

W. Frank Barton School of Business

Center for Economic Development and Business Research

Kansas Gap Analysis 2018

Kansas Auto Dealership Sales by County



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sell automobiles or light trucks, or there may be no establishments selling those products in that area. All these counties had a population less than 5,000 people.

- The median auto dealership peer ratio was 84 among counties with at least one establishment in the sector. Of those counties, 39 counties had a peer sales ratio greater than 100 percent, while 57 counties' ratios were less than 100 percent. These are indications of a retail sector that is generally relatively equally distributed throughout the state, relative to the size of the local population.
- Forty-nine Kansas counties had a peer sales ratio between 50 and 150 percent for the auto dealership sector. This is another sign of the relatively dispersed concentration of auto dealerships throughout the state, with many counties having very similar sales in the sector relative to their peers.
- Only 22 counties had an auto dealership peer sales ratio of less than 50 percent, in addition to the ten counties with no auto dealer establishments. Twenty counties had a peer sales ratio in excess of 150 percent, indicating a high concentration of auto dealership sales in those counties.
- For Kansas counties with a population between 5,000 and 50,000, over 50 percent of the counties had an auto dealership peer-to-sales ratio of between 50 and 150 percent.

More information on retail gaps in Kansas can be found online at CEDBR's website, gap.cedbr.org. Detailed 4 digit NAICS code retail and service gap data for each individual county in Kansas can be purchased from CEDBR.