

Driving Virginia's Economy

Annual Contribution of Virginia's New-Car Dealers

Numbers reflect annual economic activity during 2021.



449
DEALERSHIPS
(new car)



61,060
TOTAL JOBS
(created by dealerships)
Includes 30,452 direct jobs and
30,608 indirect and induced jobs.



68
EMPLOYEES
(average per
dealership)



\$27.7B
TOTAL SALES

(all dealerships)



\$2.3B
PAYROLL

\$75,036

Average Annual
Earnings

\$685M

State and Federal
Income Taxes Paid

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



2.3%
REGISTRATIONS

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

\$1.2B
**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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