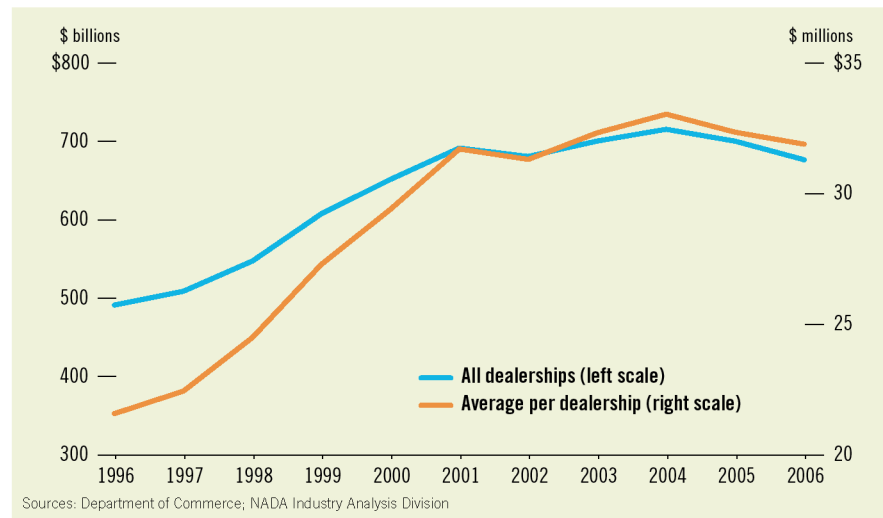


Total Dealership Sales Dollars

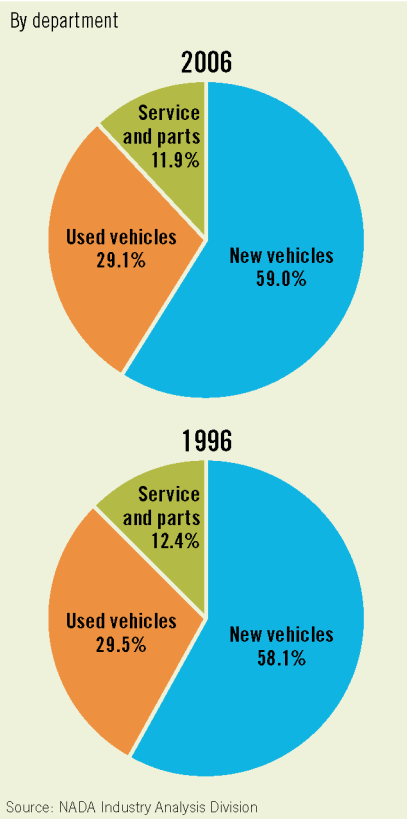
TOTAL DOLLAR SALES at the nation's new-car dealerships dropped by 3 percent in 2006, to \$675 billion, after a 2 percent decrease in 2005. Used-vehicle department sales continued to improve in 2006, with a 4 percent increase in transaction prices and a 3 percent increase in gross after years of soft sales caused by oversupply and new-vehicle incentives.

Average dealership sales varied significantly among the states. Eleven states had average dealership sales of less than \$20 million, but 18 had average dealership sales exceeding \$30 million.

Total sales of new-car dealerships



Share of total dealership sales dollars



2006 total sales, by state

| State | All dealerships (\$ millions) | Average per dealership (\$ thousands) | State | All dealerships (\$ millions) | Average per dealership (\$ thousands) |
|---------------|-------------------------------|---------------------------------------|-------------------|-------------------------------|---------------------------------------|
| Alabama | \$ 9,887 | \$28,088 | Montana | \$2,269 | \$17,062 |
| Alaska | 1,227 | 30,669 | Nebraska | 3,423 | 15,996 |
| Arizona | 19,020 | 74,588 | Nevada | 7,317 | 64,186 |
| Arkansas | 5,313 | 19,252 | New Hampshire | 4,359 | 25,053 |
| California | 86,535 | 53,384 | New Jersey | 23,324 | 39,734 |
| Colorado | 10,572 | 37,892 | New Mexico | 4,046 | 29,104 |
| Connecticut | 8,437 | 25,960 | New York | 31,660 | 27,507 |
| Delaware | 2,101 | 32,316 | North Carolina | 19,720 | 28,334 |
| D.C. | 134 | 66,914 | North Dakota | 1,504 | 14,745 |
| Florida | 50,083 | 52,498 | Ohio | 21,814 | 22,237 |
| Georgia | 20,939 | 33,991 | Oklahoma | 15,627 | 52,617 |
| Hawaii | 2,919 | 44,221 | Oregon | 7,782 | 28,095 |
| Idaho | 3,223 | 26,207 | Pennsylvania | 27,264 | 22,570 |
| Illinois | 25,250 | 26,193 | Rhode Island | 2,023 | 29,743 |
| Indiana | 12,261 | 23,047 | South Carolina | 8,676 | 26,290 |
| Iowa | 5,949 | 15,371 | South Dakota | 1,795 | 15,080 |
| Kansas | 5,449 | 20,409 | Tennessee | 12,688 | 29,644 |
| Kentucky | 6,838 | 22,273 | Texas | 55,005 | 40,654 |
| Louisiana | 10,933 | 32,346 | Utah | 5,671 | 36,587 |
| Maine | 2,694 | 18,204 | Vermont | 1,450 | 14,952 |
| Maryland | 13,162 | 35,572 | Virginia | 18,210 | 32,930 |
| Massachusetts | 14,358 | 27,612 | Washington | 13,372 | 34,111 |
| Michigan | 24,459 | 31,806 | West Virginia | 3,174 | 18,454 |
| Minnesota | 11,384 | 24,965 | Wisconsin | 10,753 | 17,599 |
| Mississippi | 5,682 | 23,287 | Wyoming | 1,325 | 18,923 |
| Missouri | 12,241 | 24,336 | Total U.S. | \$675,300 | \$31,854 |

