Sample
AUTO GROUP

Sample Auto Group

Five-year financial forecast

Base scenario

Sample

Prepared for	Prepared by	Date
Your lender	Sample Auto Group	Sample

Executive summary

Base scenario

Sample Auto Group

Per car

Price	21,605
Cost	(19,705)
Front	1,900
Doc fee	599
F&I	1,500
Total gross	**3,999**

Year 2 revenue
$12,721,453

Year 2 pretax profit
$442,710

Cash to open
$136,133

Peak funding need
$243,647
Month 4

Breakeven
23
cars a month, operating profit

Payback
Month 13

Year 2 debt service coverage
18.77x
Lenders commonly look for 1.25x

Sample Auto Group plans to sell about 41 cars a month in Year 2 at an average price of $21,605, earning $3,999 of gross per car.

The store breaks even at about 23 cars a month and makes an operating profit from month 3.

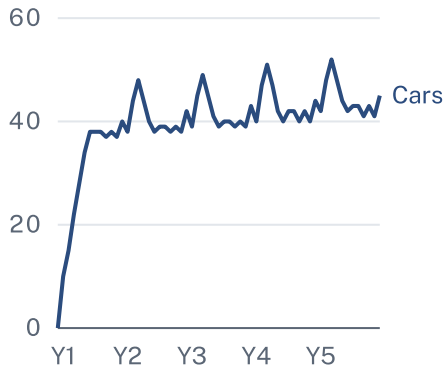
It needs $136,133 to open and peak funding of $243,647 in month 4, paid back by month 13.

Sample

Five years

	Year 1	Year 2	Year 3	Year 4	Year 5
Cars sold	375	487	499	517	532
Revenue	9,777,030	12,721,453	13,005,901	13,471,183	13,826,743
Total gross	1,481,225	1,923,113	1,971,101	2,042,283	2,102,268
EBITDA	388,159	620,043	632,983	647,251	666,223
Pretax profit	241,701	442,710	452,211	465,156	480,710
Ending cash	306,240	606,466	914,227	1,227,136	1,549,541

Cars sold each month



Cash at the end of each month



Sources and uses of funds

Measured through month 4, when the store needs the most cash

Uses	
Vehicles not financed by the floorplan (opening lot)	$59,250
Equipment, lot improvements and deposits	$43,000
Licensing, legal and other startup costs	$6,000
Pre-opening payroll and advertising	$30,000
Prepaid expenses	$5,000
Operating cash needed until the store pays for itself	$100,397
Minimum cash reserve	$50,000
Total uses	**$293,647**

Sources	
Owner equity	$250,000
Term loans	$150,000
Total sources	**$400,000**

Sources exceed uses by $106,353.

Inventory financing: a committed floorplan line of $1,500,000 advancing 100% of purchase price, at 10.00% a year. It funds the cars on the lot and is not counted as a source above.

Sample

Key assumptions

Every input that drives the forecast, with the industry range where one is published

Store

Assumption	This plan	Industry
Store name on the forecast	Sample Auto Group	
State	Florida	
Business type	LLC	
First month open	January 2027	
Forecast length	5 years	

Volume

Assumption	This plan	Industry
How cars sold are set		
Cars sold each month	I set them: an opening ramp, then a steady number	
Cars on the lot		
Cars bought before opening	30 cars	–
Lot size	Month 1: 30 cars, Month 4: 50 cars, Month 7: 60 cars	
Cars sold		
Opening ramp	Month 1: 10 cars, Month 2: 15 cars, Month 3: 22 cars, Month 4: 28 cars, Month 5: 34 cars, Month 6: 38 cars	
Cars sold a month after the ramp	40 cars	10 to 100, typical 35 (low confidence). BHPH Dealer Dec 2023
Growth and seasons		
Growth each year after the ramp	3%	–
Sales follow the seasons	Yes	
Seasonal factors, January to December	Jan 0.95, Feb 1.10, Mar 1.20, Apr 1.10, May 1.00, Jun 0.95, Jul 0.95, Aug 0.95, Sep 0.92, Oct 0.95, Nov 0.92, Dec 1.01	
Seasons apply from month	Month 7	–
Wholesale and consignment		
Cars wholesaled, as a share of cars retailed	12%	–
Sell cars on consignment	No	

