

Driving California's Economy

Annual Contribution of California's New-Car Dealers

Numbers reflect annual economic activity during 2018.



1,323
DEALERSHIPS
(new car)



259,691
TOTAL JOBS
(created by dealerships)
Includes 121,914 direct jobs and
137,777 indirect and induced jobs.



92
EMPLOYEES
(average per
dealership)



\$120.1B
TOTAL SALES
(all dealerships)



\$8B
PAYROLL

| | |
|-----------------------------------------------|---------------------------------------------------------|
| \$65,819 Average Annual Earnings | \$2.1B State and Federal Income Taxes Paid |
|-----------------------------------------------|---------------------------------------------------------|

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



11.7%
REGISTRATIONS
California's Share of Total U.S.
New-Vehicle Registrations

\$8.7B
**STATE SALES
TAX PAID**

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



NATIONAL AUTOMOBILE DEALERS ASSOCIATION

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