

Driving the United States' Economy

Annual Contribution of the United States' New-Car Dealers



Numbers reflect annual economic activity during 2021.



16,676
DEALERSHIPS
(new car)



2,235,150
TOTAL JOBS
(created by dealerships)
Includes 1,055,400 direct jobs and
1,179,750 indirect and induced jobs.



63
EMPLOYEES
(average per
dealership)



\$1.18T
TOTAL SALES

(all dealerships)



\$83.2B
PAYROLL

\$78,702

Average Annual
Earnings

\$23.9B

State and Federal
Income Taxes Paid

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



\$104.1B
**STATE SALES
TAX PAID**

Source: Center for Automotive Research,
NADA Industry Analysis, IHS Markit,
Taxfoundation.org, U.S. Bureau of Labor
Statistics, U.S. Census Bureau



NATIONAL AUTOMOBILE DEALERS ASSOCIATION

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