

Driving California's Economy

Annual Contribution of California's New-Car Dealers

Numbers reflect annual economic activity during 2021.



1,283
DEALERSHIPS
(new car)



222,119
TOTAL JOBS
(created by dealerships)
Includes 104,276 direct jobs and
117,843 indirect and induced jobs.



81
EMPLOYEES
(average per
dealership)



\$136.8B
TOTAL SALES

(all dealerships)



\$9.7B
PAYROLL

\$92,625

Average Annual
Earnings

\$3.2B

State and Federal
Income Taxes Paid

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



11.6%
REGISTRATIONS

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

\$9.9B
**STATE SALES
TAX PAID**

Source: Center for Automotive Research,
NADA Industry Analysis, IHS Markit,
Taxfoundation.org, U.S. Bureau of Labor
Statistics, U.S. Census Bureau



NATIONAL AUTOMOBILE DEALERS ASSOCIATION

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