



Driving Arizona's Economy

Annual Contributions of Arizona's New-Vehicle Dealers*

Arizona's dealers maintain a multi-BILLION dollar retail industry.

Average sales per dealership	\$47.1 million
Total sales of all new-vehicle dealerships in Arizona.....	\$11.0 billion
Dealership sales as % of total retail sales in the state.....	15.8%
Estimated number of new-vehicle dealerships	233

Dealers provide thousands of well-paying jobs in Arizona.

Total number of new-vehicle dealership employees in Arizona.....	18,641
Average number of employees per dealership	80
Average annual earnings of new-vehicle dealership employees	\$48,025
Dealership payroll as % of total state retail payroll	10.6%
Annual payroll of new-vehicle dealerships.....	\$896 million
Average annual payroll per new-vehicle dealership	\$3.85 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*