

# Driving Arizona's Economy

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

Numbers reflect annual economic activity during 2021.



**246**  
**DEALERSHIPS**  
(new car)



**48,769**  
**TOTAL JOBS**  
(created by dealerships)  
Includes 23,618 direct jobs and  
25,151 indirect and induced jobs.



**96**  
**EMPLOYEES**  
(average per  
dealership)



**\$27.8B**  
**TOTAL SALES**

(all dealerships)



**\$2B**  
**PAYROLL**

**\$83,460**

Average Annual  
Earnings

**\$539M**

State and Federal  
Income Taxes Paid

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



**2.4%**  
**REGISTRATIONS**

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

**\$1.6B**  
**STATE SALES  
TAX PAID**

Source: Center for Automotive Research,  
NADA Industry Analysis, IHS Markit,  
Taxfoundation.org, U.S. Bureau of Labor  
Statistics, U.S. Census Bureau



### NATIONAL AUTOMOBILE DEALERS ASSOCIATION

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