

STATISTICAL INFORMATION

DISCLAIMER: Statistical information was obtained from the ADAI database and NADA's annual article entitled "NADA Data" of its yearlong analysis of the U.S. car and truck industry in its monthly publication AutoExec Magazine. No claim is made as to accuracy. This information is being supplied as a general resource only.

Indiana new-vehicle franchised dealers are a major source and generator of tax revenue, and a principal contributor of both time and money to local charities. We expect this statewide economic and civic support to continue. The details of Indiana dealership operations and their effect on the economy are documented below.

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INDIANA

503 Franchised Dealerships

\$10.6 Billion in Sales / \$21.2 Million per dealership

2.4% of IN Retail Establishments is in Franchised Dealerships

6.8% of IN Retail Employment is in Franchised Dealerships
(19,864 Dealership employees / 39 per dealership)

13.5% of IN Retail Sales come from Franchised Dealerships

12.9% of Indiana's Total Retail Payroll is paid by Franchised Dealers
(\$0.94 Billion / \$1.87 Million per Dealership)

\$851 per Week is the Average Wage for Employees of IN Franchised Dealerships

226,921 New Vehicles were Registered in Indiana and New Car Sales Generated **\$10.6 Billion**

UNITED STATES

20,010 Franchised Dealerships

\$576 Billion in sales / \$28.8 Million per dealership

1.9% of All Retail Establishments are Franchised Dealers

6.9% of US Retail Employment is in Franchised Dealerships
(1,057,500 dealership employees / 53 per dealership)

14.6% of All Retail Sales come from Franchised Dealerships

13.0% of the U.S. Total Retail Payroll is paid by Franchised Dealers
(\$50.5 Billion / \$2.5 Million per Dealership)

\$942 per Week is the Average Wage for Employees of All Franchised Dealerships

13.2 Million New Vehicles were Sold in the U.S. Generating **\$576 Billion**