

# Driving the United States' Economy

## Annual Contribution of United States' New-Car Dealers



Numbers reflect annual economic activity during 2016.



**16,708**  
**DEALERSHIPS**  
(new car)



**2,397,163**  
**TOTAL JOBS**  
(created by dealerships)  
Includes 1,131,900 direct jobs and  
1,265,263 indirect and induced jobs.



**69**  
**EMPLOYEES**  
(average per  
dealership)



**\$995.6B**  
**TOTAL SALES**

**18%**  
Share of Total  
Retail Sales in U.S.



**\$64.9B**  
**PAYROLL**

**\$58,326**  
Average Annual  
Earnings

**\$22.3B**  
State and Federal  
Income Taxes Paid

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



**11.6** YEARS  
**AVERAGE  
VEHICLE AGE**

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



**NATIONAL AUTOMOBILE DEALERS ASSOCIATION**

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