Sample

Cars

Assumption	This plan	Industry
Price and cost		
How you price	One average car: cost and front gross	
The average car		
What you pay for a car	$18,000	$8,000 to $30,000, typical $17,000 (low confidence). UCD Feb 2024
Recon per car	$1,450	$600 to $2,000, typical $1,450. UCD Feb 2024
Front gross per car	$1,900	$1,000 to $3,500, typical $1,900. UCD Jul 2025
Recon		
Who does the recon	Sublet: outside shops and detailers	

Assumption	This plan	Industry
Where you buy		
Buying channels		
Auction	Share of cars 60% Buy fee $400 Transport $300 (industry $150 to $1,000, typical $300) Other per car $150	
Trade-in	Share of cars 25% Cost adjustment -3%	
Bought from consumers	Share of cars 15% Cost adjustment -5% Other per car $100	
Inspection per car	–	–
Doc fee and wholesale		
Doc fee FL requires: "This charge represents costs and profit to the dealer for items such as inspecting, cleaning, and adjusting vehicles, and preparing documents related to the sale."	$599	$750 to $999, typical $972. CarEdge
Count the doc fee in front gross	No	
Loss per wholesaled car	$400	–
Stress test		
Inventory markdowns	None	

F&I

Assumption	This plan	Industry
How F&I is set	One figure per car	
F&I gross per car	$1,500	$900 to $2,500, typical $1,500. UCD Jul 2025
Cars financed through you	65%	50% to 75%, typical 65% (low confidence). CarMax 8-K

Sample

People

Assumption	This plan	Industry
Roles and pay		
Roles		
General manager	Headcount A fixed number People 1 person Base pay a month $7,500 Share of total gross 2%	
Sales manager	Headcount Grows with cars sold Cars a month per person 60 cars At least 0 people At most 2 people Base pay a month $6,000 Share of total gross 1%	
Sales consultants	Headcount Grows with cars sold Cars a month per person 12 cars (industry 8 to 15, typical 12) At least 2 people At most 20 people Share of front gross 25% (industry 20% to 35%, typical 25%) Mini per car $150 (industry $50 to $200, typical $150)	
Finance department	Headcount Grows with cars sold Cars a month per person 60 cars At least 1 person At most 3 people Share of back-end gross 20% (industry 15% to 24%, typical 20%)	
BDC and internet	Headcount Grows with cars sold Cars a month per person 50 cars At least 1 person At most 6 people Base pay a month $3,200 Per car sold $25	
Buyer	Headcount Grows with cars sold Cars a month per person 120 cars At least 1 person At most 3 people Base pay a month $4,500 Per car sold $50	
Detail and porter	Headcount Grows with cars sold Cars a month per person 45 cars At least 1 person At most 6 people Base pay a month $2,800	
Office and title clerk	Headcount A fixed number People 1 person Base pay a month $3,800	
Payroll costs		
Payroll taxes and workers comp	9.5%	–
Benefits per person a month	$350	–
Pay raises each year	3%	–
Payroll before opening	$20,000	–

Costs

Assumption	This plan	Industry
Selling costs per car		
Per car sold		
Title and registration	Per car $100	
Credit bureau and compliance	Per car $40	
Delivery supplies, fuel and charge	Per car $55	
Warranty and goodwill reserve	Per car $125	
Cars delivered to the buyer	0%	–
Advertising		
Advertising budget	A share of total gross	
Advertising as a share of gross	8%	5% to 12%, typical 8%. Kruse Control
Advertising before opening	$10,000	–
Lead funnel		
Sales that need no paid lead	35%	–
Leads that set an appointment	41%	25% to 55%, typical 41%. Foureyes
Appointments that show	50%	35% to 65%, typical 50%. Foureyes
Shows that buy	40%	25% to 55%, typical 40%. Foureyes
Cost per lead	$35	$30 to $104, typical $60. LocalIQ
Rent and running costs		
Monthly costs		
Rent	Type Occupancy A month $5,000 (industry $2,000 to $10,000, typical $5,000) Rises with inflation Yes	
Property tax and CAM	Type Occupancy A month $500 Rises with inflation Yes	
Insurance	Type Occupancy A month $667 (industry $333 to $1,250, typical $667) Rises with inflation Yes	
Utilities	Type Occupancy A month $600 Rises with inflation Yes	
Phone and internet	Type Occupancy A month $250 Rises with inflation Yes	
DMS and CRM	Type Operating A month $800 (industry $200 to $1,500, typical $800) Rises with inflation Yes	
Inventory and pricing tool	Type Operating A month $400 Rises with inflation Yes	
Website	Type Operating A month $300 Rises with inflation Yes	
Accounting and legal	Type Operating A month $1,200 Rises with inflation Yes	
Bank and merchant fees	Type Operating A month $300 Rises with inflation Yes	
Dealer bond and licenses	Type Operating A month $150 Rises with inflation No	
Supplies	Type Operating A month $250 Rises with inflation Yes	
Security and cameras	Type Operating A month $200 Rises with inflation Yes	
Inflation each year	3%	–
Contingency on monthly costs	3%	–

