

# Driving Texas' Economy

## Annual Contribution of Texas' New-Car Dealers



Numbers reflect annual economic activity during 2016.



**1,171**  
**DEALERSHIPS**  
(new car)



**219,551**  
**TOTAL JOBS**  
(created by dealerships)  
Includes 100,551 direct jobs and  
119,000 indirect and induced jobs.



**86**  
**EMPLOYEES**  
(average per  
dealership)



**\$88.9B**  
**TOTAL SALES**

**20.6%**  
Share of Total  
Retail Sales in State



**\$6.4B**  
**PAYROLL**

**\$63,800**  
Average Annual  
Earnings

**\$1.9B**  
State and Federal  
Income Taxes Paid

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



**8.9%**  
**REGISTRATIONS**  
Texas' Share of Total U.S.  
New-Vehicle Registrations

**10** 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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