Driving the United States' Economy

Annual Contribution of United States' New-Car Dealers



Numbers reflect annual economic activity during 2025.



16,990
DEALERSHIPS
(new car)

2,378,526
TOTAL JOBS
(created by dealerships)
Includes 1,123,100 direct jobs and 1,255,426 indirect and induced jobs.

65
EMPLOYEES
(average per dealership)

$1.3T
TOTAL SALES
(all dealerships)

$94.4B
PAYROLL

$84,175
Average Annual Earnings

$25.3B
State and Federal Income Taxes Paid

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

$117B
STATE SALES TAX PAID

Sources: Center for Automotive Research, IHS Markit, NADA, Taxfoundation.org, U.S. Bureau of Labor Statistics, U.S. Census Bureau

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