Sample

Money

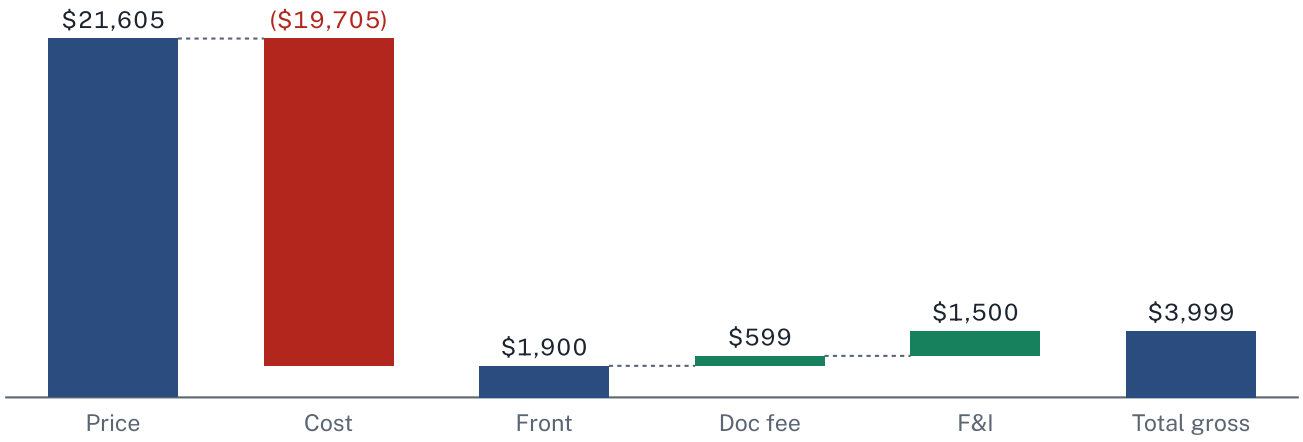
Assumption	This plan	Industry
Owner money and startup costs		
Owner money put in	Month 0: $250,000	

Assumption	This plan	Industry
Startup costs		
Lot prep and signage	Amount $25,000 Month 0 Type Equipment Life 60 months	
Office furniture and computers	Amount $8,000 Month 0 Type Equipment Life 36 months	
Pre-licensing education and application fees	Amount $1,000 Month 0 Type Expense	
Legal and entity setup	Amount $5,000 Month 0 Type Expense	
Lease and utility deposits	Amount $10,000 Month 0 Type Deposit	
Floorplan		
Use a floorplan line	Yes	
Line size	$1,500,000	–
Advance rate	100%	90% to 100%, typical 100%. Business Wire
The lender advances on	What you paid for the car	
Interest rate	10%	8.8% to 13%, typical 10%. NextGear
Fee per car each term	$85	$50 to $150, typical $85. NextGear
Term length	60 days	60 days to 120 days, typical 60 days. AFC
Curtailments	90 days: 10%	
Working capital line		
Use a working capital line	Yes	
Line size	$100,000	–
Interest rate	12%	9% to 25%, typical 12%. NerdWallet
Keep at least this much cash	$50,000	–
Term loans		
SBA 7(a) loan	Funds in month 0 Amount $150,000 Rate 11% Term 120 months	
Owner draws and timing		
Owner draws	Enough to cover the owners' income tax	
Days for lenders to fund a deal	5 days	–
Days to pay bills	15 days	–
Days of payroll owed at month end	7 days	–
Prepaid expenses	$5,000	–
Income tax		
Who pays income tax	The owners (pass-through)	
Owners' tax rate on this income	30%	–
Share of income past losses can offset	80%	–

Sample

Unit economics

What one car earns, from the price to total gross



Year 2, per car sold

Averages over the 487 cars sold in Year 2, including the gross on wholesaled cars.

