



Economic Impact Study

ECONOMIC IMPACT OF FRANCHISED
NEW VEHICLE RETAILERS ON THE
NEW JERSEY ECONOMY

Study sponsored by New Jersey
Coalition of Automotive Retailers

Confidential 2023 report compiled from
2022 data

JULY 2023



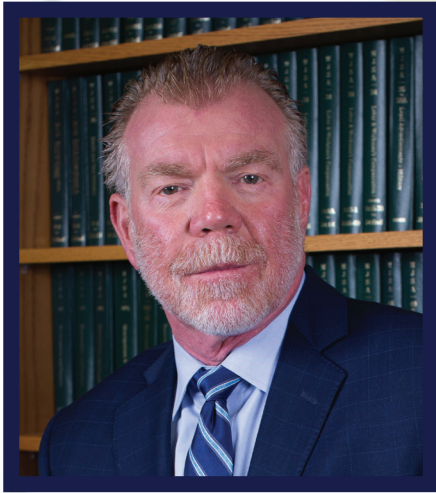
Introduction

This report provides a summary of the significant impact that new franchised automobile dealers have on the New Jersey economy. As clearly illustrated, the automotive retailing industry is critically important to the health of the State's economy.

The report includes estimates of direct and indirect employment, personal income, and tax collections during 2022. Indirect impact accounts for the residual contribution resulting from dealership operations (*frequently referred to as the "multiplier effect"*). This report was prepared by Auto Outlook, Inc., an independent automotive market analysis firm, and is sponsored by the New Jersey Coalition of Automotive Retailers.

New Jersey Franchised New Vehicle Dealers Vital contributors to the state's economy in 2022:

Total jobs in New Jersey attributable to franchised new vehicle dealerships.....	71,780
Number of jobs per new vehicle dealership	74
Total earnings for New Jersey residents attributable to dealership operations.....	\$5.17 billion
Average dealership payroll expense (<i>including fringe benefits</i>).....	\$7.51 million
Total state and local taxes collected or paid.....	\$2.01 billion
Total dealership sales (<i>dollars</i>)	\$40.1 billion
Total dealership contributions to charitable causes.....	\$20.9 million



James B. Appleton
President

**New Jersey Coalition of
Automotive Retailers**

President's Message

The auto retailing world continued returning to “normal” in 2022, following more than two years of pandemic-related obstacles, supply chain issues, dramatically reduced inventory, inflation, rising interest rates and more. As you can see from this report, the industry had a positive year in 2022 and continues to drive the New Jersey economy.

New vehicle sales were nearly 390,000 in 2022, down by approximately 20% due to supply chain issues and reduced vehicle production for much of the year. Dealership revenue was down 1.7% in 2022, but remained above \$40 billion for the second year in a row.

Employment at New Jersey franchised dealerships continued to grow with the addition of 500 jobs in 2022. New Jersey dealers directly employ approximately 37,000 individuals and support nearly 35,000 additional jobs in the State. Highlighting the fact that the industry is full of good-paying, local jobs that can't be outsourced, compensation earned by those who work in the New Jersey auto retailing industry increased more than 22% in 2022.

State and local tax revenue generated by New Jersey's neighborhood new car and truck dealerships was up more than 2% from \$1.97 billion in 2021 to more than \$2 billion in 2022. As always, the auto retail industry continued to be a primary driver of the overall State economy.

New Jersey's franchised new car and truck dealerships also invested nearly \$170 million in facility and other investments to prepare for the sale and service of more and more electric vehicles. Franchised dealers accounted for more than 32% of all battery-electric sales in New Jersey in 2022, up from just 9% in 2018.

This report highlights the many positive economic benefits New Jersey's neighborhood new car and truck dealerships bring to the State, as well as the hundreds of cities and towns in which they operate. As inventory shortages continue to recede and manufacturer supply catches up with pent-up consumer demand, auto sales are projected to jump 8-13% in 2023.

