

Driving Pennsylvania's Economy

Annual Contribution of Pennsylvania's New-Car Dealers

Numbers reflect annual economic activity during 2021.



865
DEALERSHIPS
(new car)



94,106
TOTAL JOBS
(created by dealerships)
Includes 46,113 direct jobs and
47,993 indirect and induced jobs.



53
EMPLOYEES
(average per
dealership)



\$46.7B
TOTAL SALES

(all dealerships)



\$3.1B
PAYROLL

\$67,938

Average Annual
Earnings

\$801M

State and Federal
Income Taxes Paid

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



3.9%
REGISTRATIONS

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

\$2.5B
**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

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