



# Driving North Carolina's Economy

## Annual Contributions of North Carolina's New-Vehicle Dealers\*

**North Carolina's dealers maintain a multi-BILLION dollar retail industry.**

Average sales per dealership .....	\$28.3 million
Total sales of all new-vehicle dealerships in North Carolina.....	\$16.6 billion
Dealership sales as % of total retail sales in the state.....	14.6%
Estimated number of new-vehicle dealerships .....	586

**Dealers provide thousands of well-paying jobs in North Carolina.**

Total number of new-vehicle dealership employees in North Carolina .....	28,082
Average number of employees per dealership .....	48
Average annual earnings of new-vehicle dealership employees .....	\$43,746
Dealership payroll as % of total state retail payroll .....	10.9%
Annual payroll of new-vehicle dealerships.....	\$1.23 billion
Average annual payroll per new-vehicle dealership .....	\$2.10 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*