Employment

Total employment at new car dealers - 2022

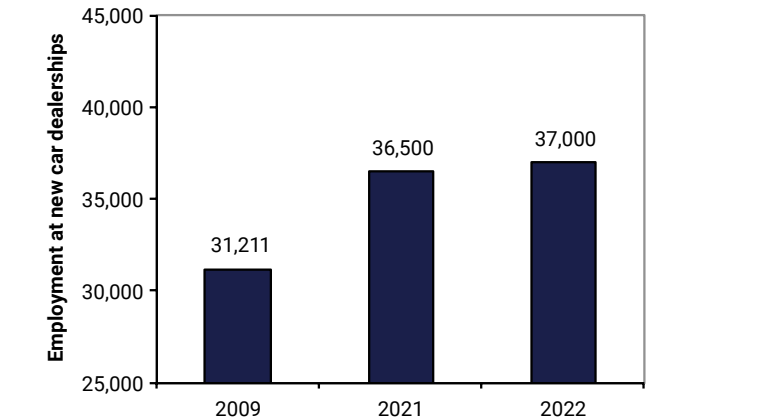
37,000 jobs

In 2022, New Jersey new vehicle dealerships directly employed aproximately 37,000 individuals. Nearly 35,000 additional jobs were supported due to the indirect impact of dealership operations.

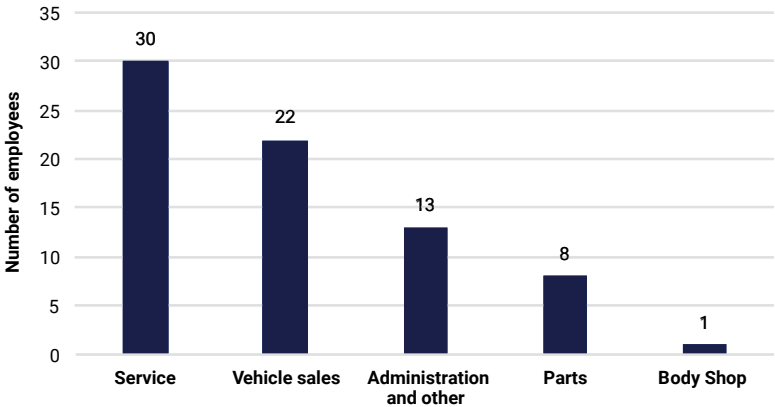
Automobile dealership operations accounted for 16.5% of total retail employment in the State. (This included both direct and indirect employment).

Employment in the industry increased slightly last year and was up by more than 50% from the low in 2009.

