Driving Illinois’ Economy
Annual Contribution of Illinois’ New-Car Dealers

Numbers reflect annual economic activity during 2020.

705 DEALERSHIPS (new car)
92,437 TOTAL JOBS (created by dealerships)
Includes 41,981 direct jobs and 50,456 indirect and induced jobs.
60 EMPLOYEES (average per dealership)

$34.4B TOTAL SALES (all dealerships)
$2.5B PAYROLL

$59,774 Average Annual Earnings
$734M 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

$2.2B STATE SALES TAX PAID