

Driving Virginia's Economy

Annual Contribution of Virginia's New-Car Dealers

Numbers reflect annual economic activity during 2020.



452
DEALERSHIPS
(new car)



62,159
TOTAL JOBS
(created by dealerships)
Includes 31,000 direct jobs and
31,159 indirect and induced jobs.



69
EMPLOYEES
(average per
dealership)



\$22.3B
TOTAL SALES
(all dealerships)



\$2B
PAYROLL

\$62,972 Average Annual Earnings	\$533M State and Federal Income Taxes Paid
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Includes income taxes paid for direct,
indirect and induced jobs.



2.3%
REGISTRATIONS
Virginia's Share of Total
U.S. New-Vehicle Registrations

\$956M
**STATE SALES
TAX PAID**

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