

Driving Pennsylvania's Economy

Annual Contribution of Pennsylvania's New-Car Dealers

Numbers reflect annual economic activity during 2016.



867
DEALERSHIPS
(new car)



105,004
TOTAL JOBS
(created by dealerships)
Includes 51,453 direct jobs and
53,551 indirect and induced jobs.



59
EMPLOYEES
(average per
dealership)



\$38.8B
TOTAL SALES

19.9%
Share of Total
Retail Sales in State



\$2.7B
PAYROLL

\$52,609
Average Annual
Earnings

\$827M
State and Federal
Income Taxes Paid

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



3.9%
REGISTRATIONS

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

11.4 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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