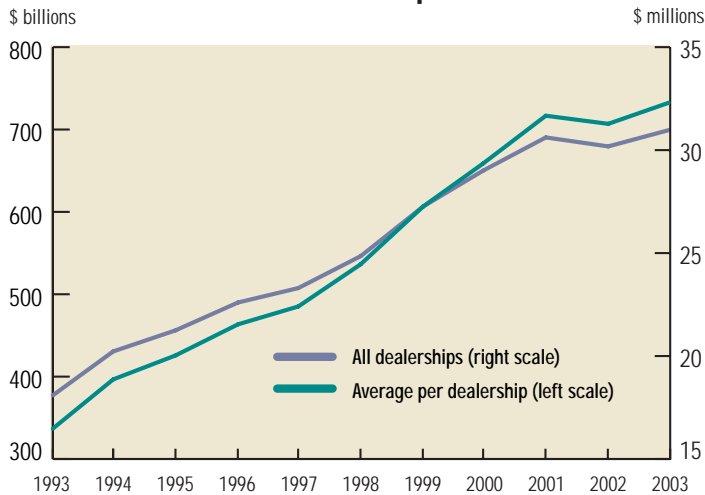


Total Dealership Sales Dollars

AFTER A 1 PERCENT DROP in 2002, total dollar sales of the nation's new-car dealerships rose by more than 3 percent in 2003, to \$699.2 billion. Used-vehicle department sales showed signs of improvement in 2003 after a year of soft sales caused by oversupply and new-vehicle incentives in 2002.

Average dealership sales varied significantly among the states. Ten states had average dealership sales of less than \$20 million, but 19 had average dealership sales exceeding \$30 million.

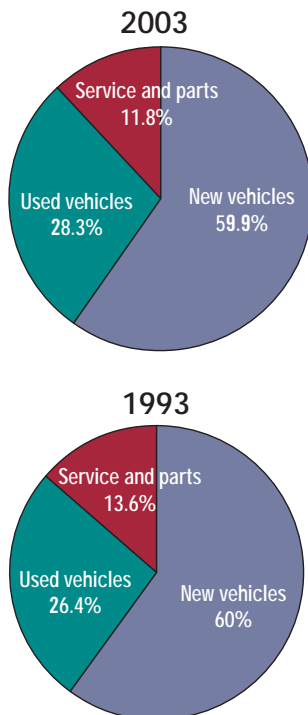
Total sales of new-car dealerships



Source: U.S. Department of Commerce: NADA Industry Analysis Division

Share of total dealership sales dollars

By department



Source: NADA Industry Analysis Division

2003 total sales, by state

State	All dealerships (\$ millions)	Average per dealership (\$ thousands)	State	All dealerships (\$ millions)	Average per dealership (\$ thousands)
Alabama	\$10,034	\$28,265	Montana	\$ 2,077	\$15,500
Alaska	1,272	28,915	Nebraska	3,983	17,780
Arizona	16,134	67,789	Nevada	6,160	54,996
Arkansas	5,680	20,431	New Hampshire	3,937	22,367
California	83,699	50,119	New Jersey	26,209	42,001
Colorado	11,230	41,136	New Mexico	4,089	30,514
Connecticut	8,947	26,548	New York	35,217	28,772
Delaware	2,046	31,975	North Carolina	19,143	27,426
D.C.	220	73,384	North Dakota	1,659	15,650
Florida	53,546	56,423	Ohio	25,738	25,998
Georgia	22,013	35,562	Oklahoma	7,969	26,213
Hawaii	2,891	43,146	Oregon	7,549	27,252
Idaho	2,989	24,501	Pennsylvania	31,411	25,600
Illinois	27,991	27,255	Rhode Island	2,246	32,088
Indiana	15,298	27,318	South Carolina	7,663	24,173
Iowa	6,444	15,911	South Dakota	1,953	15,624
Kansas	5,682	20,147	Tennessee	12,582	28,991
Kentucky	7,354	22,983	Texas	56,818	41,778
Louisiana	9,569	27,899	Utah	4,779	32,071
Maine	2,905	18,866	Vermont	1,590	16,391
Maryland	14,993	39,250	Virginia	18,795	34,235
Massachusetts	16,687	31,366	Washington	12,493	32,365
Michigan	29,203	36,919	West Virginia	3,594	19,325
Minnesota	12,418	26,254	Wisconsin	12,806	20,392
Mississippi	4,858	19,669	Wyoming	1,163	16,147
Missouri	13,475	26,319	Total U.S.	\$699,200	\$32,296