Source: NADA Industry Analysis Division

Relationship of new-car dealerships to total retail trade in 2006, by state

| | Number of dealerships as % of total retail establishments in the state | Dealership sales as % of total retail sales in the state | Dealership payroll as % of total retail payroll in the state | Dealership employees as % of total retail employment in the state |
|-------------------|------------------------------------------------------------------------|----------------------------------------------------------|--------------------------------------------------------------|-------------------------------------------------------------------|
| Alabama | 1.7% | 20.1% | 11.6% | 7.0% |
| Alaska | 1.7 | 16.0 | 10.5 | 7.0 |
| Arizona | 1.8 | 21.5 | 13.6 | 8.4 |
| Arkansas | 2.3 | 19.9 | 11.3 | 6.7 |
| California | 2.1 | 21.4 | 12.5 | 7.9 |
| Colorado | 1.5 | 21.6 | 12.3 | 7.3 |
| Connecticut | 2.7 | 19.9 | 12.7 | 8.1 |
| Delaware | 1.9 | 19.7 | 13.7 | 8.3 |
| D.C. | 0.2 | 4.1 | 1.3 | 0.8 |
| Florida | 2.0 | 21.8 | 13.5 | 7.9 |
| Georgia | 1.9 | 21.5 | 12.5 | 7.4 |
| Hawaii | 1.1 | 16.0 | 10.8 | 6.0 |
| Idaho | 2.1 | 18.3 | 11.6 | 7.4 |
| Illinois | 3.0 | 20.2 | 12.6 | 7.7 |
| Indiana | 2.3 | 18.9 | 11.7 | 7.0 |
| Iowa | 3.1 | 19.0 | 12.2 | 7.5 |
| Kansas | 2.7 | 19.5 | 12.0 | 7.2 |
| Kentucky | 2.3 | 17.2 | 10.8 | 6.5 |
| Louisiana | 1.9 | 20.4 | 13.0 | 7.5 |
| Maine | 2.1 | 16.6 | 10.7 | 6.7 |
| Maryland | 2.2 | 22.3 | 13.2 | 8.3 |
| Massachusetts | 2.2 | 19.2 | 11.3 | 6.9 |
| Michigan | 2.4 | 23.3 | 13.8 | 7.7 |
| Minnesota | 2.2 | 19.0 | 11.2 | 6.9 |
| Mississippi | 2.0 | 18.9 | 11.4 | 6.5 |
| Missouri | 2.2 | 20.2 | 12.7 | 7.4 |
| Montana | 2.4 | 18.2 | 11.0 | 7.0 |
| Nebraska | 3.3 | 19.0 | 11.6 | 7.0 |
| Nevada | 1.5 | 18.8 | 13.3 | 7.7 |
| New Hampshire | 2.7 | 19.2 | 12.7 | 7.8 |
| New Jersey | 2.2 | 21.8 | 12.1 | 7.2 |
| New Mexico | 2.2 | 19.3 | 12.6 | 7.8 |
| New York | 1.7 | 17.0 | 9.6 | 6.0 |
| North Carolina | 2.1 | 20.4 | 12.5 | 7.5 |
| North Dakota | 2.7 | 19.9 | 12.9 | 8.2 |
| Ohio | 2.3 | 19.9 | 11.6 | 7.3 |
| Oklahoma | 2.7 | 22.2 | 13.2 | 7.8 |
| Oregon | 1.9 | 18.4 | 11.9 | 7.5 |
| Pennsylvania | 2.7 | 20.1 | 12.6 | 8.1 |
| Rhode Island | 1.9 | 19.6 | 10.5 | 6.3 |
| South Carolina | 2.2 | 18.9 | 10.9 | 6.6 |
| South Dakota | 2.8 | 17.8 | 12.3 | 7.6 |
| Tennessee | 2.6 | 20.4 | 12.2 | 7.4 |
| Texas | 2.1 | 22.8 | 13.1 | 8.0 |
| Utah | 2.0 | 18.5 | 10.3 | 6.3 |
| Vermont | 2.8 | 18.9 | 12.0 | 7.7 |
| Virginia | 2.1 | 19.3 | 13.2 | 8.0 |
| Washington | 2.0 | 17.1 | 10.9 | 7.2 |
| West Virginia | 2.6 | 19.0 | 11.7 | 7.6 |
| Wisconsin | 2.8 | 19.6 | 11.8 | 7.7 |
| Wyoming | 2.5 | 18.6 | 12.2 | 7.5 |
| Total U.S. | 2.1% | 20.3% | 12.0% | 7.3% |

Source: NADA Industry Analysis Division