

CALIFORNIA'S NEW CAR DEALERS ARE DRIVING THE CALIFORNIA ECONOMY

ANNUAL CONTRIBUTIONS OF CALIFORNIA NEW CAR DEALERS

Total sales	\$146.61 billion
Average sales per dealership	\$101.25 million
Share of total statewide sales tax collected	16%
Number of new car dealerships	1,448

DEALERS EMPLOY HARD WORKING CALIFORNIANS

Total payroll for all new car dealerships	\$13.23 billion
Total number of new car dealership employees	136,836

DEALERS PLAY AN IMPORTANT ROLE IN CALIFORNIA AS BUSINESS AND CIVIC LEADERS

Total taxes collected or paid	\$12.97 billion
Total spent for products and services from other California businesses	\$3.29 billion
Donations to charitable and civic organizations	\$62.84 million

2022 CALIFORNIA VEHICLE SALES

New vehicles sold*	1,667,831
Used retail vehicles sold**	861,560
Used wholesale vehicles sold	514,040
Total new and used vehicles sold	3,043,431
Electric vehicles sold	285,199

* New vehicles sold based on California registrations.

** Includes retail transactions only

This report provides an in-depth analysis of the economic impact of California new car and truck dealers on the State's economy. It includes estimates of employment, personal income, and tax collections generated by California new car dealers. Also included is a review of dealership financial statistics and operations. This report was prepared by Auto Outlook, Inc., an independent automotive market analysis firm, and was sponsored by the California New Car Dealers Association. The report was compiled based on data collected from AutoCount from Experian, Auto Outlook, California's new car dealerships, as well as government sources.



CALIFORNIA NEW CAR DEALERS ASSOCIATION

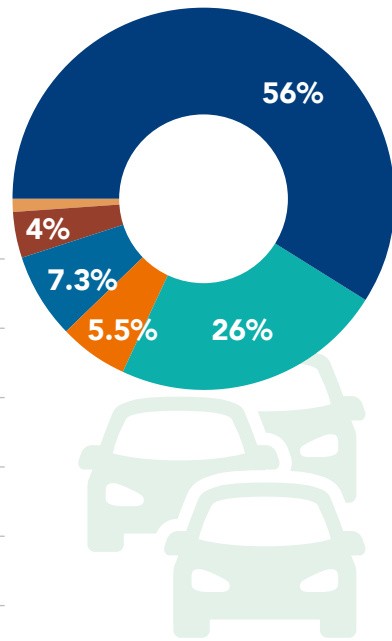
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DEALERSHIP SALES

Generated by CA's New Car Dealers in 2022

	AVERAGE DEALERSHIP	INDUSTRY TOTAL
New vehicle department	\$57.00 million	\$82.55 billion
Used vehicle department	\$26.60 million	\$38.52 billion
Service department	\$5.60 million	\$8.10 billion
Parts and accessories department	\$7.47 million	\$10.82 billion
Finance & insurance department	\$3.80 million	\$5.50 billion
Other departments	\$0.78 million	\$1.14 billion
Total dealership sales	\$101.25 million	\$146.63 billion



Average sales tax generated on the sale of a new vehicle in Los Angeles: \$4,628.21

TAXES

Generated by CA's New Car Dealers in 2022

	AVERAGE DEALERSHIP	INDUSTRY TOTAL
State sales tax	\$5.84 million	\$8.46 billion
Federal payroll taxes	\$2.31 million	\$3.34 billion
State payroll taxes	\$541,000	\$783.37 million
Real estate taxes	\$159,000	\$230.23 million
Other state and local taxes	\$106,200	\$153.78 million
Total taxes collected and paid by California's new car dealers	\$8.96 million	\$12.97 billion

TOTAL SPENT FOR PRODUCTS AND SERVICES FROM OTHER CALIFORNIA BUSINESSES

AVERAGE DEALERSHIP \$2.27 million

INDUSTRY TOTAL \$3.29 billion

VEHICLE SALES (SUMMARY FOR AVERAGE CA DEALERSHIP)

	UNITS SOLD	\$ PER UNIT	TOTAL
New vehicles	1,170	\$48,718	\$57.00 million
Used vehicles*	950	\$28,000	\$26.60 million

* Includes retail and wholesale transactions.

CA'S ELECTRIC VEHICLE MARKET

	AVERAGE DEALERSHIP	INDUSTRY TOTAL
Amount spent on EV charging infrastructure during 2021	\$24,600	\$35.45 million
Estimated expenditures on EV charging infrastructure during 2023	\$235,000	\$340.28 million

2022 EV MARKET SHARE
17.1%
(9.5% in '21)

NUMBER OF EVS SOLD IN 2022
285,199
(176,357 in '21)

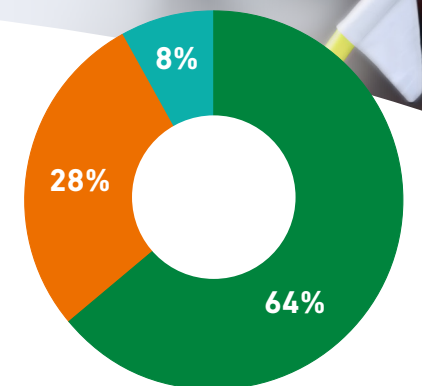
% OF TECHNICIANS CERTIFIED FOR EV SERVICING
34%

EMPLOYMENT & PAYROLL

	AVERAGE DEALERSHIP	INDUSTRY TOTAL
Full time employees	91	131,768
Part time employees	3.5	5,068
Total employees	94.5	136,836
Annual payroll	\$9.14 million	\$13.23 billion
Percentage of dealerships that provide access to health insurance for employees	97%	97%
Workers' compensation premiums per employee	\$1,470	\$1,470
Workers' compensation premiums paid	\$133,770	\$193.70 million

SERVICE TECHICIANS

	AVERAGE DEALERSHIP	INDUSTRY TOTAL
Number of service technicians employed at dealerships	22	31,856
Number of additional service technicians needed	4	5,792
Number of repair orders	22,900	33.2 million



% OF REPAIR WORK:

- Recalls
- Warranty
- Customer pay

CHARITABLE GIVING

In 2022, California new car dealers made over **\$62.84 million** in donations to charitable and civic organizations, a **29% increase** in charitable giving since 2019.