



Driving Washington's Economy

Annual Contributions of Washington's New-Vehicle Dealers

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

Average sales per dealership.....	\$34.1 million
Total sales of all new-vehicle dealerships in Washington	\$13.4 billion
Dealership sales as % of total retail sales in the state	17.1%

Dealers provide thousands of well-paying jobs in Washington.

Total number of new-vehicle dealership employees in Washington.....	22,326
Average number of employees per dealership.....	57
Average annual earnings of new-vehicle dealership employees	\$48,816
Dealership payroll as % of total state retail payroll.....	10.9%
Annual payroll of new-vehicle dealerships	\$1.08 billion
Average annual payroll per new-vehicle dealership	\$2.77 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**

Numbers reflect annual economic activity during 2006