

Driving Michigan's Economy

Annual Contribution of Michigan's New-Car Dealers



Numbers reflect annual economic activity during 2016.



611
DEALERSHIPS
(new car)



76,322
TOTAL JOBS
(created by dealerships)
Includes 36,677 direct jobs and
39,645 indirect and induced jobs.



60
EMPLOYEES
(average per
dealership)



\$36.9B
TOTAL SALES

29.9%
Share of Total
Retail Sales in State



\$2.1B
PAYROLL

\$58,299
Average Annual
Earnings

\$756M
State and Federal
Income Taxes Paid

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



3.7%
REGISTRATIONS

Michigan's Share of
Total U.S. New-Vehicle
Registrations

10.6 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

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