

# Driving Oklahoma's\* Economy

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

Numbers reflect annual economic activity during 2016.



**258**  
**DEALERSHIPS**  
(new car)



**28,783**  
**TOTAL JOBS**  
(created by dealerships)  
Includes 14,902 direct jobs and  
13,881 indirect and induced jobs.



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



**\$44.6B**  
**TOTAL SALES**

**41.5%**  
Share of Total  
Retail Sales in State



**\$763M**  
**PAYROLL**

**\$52,648**  
Average Annual  
Earnings

**\$243M**  
State and Federal  
Income Taxes Paid

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



**4.5%**  
**REGISTRATIONS**

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

**9.8** YEARS  
**AVERAGE  
VEHICLE AGE**

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

\*Oklahoma sales and share of retail sales numbers are based on a high volume of fleet registrations.



**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