Driving New Jersey’s Economy
Annual Contribution of New Jersey’s New-Car Dealers

Numbers reflect annual economic activity during 2020.

446 DEALERSHIPS
(new car)

60,652 TOTAL JOBS
(created by dealerships)
Includes 28,664 direct jobs and 31,988 indirect and induced jobs.

64 EMPLOYEES
(average per dealership)

$34.1B TOTAL SALES
(all dealerships)

$2.1B PAYROLL

$73,398 Average Annual Earnings
Includes income taxes paid for direct, indirect and induced jobs.

$561M State and Federal Income Taxes Paid

3.6% Registrations
New Jersey’s Share of Total U.S. New-Vehicle Registrations

$2.3B STATE SALES TAX PAID