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

Numbers reflect annual economic activity during 2019.

16,682 DEALERSHIPS
(new car)

2,402,546 TOTAL JOBS
(created by dealerships)
Includes 1,134,442 direct jobs and 1,268,104 indirect and induced jobs.

68 EMPLOYEES
(average per dealership)

$1T TOTAL SALES
(all dealerships)

$68.8B PAYROLL

$90.1B STATE SALES TAX PAID

$60,736 Average Annual Earnings

$17.1B State and Federal Income Taxes Paid
Includes income taxes paid for direct, indirect and induced jobs.