

# Driving New Jersey's Economy

## Annual Contribution of New Jersey's New-Car Dealers



Numbers reflect annual economic activity during 2016.



**450**  
**DEALERSHIPS**  
(new car)



**70,884**  
**TOTAL JOBS**  
(created by dealerships)  
Includes 33,499 direct jobs and  
37,385 indirect and induced jobs.



**74**  
**EMPLOYEES**  
(average per  
dealership)



**\$34.7B**  
**TOTAL SALES**

**24.8%**  
Share of Total  
Retail Sales in State



**\$2.2B**  
**PAYROLL**

**\$67,402**  
Average Annual  
Earnings

**\$769M**  
State and Federal  
Income Taxes Paid

Includes income taxes paid for direct,  
indirect and induced jobs.



**3.5%**  
**REGISTRATIONS**

New Jersey's Share of  
Total U.S. New-Vehicle  
Registrations

**12.7** YEARS  
**AVERAGE  
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



NATIONAL AUTOMOBILE DEALERS ASSOCIATION

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