

Driving the United States' Economy

Annual Contribution of the United States' New-Car Dealers



Numbers reflect annual economic activity during 2020.



16,623
DEALERSHIPS
(new car)



2,282,801
TOTAL JOBS
(created by dealerships)
Includes 1,077,900 direct jobs and
1,204,901 indirect and induced jobs.



64
EMPLOYEES
(average per
dealership)



\$980.2B
TOTAL SALES
(all dealerships)



\$68.1B
PAYROLL



\$86B
**STATE SALES
TAX PAID**

\$64,220

Average Annual
Earnings

\$17.5B

State and Federal
Income Taxes Paid

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

Source: Center for Automotive
Research, IHS Markit, NADA,
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 | 800.563.5500 | legislative@nada.org