Autos drive Delaware forward.

**INDUSTRY IMPACT**

| 17,020 Total Auto Jobs in State | 2.9% of State Workforce | $1.06 Billion Labor Income |
| $1.61 Billion in Total 2018 Car Sales | 49,592 Total New Car Sales |

**TAX REVENUE**

| $112.48 Million in Total State Tax Revenue | 3% of State Tax Revenue | $74 Million in New Vehicle Sales Taxes |
| $40 Million in Used Vehicle Sales Taxes | $0 in Sales Taxes on Auto Parts and Services | $194.24 Million in Vehicle Use Taxes (Including Gas Taxes), Licenses and Fees |
| $7 Million in Corporate Profits Tax | $21 Million State Income Taxes |

**REGISTRATIONS**

- **Cars** 385,569 (45.12%)
- **CUVs** 179,448 (21.00%)
- **SUVs** 95,885 (11.22%)
- **Pickups** 135,437 (15.85%)
- **Vans/Minivans** 58,222 (6.81%)

- **Gas** 823,374 (96.35%)
- **Diesel** 16,724 (1.96%)
- **Hybrid** 12,588 (1.47%)
- **Electric** 724 (0.08%)
- **Plug-In Hybrid** 1,151 (0.13%)

In Delaware, the average age of vehicles is 10.8 years.
The national average age of vehicles is 11.6 years.

For more, visit AutoAlliance.org
NEW PURCHASES

49,592 Vehicles Sold

<table>
<thead>
<tr>
<th>Category</th>
<th>Quantity</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cars</td>
<td>15,487</td>
<td>(31.23%)</td>
</tr>
<tr>
<td>CUVs</td>
<td>19,863</td>
<td>(40.05%)</td>
</tr>
<tr>
<td>SUVs</td>
<td>4,713</td>
<td>(9.50%)</td>
</tr>
<tr>
<td>Pickups</td>
<td>7,075</td>
<td>(14.27%)</td>
</tr>
<tr>
<td>Vans/Minivans</td>
<td>2,454</td>
<td>(4.95%)</td>
</tr>
<tr>
<td>Gas</td>
<td>47,187</td>
<td>(95.15%)</td>
</tr>
<tr>
<td>Diesel</td>
<td>847</td>
<td>(1.71%)</td>
</tr>
<tr>
<td>Hybrid</td>
<td>931</td>
<td>(1.88%)</td>
</tr>
<tr>
<td>Electric</td>
<td>345</td>
<td>(0.70%)</td>
</tr>
<tr>
<td>Plug-In Hybrid</td>
<td>282</td>
<td>(0.57%)</td>
</tr>
</tbody>
</table>

AUTO-RELATED ACTIVITY AT PORTS

ECONOMIC ACTIVITY FROM PAST DECADE

- Total Imports: $195.19 Million
- Total Exports: $8.18 Billion

ECONOMIC ACTIVITY FROM 2018

- Total Imports: $71.96 Million
- Total Exports: $1.00 Billion

FUELING

- 392 Gasoline Stations
- 49 Electric Charging Stations
- 1 Compressed Natural Gas Stations
- 0 Hydrogen Stations
- 0 Biodiesel Stations
- 8 Liquefied Petroleum Gas Stations
- 0 Liquefied Natural Gas Stations

DELAWARE CONSUMERS

- Average MSRP Per New Car: $32,522 (National Average: $31,696)
- Median Household Income: $62,852 (National Average: $56,516)
- Median Monthly Household Income: $5,238 (National Average: $4,710)
- Median Monthly New Car Payment: $495 (National Average: $576)
- Monthly Car Payment as a Percent of Monthly Income: 9% (National Average: 12%)

- Drive alone to work: 82%
- Carpool to work: 7%
- Take public transportation: 2%
- Other: 9%
### 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.