

Driving Illinois' Economy

Annual Contribution of Illinois' New-Car Dealers



Numbers reflect annual economic activity during 2016.



714
DEALERSHIPS
(new car)



104,158
TOTAL JOBS
(created by dealerships)
Includes 47,304 direct jobs and
56,854 indirect and induced jobs.



66
EMPLOYEES
(average per
dealership)



\$38.6B
TOTAL SALES

18.9%
Share of Total
Retail Sales in State



\$2.5B
PAYROLL

\$54,596
Average Annual
Earnings

\$908M
State and Federal
Income Taxes Paid

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



3.9%
REGISTRATIONS
Illinois' Share of Total U.S.
New-Vehicle Registrations

10.7 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