$0
\$1,134	39.56%	\$5,569	\$1,716	\$3,881
\$0	0.00%	\$0	\$0	\$0
\$0	0.00%	(\$598)	\$723	\$0
(\$2,366)	-6.32%	\$35,805	\$34,136	\$40,861
\$0	0.00%	\$0	\$0	\$0
(\$377)	-8.42%	\$4,154	\$4,633	\$3,604
\$5,227	33.11%	\$20,604	\$19,617	\$19,220
(\$584)	-10.27%	\$7,113	\$9,343	\$5,316
\$3,815	6.97%	\$62,635	\$59,239	\$52,427
\$0	0.00%	\$0	\$0	\$0
\$0	0.00%	\$0	\$0	\$0
(\$1,769)	-37.09%	\$1,950	\$2,706	(\$6,661)
(\$668)	-72.76%	\$709	\$36	\$3,781
(\$52)	-1.14%	\$4,578	\$4,513	\$7,621
\$0	0.00%	\$0	\$0	\$0
\$0	0.00%	\$0	\$0	\$0
\$1,175	142.42%	\$2,208	\$2,007	\$2,006
(\$4,181)	11.05%	(\$46,920)	(\$43,772)	(\$45,726)
(\$3,006)	8.12%	(\$44,711)	(\$41,765)	(\$43,720)
<b>\$30,312</b>	<b>29.38%</b>	<b>\$126,626</b>	<b>\$131,332</b>	<b>\$129,704</b>

\$0	0.00%	\$130,850	\$130,850	\$130,850
\$0	0.00%	\$0	\$0	\$0
\$978	24.31%	\$8,083	\$6,557	\$4,247
(\$33,500)	-89.33%	\$4,090	\$3,000	(\$68,459)
\$1,505	7.34%	\$23,902	\$26,620	\$19,905
(\$393)	-3.78%	\$6,320	\$10,474	(\$10,800)

\$3,045	88.13%	\$6,079	\$4,506	\$1,720
\$27,353	-264.20%	\$12,005	\$17,107	\$17,585
<b>(\$1,012)</b>	<b>-0.51%</b>	<b>\$191,329</b>	<b>\$199,114</b>	<b>\$95,048</b>
<b>(\$212,442)</b>	<b>-19.34%</b>	<b>\$932,283</b>	<b>\$952,012</b>	<b>\$789,286</b>
\$37,498	-68.18%	<b>(\$18,107)</b>	<b>(\$25,235)</b>	\$3,046
<b>(\$533,483)</b>	<b>-94.47%</b>	<b>\$496,333</b>	<b>\$397,885</b>	<b>\$584,198</b>
-29.52%	-89.83%	34.31%	28.93%	42.62%

Nov-22	Oct-22	Sep-22	Aug-22
147	140	146	124
\$3,258	\$2,921	\$3,304	\$3,222
<b>\$478,882</b>	<b>\$409,002</b>	<b>\$482,413</b>	<b>\$399,549</b>
\$0	\$0	\$0	\$0
46	71	54	79
\$738	\$953	\$1,707	\$1,613
<b>\$33,959</b>	<b>\$67,684</b>	<b>\$92,168</b>	<b>\$127,419</b>
35	50	33	58
0	0	11	0
<b>35</b>	<b>50</b>	<b>44</b>	<b>58</b>
\$9,538	\$6,181	\$8,263	\$1,917
\$0	\$0	(\$36,510)	\$0
<b>\$9,538</b>	<b>\$6,181</b>	<b>(\$28,247)</b>	<b>\$1,917</b>
<b>\$43,497</b>	<b>\$73,865</b>	<b>\$63,921</b>	<b>\$129,336</b>
193	211	200	203
<b>\$522,379</b>	<b>\$482,867</b>	<b>\$546,334</b>	<b>\$528,885</b>
\$1,559	\$1,674	\$1,635	\$1,770
<b>\$300,848</b>	<b>\$353,293</b>	<b>\$327,050</b>	<b>\$359,296</b>
<b>\$823,227</b>	<b>\$836,160</b>	<b>\$873,384</b>	<b>\$888,181</b>
\$401,710	\$408,549	\$445,401	\$410,346
\$193,681	\$202,254	\$227,599	\$224,273
\$0	\$0	\$0	\$0
<b>\$595,391</b>	<b>\$610,803</b>	<b>\$673,000</b>	<b>\$634,619</b>
<b>\$1,418,618</b>	<b>\$1,446,963</b>	<b>\$1,546,384</b>	<b>\$1,522,800</b>
\$115,766	\$117,078	\$119,666	\$129,794
22.16%	24.24%	21.90%	24.54%
\$52,963	\$50,127	\$53,164	\$59,813
17.60%	14.18%	16.25%	16.64%
\$8,699	\$11,534	\$3,088	\$11,526
\$0	\$0	\$0	\$0
\$1,075	\$3,353	\$710	\$7,564
<b>\$178,503</b>	<b>\$182,092</b>	<b>\$176,628</b>	<b>\$208,697</b>
\$78,127	\$95,725	\$100,688	\$102,785
\$0	\$0	\$0	\$0

