



Driving Massachusetts' Economy

Annual Contributions of Massachusetts' New-Vehicle Dealers*

Massachusetts' dealers maintain a multi-BILLION dollar retail industry.

Average sales per dealership	\$34.3 million
Total sales of all new-vehicle dealerships in Massachusetts.....	\$13.9 billion
Dealership sales as % of total retail sales in the state.....	13.6%
Estimated number of new-vehicle dealerships	404

Dealers provide thousands of well-paying jobs in Massachusetts.

Total number of new-vehicle dealership employees in Massachusetts	19,892
Average number of employees per dealership	49
Average annual earnings of new-vehicle dealership employees	\$55,314
Dealership payroll as % of total state retail payroll	11.6%
Annual payroll of new-vehicle dealerships.....	\$1.10 billion
Average annual payroll per new-vehicle dealership	\$2.73 million

Dealers generate hundreds of millions of dollars of tax revenue for state and local government through:

- **Sales Tax Revenue**
- **Corporate Tax Revenue**
- **Payroll Tax Revenue**

**Numbers reflect annual economic activity during 2010*