# Autos drive District Of Columbia forward.

## Industry Impact

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Auto Jobs in State</td>
<td>1,456</td>
</tr>
<tr>
<td>0.2% of State Workforce</td>
<td></td>
</tr>
<tr>
<td>Labor Income</td>
<td>$78.99 Million</td>
</tr>
<tr>
<td>Total 2018 Car Sales</td>
<td>$742.99 Million</td>
</tr>
<tr>
<td>Total New Car Sales</td>
<td>22,770</td>
</tr>
</tbody>
</table>

## Tax Revenue

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total State Tax Revenue</td>
<td>$25.16 Million</td>
</tr>
<tr>
<td>0% of State Tax Revenue</td>
<td></td>
</tr>
<tr>
<td>New Vehicle Sales Taxes</td>
<td>$0</td>
</tr>
<tr>
<td>Used Vehicle Sales Taxes</td>
<td>$0</td>
</tr>
<tr>
<td>Sales Taxes on Auto Parts and Services</td>
<td>$0</td>
</tr>
<tr>
<td>Vehicle Use Taxes</td>
<td>$71.24 Million</td>
</tr>
<tr>
<td>(Including Gas Taxes, Licenses and Fees)</td>
<td></td>
</tr>
<tr>
<td>Corporate Profits Tax</td>
<td>$312,254</td>
</tr>
<tr>
<td>State Income Taxes</td>
<td>$1 Million</td>
</tr>
</tbody>
</table>

## Registrations

- **Cars**: 220,793 (63.24%)
- **CUVs**: 68,580 (19.64%)
- **SUVs**: 26,443 (7.57%)
- **Pickups**: 13,727 (3.93%)
- **Vans/Minivans**: 19,568 (5.61%)
- **Gas**: 331,429 (94.94%)
- **Diesel**: 3,331 (0.95%)
- **Hybrid**: 12,391 (3.55%)
- **Electric**: 969 (0.28%)
- **Plug-In Hybrid**: 991 (0.28%)

Total Registered Vehicles: 349,111

In District Of Columbia, the average age of vehicles is 13.0 years. The national average age of vehicles is 11.6 years.

For more, visit [AutoAlliance.org](http://AutoAlliance.org)
NEW PURCHASES

22,770 Vehicles Sold

Cars: 10,059 (44.18%)
CUVs: 9,062 (39.80%)
SUVs: 1,568 (6.89%)
Pickups: 821 (3.61%)
Vans/Minivans: 1,260 (5.53%)
Gas: 21,029 (92.35%)
Diesel: 99 (0.43%)
Hybrid: 881 (3.87%)
Electric: 406 (1.78%)
Plug-In Hybrid: 355 (1.56%)

AUTO-RELATED ACTIVITY AT PORTS

ECONOMIC ACTIVITY FROM PAST DECADE

$706.41 Million Total Imports
$359.57 Million Total Exports

ECONOMIC ACTIVITY FROM 2018

$59.23 Million Total Imports
$36.65 Million Total Exports

FUELING

216 Gasoline Stations
120 Electric Charging Stations
0 Biodiesel Stations
0 Compressed Natural Gas Stations
0 Hydrogen Stations
0 Liquefied Natural Gas Stations
0 Liquefied Petroleum Gas Stations

DISTRICT OF COLUMBIA CONSUMERS

$32,630 Average MSRP Per New Car
National Average $31,696

$82,372 Median Household Income
National Average $56,516

$6,864 Median Monthly Household Income
National Average $4,710

$497 Median Monthly New Car Payment
National Average $576

7% Monthly Car Payment as a Percent of Monthly Income
National Average 12%

Drive alone to work: (34%)
Carpool to work: (5%)
Take public transportation: (33%)
Other: (28%)

For more, visit AutoAlliance.org
<table>
<thead>
<tr>
<th>Company</th>
<th>Address</th>
<th>Location</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>BMW Group</td>
<td>Government Affairs Representative Office Washington, DC and Security Sales</td>
<td>Washington</td>
<td>6</td>
</tr>
<tr>
<td>Ford Motor Company</td>
<td>Washington Affairs</td>
<td>Washington</td>
<td>22</td>
</tr>
<tr>
<td>General Motors</td>
<td>GM Office, One Republic Square - Washington, DC</td>
<td>Washington</td>
<td>32</td>
</tr>
<tr>
<td>Mazda</td>
<td>Washington Office</td>
<td>Washington</td>
<td>6</td>
</tr>
<tr>
<td>Mercedes-Benz/Daimler</td>
<td>car2go</td>
<td>Washington</td>
<td>2</td>
</tr>
<tr>
<td></td>
<td>Daimler North America Corporation</td>
<td>Washington DC</td>
<td>9</td>
</tr>
<tr>
<td>Toyota</td>
<td>Toyota Motor North America</td>
<td>Washington</td>
<td>40</td>
</tr>
<tr>
<td>Volkswagen Group Of America</td>
<td>Government Affairs</td>
<td>Washington</td>
<td>10</td>
</tr>
</tbody>
</table>
Sources:

Industry Impact: 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; compiled by Auto Alliance with data provided by IHS Markit, sales figures represent new vehicle registrations between January 1, 2018 - December 31, 2018.

Tax Revenue: 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.

Registrations & Average Age: Figures compiled by Auto Alliance with data provided by IHS Markit as of December 31, 2018.

New Purchases:

Auto-Related Activity at Ports: Compiled by Auto Alliance with data provided by USA Trade Online, figures represent port activity over the past decade and between January 1, 2018 - December 31, 2018.

Alternative Fueling Stations: Compiled by Auto Alliance with data provided by U.S. Department of Energy’s Alternative Fuels Data Center, figures represent fueling stations as of April 9, 2019.

Consumers: Figures compiled by Auto Alliance with data provided by IHS Markit, U.S. Census Bureau’s American Community Survey 2017 and Federal Reserve Bank of St. Louis. Median Monthly New Car Payment computed for a 60-month loan based on MSRP with 20% down and an APR of 5.36%.

Automaker Facilities: Compiled From Company Reports

Industry-Related Businesses: Facility and employee figures compiled by Auto Alliance with data provided by Dun & Bradstreet.