

Driving Tennessee's Economy

Annual Contribution of Tennessee's New-Car Dealers

Numbers reflect annual economic activity during 2016.



331
DEALERSHIPS
(new car)



51,177
TOTAL JOBS
(created by dealerships)
Includes 21,999 direct jobs and
29,178 indirect and induced jobs.



66
EMPLOYEES
(average per
dealership)



\$16.8B
TOTAL SALES

20%
Share of Total
Retail Sales in State



\$1.3B
PAYROLL

\$59,890
Average Annual
Earnings

\$579M
State and Federal
Income Taxes Paid

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



1.7%
REGISTRATIONS

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

12.5 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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