

Driving Michigan's Economy

Annual Contribution of Michigan's New-Car Dealers

Numbers reflect annual economic activity during 2021.



619
DEALERSHIPS
(new car)



71,720
TOTAL JOBS
(created by dealerships)
Includes 34,466 direct jobs and
37,254 indirect and induced jobs.



56
EMPLOYEES
(average per
dealership)



\$40.5B
TOTAL SALES

(all dealerships)



\$2.6B
PAYROLL

\$74,126

Average Annual
Earnings

\$743M

State and Federal
Income Taxes Paid

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



3.4%
REGISTRATIONS

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

\$2.4B
**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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