Source: NADA Industry Analysis Division

Relationship of new-car dealerships to total retail trade in 2003, by state

State	Number of dealerships as % of total retail establishments in the state	Dealership sales as % of total retail sales in the state	Dealership payroll as % of total retail payroll in the state	Dealership employees as % of total retail employment in the state
Alabama	1.8%	19.7%	11.8%	8.2%
Alaska	1.8%	14.3%	10.9%	8.4%
Arizona	2.0%	21.1%	14.0%	10.0%
Arkansas	2.6%	20.5%	10.9%	7.7%
California	2.3%	19.6%	12.6%	9.2%
Colorado	1.6%	19.8%	12.7%	8.5%
Connecticut	3.1%	19.6%	12.7%	9.5%
Delaware	2.3%	20.6%	13.8%	9.7%
D.C.	0.2%	2.9%	1.3%	0.6%
Florida	2.3%	22.7%	13.4%	9.2%
Georgia	2.2%	21.2%	12.6%	8.7%
Hawaii	0.9%	12.2%	9.6%	6.6%
Idaho	2.5%	20.3%	12.0%	8.9%
Illinois	3.5%	21.6%	12.8%	9.1%
Indiana	2.5%	20.0%	11.8%	8.0%
Iowa	3.5%	20.5%	12.7%	9.0%
Kansas	3.1%	21.2%	12.2%	8.6%
Kentucky	2.7%	18.7%	11.0%	7.7%
Louisiana	2.1%	21.0%	13.2%	8.7%
Maine	2.3%	17.3%	10.6%	8.1%
Maryland	2.4%	21.0%	13.1%	9.6%
Massachusetts	2.4%	19.1%	11.0%	7.8%
Michigan	2.6%	24.5%	14.3%	8.9%
Minnesota	2.5%	20.7%	11.2%	8.2%
Mississippi	2.3%	19.9%	11.8%	7.7%
Missouri	2.4%	20.9%	13.1%	8.6%
Montana	2.7%	18.9%	11.0%	8.2%
Nebraska	3.9%	18.5%	11.9%	8.2%
Nevada	1.8%	18.7%	13.4%	9.0%
New Hampshire	3.0%	20.4%	13.3%	9.4%
New Jersey	2.4%	21.4%	12.0%	8.6%
New Mexico	2.4%	19.1%	12.9%	9.0%
New York	1.9%	17.2%	9.5%	6.9%
North Carolina	2.3%	21.2%	12.6%	8.7%
North Dakota	3.2%	21.9%	13.3%	9.8%
Ohio	2.6%	21.9%	11.5%	8.4%
Oklahoma	3.1%	22.8%	13.2%	9.1%
Oregon	2.2%	19.8%	12.3%	9.0%
Pennsylvania	3.1%	20.4%	12.6%	9.5%
Rhode Island	2.1%	18.2%	10.4%	7.1%
South Carolina	2.7%	19.3%	11.1%	7.7%
South Dakota	3.3%	12.7%	13.3%	9.1%
Tennessee	3.1%	21.7%	12.7%	8.9%
Texas	2.2%	21.7%	13.5%	9.3%
Utah	2.3%	19.6%	10.5%	7.6%
Vermont	3.2%	19.5%	12.0%	9.2%
Virginia	2.4%	19.0%	13.2%	9.1%
Washington	2.2%	16.9%	11.0%	8.4%
West Virginia	3.0%	20.1%	12.2%	9.3%
Wisconsin	3.1%	20.7%	12.0%	9.1%
Wyoming	2.8%	19.2%	12.3%	8.8%
Total U.S.	2.5%	20.4%	10.6%	7.5%

Source: NADA Industry Analysis Division