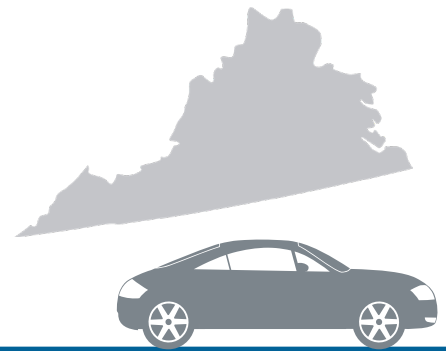


Driving Virginia's Economy

Annual Contribution of Virginia's New-Car Dealers

Numbers reflect annual economic activity during 2023.



459
DEALERSHIPS
(new car)



61,311
TOTAL JOBS
(created by dealerships)
Includes 30,577 direct jobs and
30,734 indirect and induced jobs.



67
EMPLOYEES
(average per
dealership)



\$27.2B
TOTAL SALES

(all dealerships)



\$2.5B
PAYROLL

\$80,964

Average Annual
Earnings

\$720M

State and Federal
Income Taxes Paid

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



2.2%
REGISTRATIONS

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

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

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



NATIONAL AUTOMOBILE DEALERS ASSOCIATION

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