

Driving New Jersey's Economy

Annual Contribution of New Jersey's New-Car Dealers

Numbers reflect annual economic activity during 2021.



450
DEALERSHIPS
(new car)



61,147
TOTAL JOBS
(created by dealerships)
Includes 28,897 direct jobs and
32,249 indirect and induced jobs.



64
EMPLOYEES
(average per
dealership)



\$40.5B
TOTAL SALES

(all dealerships)



\$2.6B
PAYROLL

\$90,155

Average Annual
Earnings

\$773M

State and Federal
Income Taxes Paid

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



3.4%
REGISTRATIONS

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

\$2.4B
**STATE SALES
TAX PAID**

Source: Center for Automotive Research,
NADA Industry Analysis, IHS Markit,
Taxfoundation.org, U.S. Bureau of Labor
Statistics, U.S. Census Bureau



NATIONAL AUTOMOBILE DEALERS ASSOCIATION

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