

Driving the United States' Economy

Annual Contribution of the United States' New-Car Dealers

Numbers reflect annual economic activity during 2017.



16,802
DEALERSHIPS
(new car)



2,405,211
TOTAL JOBS
(created by dealerships)
Includes 1,135,700 direct jobs and
1,269,511 indirect and induced jobs.



69
EMPLOYEES
(average per
dealership)



\$1 T
TOTAL SALES
(all dealerships)



\$65.3B
PAYROLL

\$57,876 Average Annual Earnings	\$21.9B State and Federal Income Taxes Paid
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11.4 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile
Manufacturers, Center for Automotive
Research, IHS Markit, NADA,
U.S. Bureau of Labor Statistics.

Includes income taxes paid for direct,
indirect and induced jobs.



NATIONAL AUTOMOBILE DEALERS ASSOCIATION

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