Sample

Total gross per car	$3,949
Selling costs per car	($320)
Advertising	($316)
Payroll	($1,762)
Occupancy and other operating	($277)
Floorplan interest and fees	($317)
Operating profit per car	**$956**

Profit and loss, annual

Base scenario. Costs in parentheses.

	Pre-opening	Year 1	Year 2	Year 3	Year 4	Year 5	Y2 % of gross
Cars sold	–	375	487	499	517	532	
Revenue							
Vehicle sales	–	8,101,875	10,521,635	10,780,895	11,169,785	11,493,860	
Doc fees	–	224,625	291,713	298,901	309,683	318,668	
F&I income	–	562,500	730,500	748,500	775,500	798,000	
Wholesale	–	888,030	1,177,605	1,177,605	1,216,215	1,216,215	
Total revenue	–	9,777,030	12,721,453	13,005,901	13,471,183	13,826,743	
Cost of sales							
Retail cars	–	(7,389,375)	(9,596,335)	(9,832,795)	(10,187,485)	(10,483,060)	
Wholesale cars	–	(906,430)	(1,202,005)	(1,202,005)	(1,241,415)	(1,241,415)	
Total cost of sales	–	(8,295,805)	(10,798,340)	(11,034,800)	(11,428,900)	(11,724,475)	
Gross profit							
Front	–	712,500	925,300	948,100	982,300	1,010,800	48.1%
Doc fees	–	224,625	291,713	298,901	309,683	318,668	15.2%
F&I	–	562,500	730,500	748,500	775,500	798,000	38.0%
Wholesale	–	(18,400)	(24,400)	(24,400)	(25,200)	(25,200)	(1.3%)
Total gross	–	1,481,225	1,923,113	1,971,101	2,042,283	2,102,268	100.0%
Expenses							
Selling costs per car	–	(120,000)	(155,840)	(159,680)	(165,440)	(170,240)	(8.1%)
Advertising	(10,000)	(118,498)	(153,849)	(157,688)	(163,383)	(168,181)	(8.0%)
Payroll	(20,000)	(723,341)	(858,274)	(881,645)	(922,987)	(950,160)	(44.6%)
Occupancy	–	(84,204)	(86,730)	(89,332)	(92,012)	(94,772)	(4.5%)
Other operating	–	(43,200)	(44,442)	(45,721)	(47,039)	(48,396)	(2.3%)
Contingency	–	(3,822)	(3,935)	(4,052)	(4,172)	(4,295)	(0.2%)
Startup costs	(6,000)	–	–	–	–	–	0.0%
Total expenses	(36,000)	(1,093,066)	(1,303,070)	(1,338,118)	(1,395,032)	(1,436,045)	(67.8%)
EBITDA	(36,000)	388,159	620,043	632,983	647,251	666,223	32.2%
Floorplan interest	–	(84,217)	(107,857)	(111,403)	(114,949)	(118,495)	(5.6%)
Floorplan fees	(2,550)	(38,505)	(46,750)	(47,770)	(49,470)	(50,745)	(2.4%)
Operating profit	(38,550)	265,437	465,436	473,810	482,831	496,983	24.2%
Term loan interest	–	(16,069)	(15,059)	(13,932)	(12,675)	(11,273)	(0.8%)
Depreciation	–	(7,667)	(7,667)	(7,667)	(5,000)	(5,000)	(0.4%)
Pretax profit	(38,550)	241,701	442,710	452,211	465,156	480,710	23.0%
Net income	(38,550)	241,701	442,710	452,211	465,156	480,710	23.0%
Owners' income tax (memo, not a business cost)	–	*(60,945)*	*(132,813)*	*(135,663)*	*(139,547)*	*(144,213)*	*(6.9%)*

