Driving Virginia’s Economy
Annual Contribution of Virginia’s New-Car Dealers

Numbers reflect annual economic activity during 2018.

457 DEALERSHIPS
(new car)

64,532 TOTAL JOBS
(created by dealerships)
Includes 32,183 direct jobs and 32,348 indirect and induced jobs.

70 EMPLOYEES
(average per dealership)

$23.3B TOTAL SALES
(all dealerships)

$1.9B PAYROLL

$58,227 Average Annual Earnings
Includes income taxes paid for direct, indirect and induced jobs.

$505M State and Federal Income Taxes Paid

2.3% REGISTRATIONS
Virginia’s Share of Total U.S. New-Vehicle Registrations

$1B STATE SALES TAX PAID