



# 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.....	\$36.3 million
Total sales of all new-vehicle dealerships in Washington.....	\$13.9 billion
Dealership sales as % of total retail sales in the state.....	15.1%
Estimated number of new-vehicle dealerships .....	383

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

Total number of new-vehicle dealership employees in Washington.....	22,317
Average number of employees per dealership.....	61
Average annual earnings of new-vehicle dealership employees.....	\$49,749
Dealership payroll as % of total state retail payroll.....	12.1%
Annual payroll of new-vehicle dealerships .....	\$1.16 billion
Average annual payroll per new-vehicle dealership.....	\$3.03 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**
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*\*Numbers reflect annual economic activity during 2007*