\$79,359	\$86,405	\$89,709	\$86,074
\$121,394	\$113,318	\$122,363	\$129,394
\$8,038	\$8,881	\$5,346	\$8,128
\$0	\$0	\$0	\$0
\$48,993	\$40,749	\$42,900	\$28,239
\$38,426	\$39,712	\$42,446	\$44,402
\$40,906	\$45,642	\$42,538	\$63,262
<b>\$415,243</b>	<b>\$430,432</b>	<b>\$445,990</b>	<b>\$462,284</b>

\$2,503	\$2,339	\$3,603	\$1,827
\$0	\$0	\$0	\$0
\$13,462	\$11,617	\$9,548	\$26,328
\$0	(\$12,291)	(\$27,542)	(\$35,503)
\$3,089	\$7,910	\$6,156	\$2,680
\$0	\$0	\$0	\$0
\$9,083	\$9,762	\$8,767	\$11,791
(\$4,282)	(\$3,299)	(\$2,513)	(\$2,565)
\$37,246	\$39,309	\$63,220	\$41,246
(\$26,208)	(\$23,669)	(\$35,098)	(\$45,412)
\$11,038	\$15,640	\$28,122	(\$4,166)
\$0	\$0	\$0	\$0
\$6,225	\$10,083	\$5,998	\$5,510
\$0	\$0	\$0	\$0
(\$90)	\$90	\$0	(\$4,313)
\$33,861	\$35,055	\$36,180	\$34,736
\$0	\$0	\$0	\$0
\$3,738	\$3,676	\$4,645	\$4,630
\$21,366	\$21,417	\$22,494	\$19,512
\$10,333	\$3,422	\$8,903	\$5,360
\$65,472	\$66,424	\$58,457	\$73,788
\$0	\$0	\$0	\$0
\$0	\$0	\$0	\$0
\$2,482	\$2,620	\$4,959	\$5,593
\$16	\$135	\$33	\$255
\$3,697	\$4,941	\$2,929	\$3,769
\$0	\$0	\$0	\$0
\$0	\$0	\$0	\$0
\$3,214	\$2,235	\$2,109	\$1,678
(\$52,458)	(\$47,364)	(\$49,422)	(\$42,775)
(\$49,244)	(\$45,129)	(\$47,313)	(\$41,097)
<b>\$132,749</b>	<b>\$134,412</b>	<b>\$123,426</b>	<b>\$108,135</b>

\$130,850	\$130,850	\$130,850	\$130,850
\$0	\$0	\$0	\$0
\$7,005	\$9,439	\$9,759	\$11,489
\$0	\$30,000	\$30,000	\$30,000
\$22,535	\$21,767	\$25,517	\$27,066
\$4,640	\$11,429	\$10,761	\$11,413

\$6,899	\$11,264	\$5,389	\$6,697
\$9,335	\$9,335	\$9,335	\$9,335
<b>\$181,264</b>	<b>\$224,084</b>	<b>\$221,611</b>	<b>\$226,850</b>
<b>\$907,759</b>	<b>\$971,020</b>	<b>\$967,655</b>	<b>\$1,005,966</b>
(\$28,650)	(\$28,253)	\$10,888	(\$40,435)
<b>\$482,209</b>	<b>\$447,690</b>	<b>\$589,617</b>	<b>\$476,399</b>
33.99%	30.93%	38.12%	31.28%