Earnings Growth Comparison – All Positions

In 2022, average weekly earnings growth of 27 percent in new-car dealerships was significantly higher than average earnings growth in the U.S. non-farm private sector. Median weekly income of $1,392 in 2022 increased at a slower rate of 116 percent but was still 3 percent higher than the median weekly earnings of $988 for the U.S. non-farm private sector workforce. Wage growth in the U.S. non-farm private sector was less than three percent.

	Average Weekly Earnings			Median Weekly Earnings		
Data Source	**2021**	**2022**	**Growth**	**2021**	**2022**	**Growth**
All DWS Dealerships	$1,554	$1,987	↑ 27%	$1,181	$1,392	↑ 18%
DWS Same Stores	$1,565	$2,026	↑ 29%	$1,179	$1,428	↑ 21%
DWS Same Employees	$1,665	$2,126	↑ 28%	$1,245	$1,450	↑ 17%
BLS U.S. Private Sector	$1,014	$1,063	↑4.8%	$966	$988	↑2.3%

The all-position, all-participants national average annual earnings increased 27 percent to $103,313. All the key dealership positions saw increases in annual earnings. Since increased earnings were driven by higher retail prices and gross profit on new and used vehicles, nearly all the double-digit growth rates were in Sales.

All Car Dealers	Average Annual Earnings			Median Annual Earnings		
Position	**2021**	**2022**	**Growth**	**2021**	**2022**	**Growth**
All Positions	$80,825	$103,313	↑ 27%	$61,389	$72,372	↑ 18%
General Manager/Operator	$423,179	$629,068	↑ 49%	$332,484	$515,712	↑ 55%
Sales Manager	$151,075	$223,085	↑ 48%	$141,858	$207,960	↑ 47%
F&I Manager	$159,618	$200,472	↑ 26%	$148,729	$184,915	↑ 24%
Service Manager	$133,260	$143,221	↑ 7%	$125,152	$131,264	↑ 5%
Parts Manager	$105,701	$112,876	↑ 7%	$96,394	$101,686	↑ 5%
Sales Consultant	$81,150	$111,465	↑ 37%	$70,976	$97,670	↑ 38%
Service Advisor/Writer	$74,014	$81,943	↑ 11%	$69,284	$76,109	↑ 10%
B-Service Technician	$65,661	$70,628	↑ 8%	$60,553	$64,580	↑ 7%
Parts Consultant	$53,747	$59,290	↑ 10%	$51,322	$56,337	↑ 10%

(↑) Represent year-over-year increases or *favorable* changes; (↓) represent unfavorable changes

Sample Data