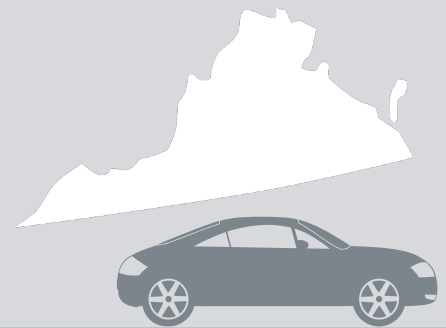


Driving Virginia's Economy

Annual Contribution of Virginia's New-Car Dealers

Numbers reflect annual economic activity during 2016.



459
DEALERSHIPS
(new car)



65,502
TOTAL JOBS
(created by dealerships)
Includes 32,667 direct jobs and
32,835 indirect and induced jobs.



71
EMPLOYEES
(average per
dealership)



\$23.2B
TOTAL SALES

20.2%
Share of Total
Retail Sales in State



\$1.8B
PAYROLL

\$57,552
Average Annual
Earnings

\$655M
State and Federal
Income Taxes Paid

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



2.3%
REGISTRATIONS

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

11.8 YEARS
**AVERAGE
VEHICLE AGE**

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



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