Direct Employment at New Jersey Franchised New Vehicle Dealerships

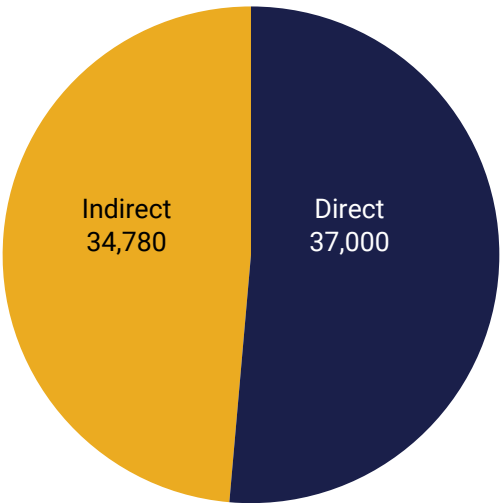


Dealership Employment by Department



Employment Total - 2022

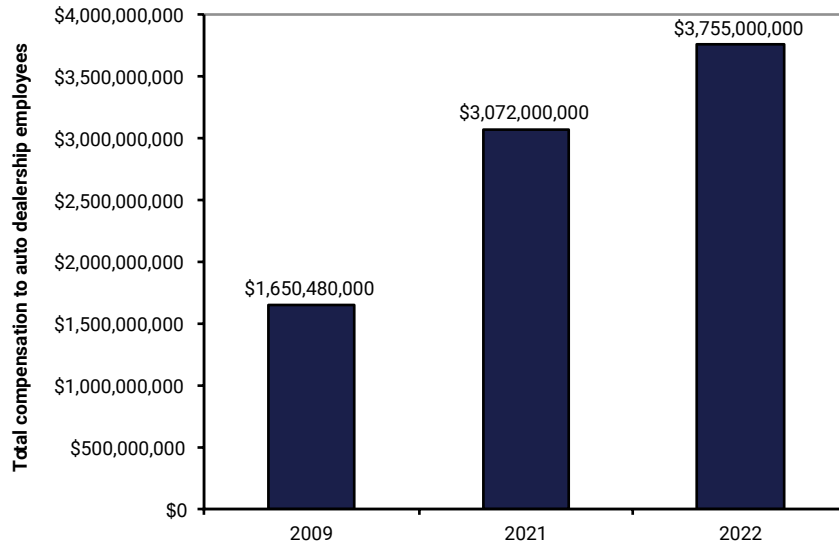
(Direct: at Dealerships; Indirect: elsewhere in economy)



Dealership Contribution to Statewide Retail Employment - 2009, 2021 and 2022				
	2009	2021	2022	% change '21 to '22
Total employment resulting from auto dealerships	48,065	70,445	71,780	1.9%
Total retail employment in the state	436,100	429,000	436,000	1.6%
Dealership % of retail statewide total	11.0%	16.4%	16.5%	

Payroll

New Franchised Dealership Compensation to Employees - 2009, 2021 and 2022



Total compensation at new car dealerships - 2022

\$3.76 billion

In 2022, the average New Jersey dealership paid \$7.51 million to its employees (including fringe benefits). Including both direct and indirect sources, the new vehicle retailing industry resulted in more than \$5.1 billion of total compensation to New Jersey residents!

Dealership compensation increased by 22% from 2021 to 2022. Dealerships anticipate that payroll costs will increase again in 2023.

New car dealerships continue to provide high-paying jobs to New Jersey residents. Average salary per employee approached \$100,000 in 2022.

Employee Compensation - 2009, 2021 and 2022				
	2009	2021	2022	% change '21 to '22
Total payroll (including fringe benefits) for AVERAGE dealership in New Jersey	\$3,120,000	\$6,144,000	\$7,510,000	22.2%
<i>Times</i>				
Total number of franchised new vehicle dealerships in New Jersey	529	500	500	0.0%
<i>Equals</i>				
TOTAL EMPLOYEE COMPENSATION AT DEALERSHIPS	\$1,650,480,000	\$3,072,000,000	\$3,755,000,000	22.2%
<i>Plus</i>				
Additional indirect employee compensation resulting from dealership operations	\$478,639,200	\$1,148,928,000	\$1,411,880,000	22.9%
<i>Equals</i>				
TOTAL EMPLOYEE COMPENSATION TO NEW JERSEY RESIDENTS DUE TO FRANCHISED DEALERSHIP INDUSTRY	\$2,129,119,200	\$4,220,928,000	\$5,166,880,000	22.4%

