Every state is an auto state

**INDUSTRY IMPACT**

- 9.93 Million Total Auto Jobs in the U.S.
- 1 in 20 Jobs Dependent on the Auto Industry

- 2.68 Million Total Jobs Dependent on Automakers
- 2.88 Million Total Jobs Dependent on Suppliers
- 1.51 Million Total Jobs Dependent on Dealers
- $612 Billion Total Labor Income Annually

Multi-industry contribution analysis of the economic impact of automotive manufacturing, selling, repairing, renting, and additional maintenance modeled using IMPLAN economic analysis data software, 2017 data year.

**NATIONAL IMPACT**

- 6% of the Gross Domestic Product
- 44 States Have 20,000+ Auto Jobs

- 16.79 Million New Vehicles Sold in 2018
- 24 States Have 100,000+ Auto Jobs
- $144B in Annual Tax Revenues

Multi-industry contribution analysis of the economic impact of automotive manufacturing, selling, repairing, renting, and additional maintenance modeled using IMPLAN economic analysis data software, 2017 data year; sales figures compiled by Auto Alliance with data provided by IHS Markit.

*Direct, Indirect and Community Support or Spin-off Jobs*

**REGISTRATIONS**

- 278,243,836 Registered Vehicles
- 121,004,759 Cars (43.49%)
- 53,692,641 CUVs (19.30%)
- 30,976,352 SUVs (11.13%)
- 55,165,389 Pickups (19.83%)
- 17,404,695 Vans/Minivans (6.26%)
- 264,363,764 Gas (95.01%)
- 8,489,249 Diesel (3.05%)
- 4,368,232 Hybrid (1.57%)
- 549,400 Electric (0.20%)
- 473,191 Plug-In Hybrid (0.17%)

The national average age of vehicles is 11.6 years.

For more, visit AutoAlliance.org
## NEW PURCHASES

<table>
<thead>
<tr>
<th>Category</th>
<th>Number</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cars</td>
<td>5,303,743</td>
<td>(31.60%)</td>
</tr>
<tr>
<td>CUVs</td>
<td>6,262,477</td>
<td>(37.31%)</td>
</tr>
<tr>
<td>SUVs</td>
<td>1,501,844</td>
<td>(8.95%)</td>
</tr>
<tr>
<td>Pickups</td>
<td>2,845,562</td>
<td>(16.95%)</td>
</tr>
<tr>
<td>Vans/Minivans</td>
<td>872,001</td>
<td>(5.19%)</td>
</tr>
</tbody>
</table>

- **Gas** 15,649,111 (93.23%)
- **Diesel** 482,751 (2.88%)
- **Hybrid** 323,913 (1.93%)
- **Electric** 205,360 (1.22%)
- **Plug-In Hybrid** 124,492 (0.74%)

Multi-industry contribution analysis of the economic impact of automotive manufacturing, selling, repairing, renting, and additional maintenance modeled using IMPLAN economic analysis data software, 2017 data year; sales figures compiled by Auto Alliance with data provided by IHS Markit

## AUTO-RELATED ACTIVITY AT PORTS

### ECONOMIC ACTIVITY FROM PAST DECADE

- **Total Imports**: $2.03 Trillion
- **Total Exports**: $903.69 Billion

### ECONOMIC ACTIVITY FROM 2018

<table>
<thead>
<tr>
<th>Category</th>
<th>Number</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Imports</td>
<td>$244.75 Billion</td>
<td></td>
</tr>
<tr>
<td>Total Exports</td>
<td>$96.98 Billion</td>
<td></td>
</tr>
</tbody>
</table>

### FUELING

- **Gasoline Stations**: 332,094
- **Electric Charging Stations**: 21,158
- **Biodiesel Stations**: 198
- **Compressed Natural Gas Stations**: 912
- **Hydrogen Stations**: 45
- **Liquefied Natural Gas Stations**: 66
- **Liquefied Petroleum Gas Stations**: 3,048

### NATIONAL CONSUMERS

- **Average MSRP Per New Car**: $33,256
- **Median Household Income**: $60,336
- **Median Monthly Household Income**: $5,028
- **Median Monthly New Car Payment**: $506

10% Monthly Car Payment as a Percent of Monthly Income

- **Drive alone to work**: 76%
- **Carpool to work**: 9%
- **Take public transportation**: 5%
- **Other**: 10%