

# Driving Tennessee's Economy

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

Numbers reflect annual economic activity during 2017.



**334**  
**DEALERSHIPS**  
(new car)



**51,909**  
**TOTAL JOBS**  
(created by dealerships)  
Includes 22,314 direct jobs and  
29,596 indirect and induced jobs.



**67**  
**EMPLOYEES**  
(average per  
dealership)



**\$15.8B**  
**TOTAL SALES**  
(all dealerships)



**\$1.3B**  
**PAYROLL**

<b>\$58,076</b> Average Annual Earnings	<b>\$531M</b> State and Federal Income Taxes Paid
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**1.6%**  
**REGISTRATIONS**  
Tennessee's Share of  
Total U.S. New-Vehicle  
Registrations

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

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

**13** YEARS  
**AVERAGE  
VEHICLE AGE**



**NATIONAL AUTOMOBILE DEALERS ASSOCIATION**

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