



# Driving Washington's Economy

## Annual Contributions of Washington's New-Vehicle Dealers

**Washington's dealers maintain a multi-BILLION dollar retail industry.**

	<b>2007</b>	<b>2008</b>
Average sales per dealership	\$36.3 million	\$29.7 million
Total sales of all new-vehicle dealerships in Washington	\$13.9 billion	\$11.0 billion
Dealership sales as % of total retail sales in the state	15.1%	12.2%
*Estimated number of new-vehicle dealerships	383	371
WSADA Dealer Members	340	322

**Dealers provide thousands of well-paying jobs in Washington.**

Number of new-vehicle dealership employees in Washington	23,317	22,101
Average number of employees per dealership	61	60
Average annual earnings per dealership employee	\$50,003	\$50,388
Dealership payroll as % of total state retail payroll	12.1%	12.1%
Annual payroll of new-vehicle dealerships	\$1.16 billion	\$1.14 billion
Average annual payroll per new-vehicle dealership	\$3.03 million	\$3.07 million

**Dealers generate hundreds of millions of dollars of tax revenue for state and local government through:**

- **Sales Tax Revenue**
- **Corporate Tax Revenue**
- **Payroll Tax Revenue**

\*NADA numbers include heavy duty truck dealers who are not members of WSADA.