

Driving Tennessee's Economy

Annual Contribution of Tennessee's New-Car Dealers



Numbers reflect annual economic activity during 2023.



346
DEALERSHIPS
(new car)



51,192
TOTAL JOBS
(created by dealerships)
Includes 22,006 direct jobs and
29,187 indirect and induced jobs.



64
EMPLOYEES
(average per
dealership)



\$21.3B
TOTAL SALES

(all dealerships)



\$1.9B
PAYROLL

\$86,021

Average Annual
Earnings

\$460M

State and Federal
Income Taxes Paid

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



1.9%
REGISTRATIONS

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

\$1.5B
**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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