

Driving Tennessee's Economy

Annual Contribution of Tennessee's New-Car Dealers



Numbers reflect annual economic activity during 2024.



345
DEALERSHIPS
(new car)



52,447
TOTAL JOBS
(created by dealerships)
Includes 22,545 direct jobs and
29,902 indirect and induced jobs.



65
EMPLOYEES
(average per
dealership)



\$22.1B
TOTAL SALES

(all dealerships)



\$1.9B
PAYROLL

\$82,407

Average Annual
Earnings

\$433M

State and Federal
Income Taxes Paid

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



1.8%
REGISTRATIONS

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

\$1.6B
**STATE SALES
TAX PAID**

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



NATIONAL AUTOMOBILE DEALERS ASSOCIATION

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