Driving the United States’ Economy
Annual Contribution of the United States’ New-Car Dealers

Numbers reflect annual economic activity during 2020.

16,623 DEALERSHIPS (new car)
2,282,801 TOTAL JOBS (created by dealerships)
64 EMPLOYEES (average per dealership)

$980.2B TOTAL SALES (all dealerships)
$68.1B PAYROLL
$86B STATE SALES TAX PAID

$64,220 Average Annual Earnings
$17.5B State and Federal Income Taxes Paid

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