

# Driving Massachusetts' Economy

## Annual Contribution of Massachusetts' New-Car Dealers

Numbers reflect annual economic activity during 2016.



**389**

**DEALERSHIPS**  
(new car)



**50,379**

**TOTAL JOBS**  
(created by dealerships)

Includes 24,115 direct jobs and  
26,264 indirect and induced jobs.



**62**

**EMPLOYEES**  
(average per  
dealership)



**\$21.1B**  
**TOTAL SALES**

**18.2%**  
Share of Total  
Retail Sales in State



**\$1.6B**  
**PAYROLL**

**\$66,634**  
Average Annual  
Earnings

**\$634M**  
State and Federal  
Income Taxes Paid

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



**2.1%**  
**REGISTRATIONS**

Massachusetts' Share of  
Total U.S. New-Vehicle  
Registrations

**9.6** 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