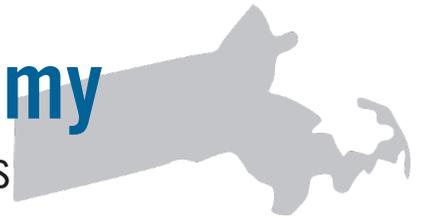


Driving Massachusetts' Economy

Annual Contribution of Massachusetts' New-Car Dealers



Numbers reflect annual economic activity during 2021.



386
DEALERSHIPS
(new car)



43,587
TOTAL JOBS
(created by dealerships)
Includes 20,864 direct jobs and
22,723 indirect and induced jobs.



54
EMPLOYEES
(average per
dealership)



\$24.6B
TOTAL SALES

(all dealerships)



\$1.8B
PAYROLL

\$87,737

Average Annual
Earnings

\$608M

State and Federal
Income Taxes Paid

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



2.1%
REGISTRATIONS

Massachusetts' Share of Total
U.S. New-Vehicle Registrations

\$1.5B
**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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