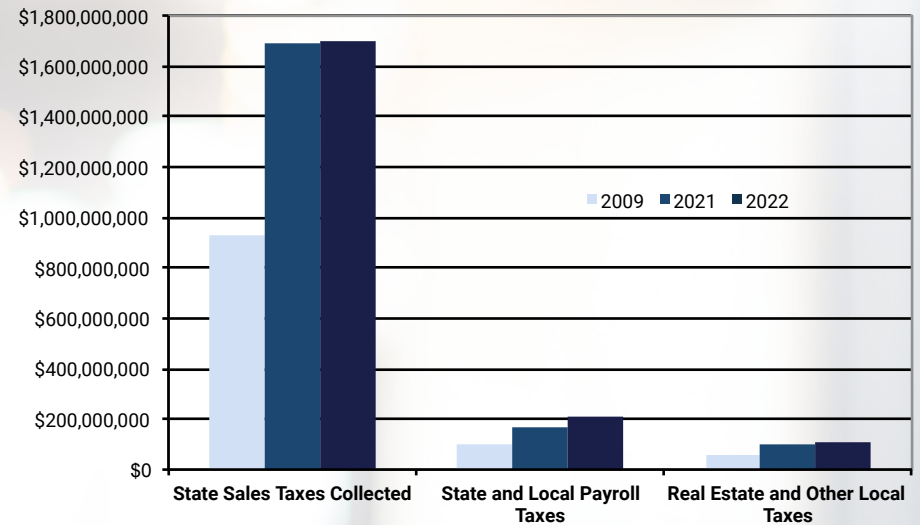
Taxes

Total State and local taxes collected or paid by new car dealerships - 2022

\$2 billion

In 2022, new franchised automobile dealerships in New Jersey collected or paid more than \$2 billion in state and local taxes, an average of \$4 million per dealership. Estimated federal payroll taxes for the industry was \$1.1 billion.

State and Local Taxes Collected and/or Paid by Dealerships
2009, 2021, and 2022

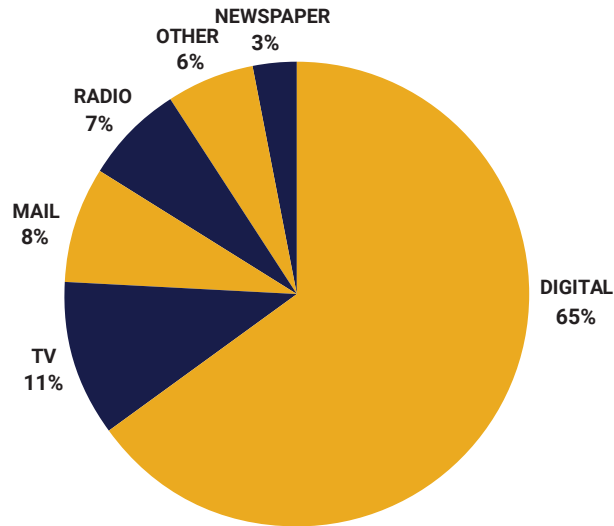


State and Local Taxes Collected and/or Paid by Dealerships - 2009, 2021 and 2022				
	2009	2021	2022	% change '21 to '22
State Sales Tax	\$925,750,000	\$1,695,000,000	\$1,700,000,000	0.3%
State and Local Payroll Taxes	\$99,981,000	\$169,000,000	\$207,500,000	22.8%
Real Estate and Other Local Taxes	\$55,016,000	\$103,500,000	\$105,000,000	1.4%
TOTAL DEALERSHIP STATE AND LOCAL TAX REVENUE	\$1,080,747,000	\$1,967,500,000	\$2,012,500,000	2.3%

Federal Tax Summary for All Dealerships - 2009, 2021 and 2022				
	2009	2021	2022	% change '21 to '22
Federal Payroll Taxes	\$471,868,000	\$827,500,000	\$1,035,000,000	25.1%
Federal Business Income Taxes	\$38,617,000	\$60,000,000	\$65,000,000	8.3%
TOTAL	\$510,485,000	\$887,500,000	\$1,100,000,000	23.9%

Advertising

Percentage of Dealership Advertising Expense by Media - 2022



Total dealership advertising expenses - 2022

\$378 million

Average dealership advertising expenses in 2022 were \$755,000. Total for the industry exceeded \$375 million. The majority of expenditures were devoted toward digital media.