Sample

Profit and loss, monthly

Year 1, month by month

	Jan 2027	Feb 2027	Mar 2027	Apr 2027	May 2027	Jun 2027	Jul 2027	Aug 2027	Sep 2027	Oct 2027	Nov 2027	Dec 2027	Year 1
Cars sold	10	15	22	28	34	38	38	38	37	38	37	40	375
Revenue													
Vehicle sales	216,050	324,075	475,310	604,940	734,570	820,990	820,990	820,990	799,385	820,990	799,385	864,200	8,101,875
Doc fees	5,990	8,985	13,178	16,772	20,366	22,762	22,762	22,762	22,163	22,762	22,163	23,960	224,625
F&I income	15,000	22,500	33,000	42,000	51,000	57,000	57,000	57,000	55,500	57,000	55,500	60,000	562,500
Wholesale	19,305	38,610	57,915	57,915	77,220	96,525	96,525	96,525	77,220	96,525	77,220	96,525	888,030
Total revenue	256,345	394,170	579,403	721,627	883,156	997,277	997,277	997,277	954,268	997,277	954,268	1,044,685	9,777,030
Cost of sales													
Retail cars	(197,050)	(295,575)	(433,510)	(551,740)	(669,970)	(748,790)	(748,790)	(748,790)	(729,085)	(748,790)	(729,085)	(788,200)	(7,389,375)
Wholesale cars	(19,705)	(39,410)	(59,115)	(59,115)	(78,820)	(98,525)	(98,525)	(98,525)	(78,820)	(98,525)	(78,820)	(98,525)	(906,430)
Total cost of sales	(216,755)	(334,985)	(492,625)	(610,855)	(748,790)	(847,315)	(847,315)	(847,315)	(807,905)	(847,315)	(807,905)	(886,725)	(8,295,805)
Gross profit													
Front	19,000	28,500	41,800	53,200	64,600	72,200	72,200	72,200	70,300	72,200	70,300	76,000	712,500
Doc fees	5,990	8,985	13,178	16,772	20,366	22,762	22,762	22,762	22,163	22,762	22,163	23,960	224,625
F&I	15,000	22,500	33,000	42,000	51,000	57,000	57,000	57,000	55,500	57,000	55,500	60,000	562,500
Wholesale	(400)	(800)	(1,200)	(1,200)	(1,600)	(2,000)	(2,000)	(2,000)	(1,600)	(2,000)	(1,600)	(2,000)	(18,400)
Total gross	**39,590**	**59,185**	**86,778**	**110,772**	**134,366**	**149,962**	**149,962**	**149,962**	**146,363**	**149,962**	**146,363**	**157,960**	**1,481,225**
Expenses													
Selling costs per car	(3,200)	(4,800)	(7,040)	(8,960)	(10,880)	(12,160)	(12,160)	(12,160)	(11,840)	(12,160)	(11,840)	(12,800)	(120,000)
Advertising	(3,167)	(4,735)	(6,942)	(8,862)	(10,749)	(11,997)	(11,997)	(11,997)	(11,709)	(11,997)	(11,709)	(12,637)	(118,498)
Payroll	(37,279)	(42,576)	(49,998)	(56,721)	(63,080)	(67,666)	(67,666)	(67,666)	(66,617)	(67,666)	(66,617)	(69,790)	(723,341)
Occupancy	(7,017)	(7,017)	(7,017)	(7,017)	(7,017)	(7,017)	(7,017)	(7,017)	(7,017)	(7,017)	(7,017)	(7,017)	(84,204)
Other operating	(3,600)	(3,600)	(3,600)	(3,600)	(3,600)	(3,600)	(3,600)	(3,600)	(3,600)	(3,600)	(3,600)	(3,600)	(43,200)
Contingency	(319)	(319)	(319)	(319)	(319)	(319)	(319)	(319)	(319)	(319)	(319)	(319)	(3,822)
Total expenses	(54,582)	(63,047)	(74,916)	(85,478)	(95,645)	(102,758)	(102,758)	(102,758)	(101,101)	(102,758)	(101,101)	(106,162)	(1,093,066)
EBITDA	**(14,992)**	**(3,862)**	**11,862**	**25,294**	**38,721**	**47,204**	**47,204**	**47,204**	**45,262**	**47,204**	**45,262**	**51,798**	**388,159**
Floorplan interest	(4,432)	(4,432)	(4,432)	(4,432)	(7,387)	(7,387)	(7,387)	(8,865)	(8,865)	(8,865)	(8,865)	(8,865)	(84,217)
Floorplan fees	(935)	(1,615)	(2,125)	(4,335)	(3,230)	(3,655)	(4,505)	(3,655)	(3,485)	(3,655)	(3,485)	(3,825)	(38,505)
Operating profit	(20,359)	(9,909)	5,305	16,526	28,103	36,161	35,311	34,684	32,912	34,684	32,912	39,108	265,437
Term loan interest	(1,375)	(1,369)	(1,362)	(1,356)	(1,349)	(1,343)	(1,336)	(1,329)	(1,323)	(1,316)	(1,309)	(1,302)	(16,069)
Depreciation	(639)	(639)	(639)	(639)	(639)	(639)	(639)	(639)	(639)	(639)	(639)	(639)	(7,667)
Pretax profit	**(22,373)**	**(11,917)**	**3,303**	**14,532**	**26,115**	**34,180**	**33,336**	**32,715**	**30,950**	**32,729**	**30,964**	**37,167**	**241,701**
Net income	**(22,373)**	**(11,917)**	**3,303**	**14,532**	**26,115**	**34,180**	**33,336**	**32,715**	**30,950**	**32,729**	**30,964**	**37,167**	**241,701**
Owners' income tax (memo, not a business cost)	–	–	–	–	–	*(1,587)*	*(10,001)*	*(9,815)*	*(9,285)*	*(9,819)*	*(9,289)*	*(11,150)*	*(60,945)*

