



Driving New Jersey's Economy

Annual Contributions of New Jersey's New-Vehicle Dealers*

New Jersey's dealers maintain a multi-BILLION dollar retail industry.

Average sales per dealership	\$44.3 million
Total sales of all new-vehicle dealerships in New Jersey	\$21.0 billion
Dealership sales as % of total retail sales in the state	15.6%
Estimated number of new-vehicle dealerships	474

Dealers provide thousands of well-paying jobs in New Jersey.

Total number of new-vehicle dealership employees in New Jersey	26,815
Average number of employees per dealership	57
Average annual earnings of new-vehicle dealership employees	\$58,301
Dealership payroll as % of total state retail payroll	11.9%
Annual payroll of new-vehicle dealerships	\$1.56 billion
Average annual payroll per new-vehicle dealership	\$3.30 million

Dealers generate hundreds of millions of dollars of tax revenue for state and local government through:

- **Sales Tax Revenue**
- **Corporate Tax Revenue**
- **Payroll Tax Revenue**

**Numbers reflect annual economic activity during 2010*