



```
WITH dealer_geo AS (
SELECT
    u.safegraph_place_id,
    u.dealer_type,
    v.poi_cbg,
    SUBSTR(v.poi_cbg, 1, 5) AS county_fips5,
    SUBSTR(v.poi_cbg, 1, 2) AS state_fips2
FROM `group22-fa25-mgmt58200-final.safegraph2.Sub1_dealers_universe` u
JOIN `group22-fa25-mgmt58200-final.safegraph2.visits` v
    ON u.safegraph_place_id = v.safegraph_place_id
WHERE v.poi_cbg IS NOT NULL
```