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

Numbers reflect annual economic activity during 2018.

- **393** dealerships (new car)
- **50,911** total jobs (created by dealerships)
  Includes 24,370 direct jobs and 26,542 indirect and induced jobs.
- **62** employees (average per dealership)
- **$21.6B** total sales (all dealerships)
- **$1.6B** payroll
  Includes income taxes paid for direct, indirect and induced jobs.
- **$67,145** average annual earnings
- **$507M** state and federal income taxes paid
- **2.1%** registrations
  Massachusetts’ share of total U.S. new-vehicle registrations
- **$1.4B** state sales tax paid