

# Driving Delaware's Economy

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

Numbers reflect annual economic activity during 2021.



**54**  
**DEALERSHIPS**  
(new car)



**5,288**  
**TOTAL JOBS**  
(created by dealerships)  
Includes 3,724 direct jobs and  
1,565 indirect and induced jobs.



**69**  
**EMPLOYEES**  
(average per  
dealership)



**\$3.5B**  
**TOTAL SALES**  
(all dealerships)



**\$270M**  
**PAYROLL**

<b>\$72,488</b> Average Annual Earnings	<b>\$55M</b> State and Federal Income Taxes Paid
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Includes income taxes paid for direct,  
indirect and induced jobs.



**0.3%**  
**REGISTRATIONS**  
Delaware's Share of Total U.S.  
New-Vehicle Registrations

**\$0**  
**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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