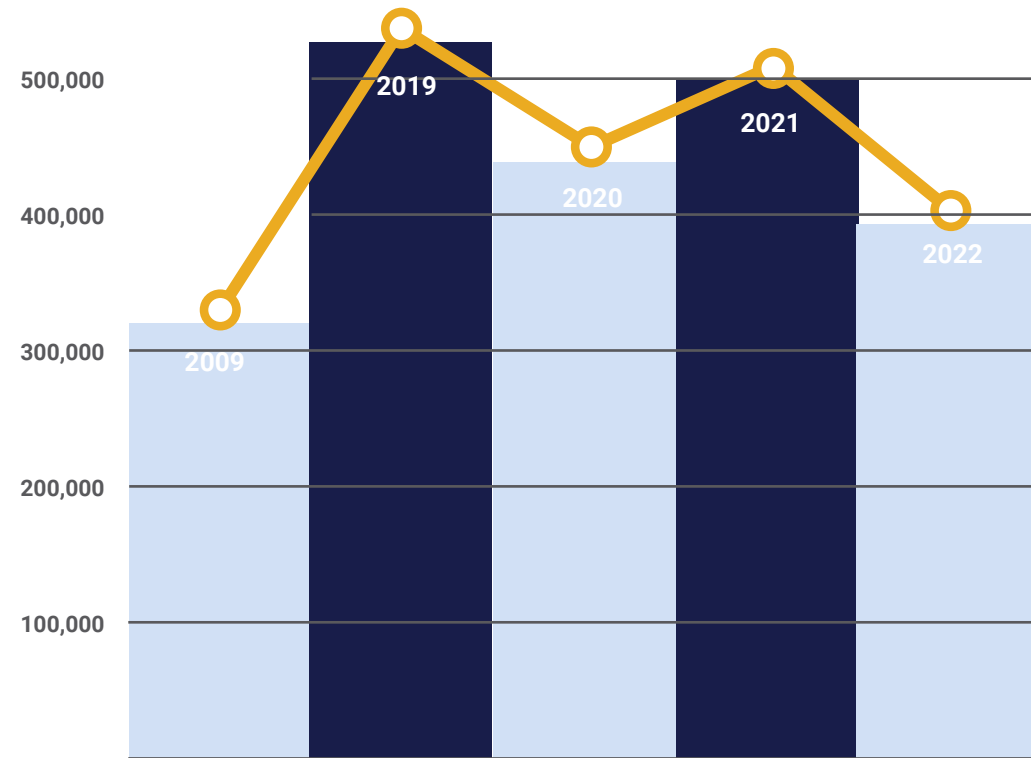
Market Summary

New Retail Car and Light Truck Registrations - 2009 through 2022

389,549 (New retail registrations during 2022)

As shown on the graph, combined new retail car and light truck registrations in the state improved from 2009 through 2019, following a sharp decline from 2007 to 2009. Registrations declined by 19% from 2019 to 2020 due to the pandemic, rebounded in 2021, and then fell again by 20% in 2022, due to supply chain issues and reduced vehicle production.

Data sourced from Experian Automotive.



Dealership Sales

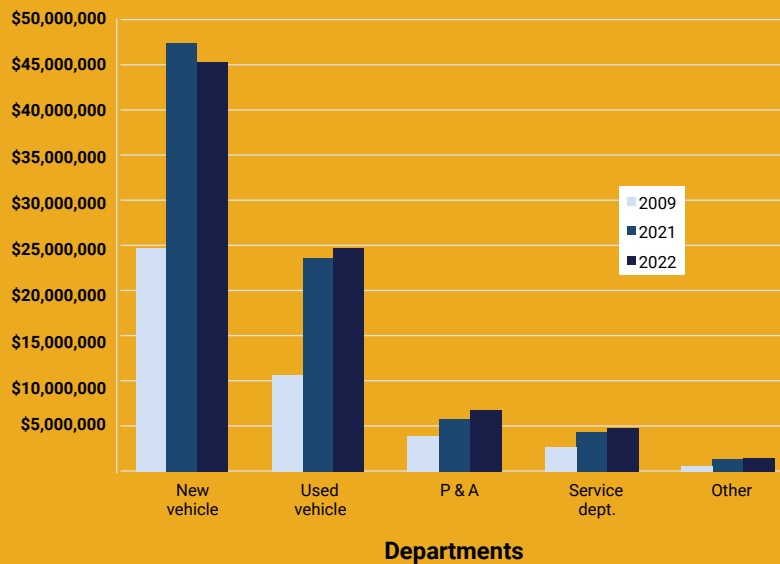
Total sales by new car dealerships – 2022

\$40.1 billion

Total sales for franchised new vehicle dealerships in New Jersey during 2022 exceeded \$40 billion for the second year in a row. Average dealership sales were \$80.2 million, with the majority resulting from new vehicle sales.