Sample

Cash flow, annual

Indirect method: net income adjusted for the cash tied up in contracts, inventory and bills

	Pre-opening	Year 1	Year 2	Year 3	Year 4	Year 5
Operating						
Net income	(38,550)	241,701	442,710	452,211	465,156	480,710
Add back depreciation	–	7,667	7,667	7,667	5,000	5,000
Contracts in transit	–	(102,717)	(5,136)	(2,568)	(2,568)	(2,568)
Inventory	(591,150)	(591,150)	(39,410)	(39,410)	(39,410)	(39,410)
Prepaid expenses	(5,000)	–	–	–	–	–
Bills not yet paid	5,000	13,027	797	482	487	492
Payroll owed	4,667	11,618	687	445	451	457
Cash from operations	(625,033)	(419,855)	407,315	418,826	429,116	444,681
Investing						
Equipment and lot improvements	(33,000)	–	–	–	–	–
Deposits paid	(10,000)	–	–	–	–	–
Cash from investing	(43,000)	–	–	–	–	–
Financing						
Owner money in	250,000	–	–	–	–	–
Floorplan advances	531,900	7,996,230	9,751,500	9,964,260	10,318,860	10,584,810
Floorplan payoffs	–	(7,464,330)	(9,716,040)	(9,928,800)	(10,283,400)	(10,549,350)
Term loan proceeds	150,000	–	–	–	–	–
Term loan principal	–	(8,726)	(9,736)	(10,863)	(12,120)	(13,522)
Owner draws	–	(60,945)	(132,813)	(135,663)	(139,547)	(144,213)
Cash from financing	931,900	462,228	(107,089)	(111,066)	(116,206)	(122,275)
Net change in cash	**263,867**	**42,374**	**300,226**	**307,760**	**312,909**	**322,405**
Beginning cash	–	263,867	306,240	606,466	914,227	1,227,136
Ending cash	**263,867**	**306,240**	**606,466**	**914,227**	**1,227,136**	**1,549,541**

Cash low point: $153,550 in month 4.

