

Driving Delaware's Economy

Annual Contribution of Delaware's New-Car Dealers

Numbers reflect annual economic activity during 2016.



53

DEALERSHIPS
(new car)



6,499

TOTAL JOBS
(created by dealerships)

Includes 4,576 direct jobs and
1,923 indirect and induced jobs.



86

EMPLOYEES
(average per
dealership)



\$3B

TOTAL SALES

17.3%

Share of Total
Retail Sales in State



\$251M

PAYROLL

\$56,380

Average Annual
Earnings

\$61M

State and Federal
Income Taxes Paid

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



0.3%

REGISTRATIONS

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

10.6 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

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