



Maryland's New Car & Truck Dealerships: The Engine that Drives Maryland's Economy

Dealership Sales in MD

| | |
|-----------------------------------|----------------|
| Number of New Vehicle Dealerships | 287 |
| New Vehicles Sold | 328,146 |
| New Vehicle Sales | \$10.4 billion |
| Used Vehicles Sold | 640,564 |
| Used Vehicle Sales | \$6.5 billion |
| Total Retail Sales | \$17 billion |
| Percentage of Retail Sales | 18.4% |

Total Tax Contributions

| | |
|--------------------------|---------------|
| MD Excise Tax Collected | \$614 million |
| MD Payroll Tax Collected | \$91 million |
| Real Estate/Local Taxes | \$42 million |
| Federal Payroll Taxes | \$363 million |

Employment in MD

| | |
|----------------------------|---------------|
| Total Dealership Employees | 23,821 |
| Total Annual Payroll | \$1.4 billion |
| Average Employee Earnings | \$55,357 |

Charitable Contributions

On behalf of all new car and truck dealers, MADA annually supports the following:

- MD Shock Trauma through donations
- Underwrites the MD Teacher of the Year Program
- Gives a new car to the winning MD Teacher of the Year
- Donates CPR training devices to community health organizations

Profile of a New Car Dealership

Per year, the average new car and truck dealership in Maryland:

- Generates \$56.3 million in sales.
- Employs 83 people.
- Sells over 1,725 new & used vehicles.
- Services over 18,100 vehicles
- Pays \$4.92 million in payroll and benefits.
- Collects \$2.1 million in MD sales taxes.
- Pays \$315,700 in MD payroll taxes.
- Pays \$146,000 in real estate and other local taxes.
- Pays \$1.27 million in Federal payroll taxes.

Your Local MD Dealer Supports Other MD Industries

| | |
|------------------------------|-----------|
| Advertising Expenditures | \$650,000 |
| Average Capital Improvements | \$550,000 |

Statistics taken from the "2015 Maryland Economic Report," a survey conducted by Auto Outlook, Inc.; the 2015 "Driving Maryland's Economy," an annual report provided by the National Automobile Dealers Association; and 2015 Car Sales Statistics as reported by the Maryland Motor Vehicle Administration.



Maryland Automobile Dealers Association
7 State Circle, Suite 301
Annapolis, Maryland 21401
(800) 526-7423
www.mdauto.org