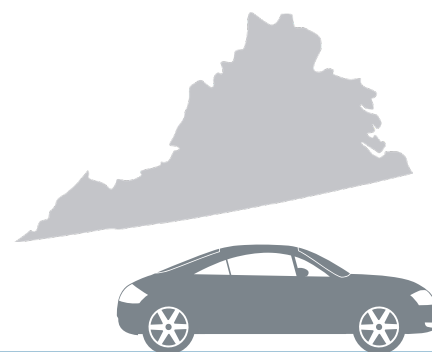


# Driving Virginia's Economy

## Annual Contribution of Virginia's New-Car Dealers

Numbers reflect annual economic activity during 2022.



**455**  
**DEALERSHIPS**  
(new car)



**60,464**  
**TOTAL JOBS**  
(created by dealerships)  
Includes 30,155 direct jobs and  
30,309 indirect and induced jobs.



**66**  
**EMPLOYEES**  
(average per  
dealership)



**\$27B**  
**TOTAL SALES**  
(all dealerships)



**\$2.5B**  
**PAYROLL**

<b>\$82,940</b> Average Annual Earnings	<b>\$780M</b> State and Federal Income Taxes Paid
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**2.2%**  
**REGISTRATIONS**  
Virginia's Share of Total  
U.S. New-Vehicle Registrations

Source: Center for Automotive  
Research, NADA, S&P Global,  
Taxfoundation.org, U.S. Bureau of  
Labor Statistics, U.S. Census Bureau

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

**\$1.2B**  
**STATE SALES  
TAX PAID**



### NATIONAL AUTOMOBILE DEALERS ASSOCIATION

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