

Driving Missouri's Economy

Annual Contribution of Missouri's New-Car Dealers

Numbers reflect annual economic activity during 2021.



372
DEALERSHIPS
(new car)



45,796
TOTAL JOBS
(created by dealerships)
Includes 21,739 direct jobs and
24,057 indirect and induced jobs.



58
EMPLOYEES
(average per
dealership)



\$21B
TOTAL SALES
(all dealerships)



\$1.5B
PAYROLL

\$69,979 Average Annual Earnings	\$428M State and Federal Income Taxes Paid
---	---

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



1.8%
REGISTRATIONS
Missouri's Share of Total U.S.
New-Vehicle Registrations

\$955M
**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

NADA Industry Analysis | 8484 Westpark Drive, Suite 500, Tysons, VA 22102 | 800.557.6232 | economics@nada.org
NADA Legislative Affairs | 412 First St. SE | Washington, DC 20003 | 202 547-5500 | legislative@nada.org