Sample

Cash flow, monthly

Year 1, month by month

	Jan 2027	Feb 2027	Mar 2027	Apr 2027	May 2027	Jun 2027	Jul 2027	Aug 2027	Sep 2027	Oct 2027	Nov 2027	Dec 2027	Year 1
Operating													
Net income	(22,373)	(11,917)	3,303	14,532	26,115	34,180	33,336	32,715	30,950	32,729	30,964	37,167	241,701
Add back depreciation	639	639	639	639	639	639	639	639	639	639	639	639	7,667
Contracts in transit	(25,679)	(12,840)	(17,976)	(15,408)	(15,408)	(10,272)	–	–	2,568	(2,568)	2,568	(7,704)	(102,717)
Inventory	–	–	–	(394,100)	–	–	(197,050)	–	–	–	–	–	(591,150)
Bills not yet paid	3,492	1,584	2,224	1,920	1,904	1,264	–	–	(304)	304	(304)	944	13,027
Payroll owed	4,032	1,236	1,732	1,569	1,484	1,070	–	–	(245)	245	(245)	740	11,618
Cash from operations	**(39,890)**	**(21,298)**	**(10,078)**	**(390,849)**	**14,734**	**26,881**	**(163,075)**	**33,354**	**33,608**	**31,349**	**33,622**	**31,786**	**(419,855)**
Investing													
Cash from investing	–	–	–	–	–	–	–	–	–	–	–	–	–
Financing													
Floorplan advances	195,030	301,410	443,250	904,230	673,740	762,390	939,690	762,390	726,930	762,390	726,930	797,850	7,996,230
Floorplan payoffs	(195,030)	(301,410)	(443,250)	(549,630)	(673,740)	(762,390)	(762,390)	(762,390)	(726,930)	(762,390)	(726,930)	(797,850)	(7,464,330)
Term loan principal	(691)	(698)	(704)	(710)	(717)	(724)	(730)	(737)	(744)	(750)	(757)	(764)	(8,726)
Owner draws	–	–	–	–	–	(1,587)	(10,001)	(9,815)	(9,285)	(9,819)	(9,289)	(11,150)	(60,945)
Cash from financing	**(691)**	**(698)**	**(704)**	**353,890**	**(717)**	**(2,310)**	**166,569**	**(10,551)**	**(10,029)**	**(10,569)**	**(10,046)**	**(11,914)**	**462,228**
Net change in cash	**(40,581)**	**(21,995)**	**(10,782)**	**(36,959)**	**14,017**	**24,570**	**3,494**	**22,803**	**23,580**	**20,780**	**23,575**	**19,872**	**42,374**
Beginning cash	263,867	223,286	201,290	190,509	153,550	167,567	192,137	195,631	218,434	242,013	262,793	286,368	263,867
Ending cash	**223,286**	**201,290**	**190,509**	**153,550**	**167,567**	**192,137**	**195,631**	**218,434**	**242,013**	**262,793**	**286,368**	**306,240**	**306,240**

Sample

Debt service

Term loans and the cash available to pay them

Loan	Amount	Rate	Term	Monthly payment	Funds in
SBA 7(a) loan	$150,000	11.00%	120 months	$2,066	Month 0

	Year 1	Year 2	Year 3	Year 4	Year 5
Interest paid	16,069	15,059	13,932	12,675	11,273
Principal repaid	8,726	9,736	10,863	12,120	13,522
Total debt service	24,795	24,795	24,795	24,795	24,795
Debt service coverage	**10.71x**	**18.77x**	**19.11x**	**19.47x**	**20.04x**

Coverage is EBITDA after floorplan cost, working capital interest and income tax, divided by term loan principal and interest. Lenders commonly look for 1.25x or more.

Sample

Methodology and notes

The forecast runs month by month for 60 months after a pre-opening month, in which the opening lot is bought. Each month sets the lot size and cars sold, buys cars to refill the lot, sells the oldest cars first, and carries the rest at cost. Floorplan principal follows each car; interest is charged on the balance at the start of each month.

Cash flow uses the indirect method: net income, adjusted for depreciation and for cash tied up in contracts in transit, inventory and prepaid expenses or held back in unpaid bills and payroll. The balance sheet balances in every month.

The business is a pass-through entity and pays no income tax itself; the owners' tax is shown below net income as a memo. The doc fee is shown separately from front gross.

Not included: buy-here-pay-here financing, service departments, and new-car franchise income. Sales follow the seasonal pattern set in the assumptions.

Benchmark sources

Benchmarks as of 2026-10-13.

AFC: https://www.autofinance.com/insights/what-is-curtailment/
AutoSuccess / StoneEagle: https://autosuccessonline.com/sales-side-pressure-deepens-as-fi-posts-q4-record/
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Business Wire: https://www.businesswire.com/news/home/20250203455491/en
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UCD Feb 2024: https://digitaleditions.walsworth.com/article/Industry+Report/4720059/814571/article.html
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Sample

Disclaimer

This forecast is a planning tool prepared by the dealer from the dealer's own assumptions. Industry benchmarks shown for comparison come from the public sources listed and may not reflect any individual market. It is not financial, tax, legal or lending advice.