



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	\$28.1 million
Total sales of all new-vehicle dealerships in Washington	\$9.4 billion
Dealership sales as % of total retail sales in the state	11.7%
Estimated number of new-vehicle dealerships	335

Dealers provide thousands of well-paying jobs in Washington.

Total number of new-vehicle dealership employees in Washington	17,180
Average number of employees per dealership	51
Average annual earnings of new-vehicle dealership employees	\$48,039
Dealership payroll as % of total state retail payroll	9.8%
Annual payroll of new-vehicle dealerships	\$826 million
Average annual payroll per new-vehicle dealership	\$2.47 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 2010*