

# Driving Indiana's Economy

## Annual Contribution of Indiana's New-Car Dealers

Numbers reflect annual economic activity during 2017.



**396**  
**DEALERSHIPS**  
(new car)



**50,486**  
**TOTAL JOBS**  
(created by dealerships)  
Includes 23,078 direct jobs and  
27,408 indirect and induced jobs.



**58**  
**EMPLOYEES**  
(average per  
dealership)



**\$14.4B**  
**TOTAL SALES**  
(all dealerships)



**\$1.2B**  
**PAYROLL**

<b>\$50,770</b> Average Annual Earnings	<b>\$362M</b> State and Federal Income Taxes Paid
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**1.4%**  
**REGISTRATIONS**  
Indiana's Share of Total U.S.  
New-Vehicle Registrations

Sources: Alliance of Automobile  
Manufacturers, Center for Automotive  
Research, IHS Markit, NADA,  
U.S. Bureau of Labor Statistics.

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

**12.6** YEARS  
**AVERAGE  
VEHICLE AGE**



**NATIONAL AUTOMOBILE DEALERS ASSOCIATION**

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