



Driving Oklahoma's Economy

Annual Contributions of Oklahoma's New-Vehicle Dealers*

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

Average sales per dealership	\$63.4 million
Total sales of all new-vehicle dealerships in Oklahoma	\$17.7 billion
Dealership sales as % of total retail sales in the state	16.2%
Estimated number of new-vehicle dealerships	280

Dealers provide thousands of well-paying jobs in Oklahoma.

Total number of new-vehicle dealership employees in Oklahoma	15,967
Average number of employees per dealership	57
Average annual earnings of new-vehicle dealership employees	\$44,339
Dealership payroll as % of total state retail payroll	12.6%
Annual payroll of new-vehicle dealerships	\$709 million
Average annual payroll per new-vehicle dealership	\$2.53 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*