

Driving Indiana's Economy

Annual Contribution of Indiana's New-Car Dealers

Numbers reflect annual economic activity during 2016.



391
DEALERSHIPS
(new car)



50,177
TOTAL JOBS
(created by dealerships)
Includes 22,937 direct jobs and
27,240 indirect and induced jobs.



59
EMPLOYEES
(average per
dealership)



\$14.4B
TOTAL SALES

15.5%
Share of Total
Retail Sales in State



\$1.2B
PAYROLL

\$51,414
Average Annual
Earnings

\$387M
State and Federal
Income Taxes Paid

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



1.4%
REGISTRATIONS
Indiana's Share of Total U.S.
New-Vehicle Registrations

12.2 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