

Driving California's Economy

Annual Contribution of California's New-Car Dealers



Numbers reflect annual economic activity during 2016.



1,330
DEALERSHIPS
(new car)



252,972
TOTAL JOBS
(created by dealerships)
Includes 118,760 direct jobs and
134,212 indirect and induced jobs.



89
EMPLOYEES
(average per
dealership)



\$119.5B
TOTAL SALES

21.8%
Share of Total
Retail Sales in State



\$7.7B
PAYROLL

\$65,200
Average Annual
Earnings

\$2.8B
State and Federal
Income Taxes Paid

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



12%
REGISTRATIONS

California's Share of
Total U.S. New-Vehicle
Registrations

11.1 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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