

# Driving Illinois' Economy

## Annual Contribution of Illinois' New-Car Dealers

Numbers reflect annual economic activity during 2017.



**713**  
**DEALERSHIPS**  
(new car)



**101,112**  
**TOTAL JOBS**  
(created by dealerships)  
Includes 45,921 direct jobs and  
55,192 indirect and induced jobs.



**64**  
**EMPLOYEES**  
(average per  
dealership)



**\$38.3B**  
**TOTAL SALES**  
(all dealerships)



**\$2.4B**  
**PAYROLL**

**\$53,337**

Average Annual  
Earnings

**\$867M**

State and Federal  
Income Taxes Paid

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



**3.8%**  
**REGISTRATIONS**  
Illinois' 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,  
U.S. Bureau of Labor Statistics.



**NATIONAL AUTOMOBILE DEALERS ASSOCIATION**

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