

# Driving New York's Economy

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



Numbers reflect annual economic activity during 2021.



**854**  
**DEALERSHIPS**  
(new car)



**110,641**  
**TOTAL JOBS**  
(created by dealerships)  
Includes 47,454 direct jobs and  
63,188 indirect and induced jobs.



**56**  
**EMPLOYEES**  
(average per  
dealership)



**\$71.4B**  
**TOTAL SALES**

(all dealerships)



**\$3.9B**  
**PAYROLL**

**\$81,965**

Average Annual  
Earnings

**\$1.4B**

State and Federal  
Income Taxes Paid

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



**6.0%**  
**REGISTRATIONS**

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

**\$2.9B**  
**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**

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 | 202 547-5500 | legislative@nada.org