



Driving Virginia's Economy

Annual Contributions of Virginia's New-Vehicle Dealers*

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

Average sales per dealership	\$30.3 million
Total sales of all new-vehicle dealerships in Virginia.....	\$14.9 billion
Dealership sales as % of total retail sales in the state.....	14.0%
Estimated number of new-vehicle dealerships	493

Dealers provide thousands of well-paying jobs in Virginia.

Total number of new-vehicle dealership employees in Virginia	26,570
Average number of employees per dealership	54
Average annual earnings of new-vehicle dealership employees	\$47,570
Dealership payroll as % of total state retail payroll	12.6%
Annual payroll of new-vehicle dealerships.....	\$1.27 billion
Average annual payroll per new-vehicle dealership	\$2.57 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*