

Driving California's Economy

Annual Contribution of California's New-Car Dealers

Numbers reflect annual economic activity during 2017.



1,333
DEALERSHIPS
(new car)



258,677
TOTAL JOBS
(created by dealerships)
Includes 121,438 direct jobs and
137,239 indirect and induced jobs.



91
EMPLOYEES
(average per
dealership)



\$120B
TOTAL SALES
(all dealerships)



\$8B
PAYROLL

\$66,022 Average Annual Earnings	\$2.9B State and Federal Income Taxes Paid
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Includes income taxes paid for direct,
indirect and induced jobs.



12%
REGISTRATIONS
California's Share of Total U.S.
New-Vehicle Registrations

11.3 YEARS
**AVERAGE
VEHICLE AGE**

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



NATIONAL AUTOMOBILE DEALERS ASSOCIATION

NADA Industry Analysis | 8400 Westpark Drive, Tysons, VA 22102 | 703.821.7010 | economics@nada.org
NADA Legislative Affairs | 412 First St. SE | Washington, DC 20003 | 800.563.5500 | legislative@nada.org