Total dealership sales declined slightly in 2022 due to the global microchip shortage which led to reduced new vehicle sales.

Average Dealership Sales by Department (\$)



Dealership Sales Summary - 2009, 2021 and 2022				
	2009	2021	2022	% change '21 to '22
Average Dealership Sales	\$40,100,000	\$81,600,000	\$80,200,000	-1.7%
TOTAL AUTOMOTIVE RETAILING SALES IN NEW JERSEY	\$21,212,900,000	\$40,800,000,000	\$40,100,000,000	-1.7%



Electric Vehicles

New Jersey franchised new vehicle dealerships: Powering the way to an electric future

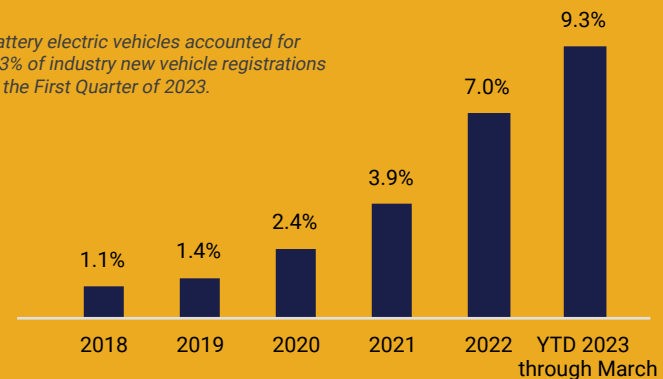
Battery electric vehicle (BEV) sales in New Jersey are growing and franchised dealerships are accounting for a significantly larger share of the market.

Franchised Dealership Share
of State BEV Market in 2018: **9.1%**

Franchised Dealership Share
of State BEV Market in 2022: **32.4%**

BEV Share of New Jersey New Retail Light Vehicle Market

Battery electric vehicles accounted for 9.3% of industry new vehicle registrations in the First Quarter of 2023.



Dealerships are making large scale investments to prepare for the sale and service of electric vehicles:

Average number of electric vehicle chargers installed at new
vehicle dealerships by the end of 2023:

5.2

Total estimated dealership expenses during 2022 and 2023 to
prepare for the sale and service of electric vehicles:

\$169,000,000

Average estimated dealership expenses during 2022 and 2023
to prepare for the sale and service of electric vehicles:

\$338,000

NJ CAR Membership List

DISTRICT 1

Action Hyundai of Millville
Avalon Honda
Burke Motors, Inc.
Gentiini Chevrolet
Gentilini Ford, Inc.
Kindle Ford Lincoln
Lilliston Chrysler Dodge Jeep
Lilliston Ford, Inc.
RK Chevrolet Subaru Kia
Scott Honda of Vineland
Team Nissan
Toyota of Vineland
Vann Dodge Chrysler Jeep

DISTRICT 2

Atlantic Chrysler Jeep Volkswagen
Bennett Chevrolet
BMW of Atlantic City
Boardwalk Honda
Chapman Ford Lincoln Mazda
Ciocca Chevrolet Buick GMC
Ciocca Subaru of Pleasantville
Key Acura of Atlantic City
Lexus of Atlantic City
Matt Blatt Kia-Egg Harbor Twp.
Matt Blatt Nissan
Mercedes-Benz of Atlantic City
Shore Toyota
Sport Hyundai
Springfield Mitsubishi

DISTRICT 3

Bayshore Ford of Pennsville, Inc.
Bentley Truck Services Logan Twp.
Bobbitt Auto, Inc.
Bridgeton Auto Mall
Freightliner of Bridgeport
Liberty Kenworth of South Jersey
Matt Blatt Glassboro Imports
Pellegrino Chrysler Jeep
Pointe Buick GMC
Spirit Chrysler Dodge Jeep
Volkswagen of Salem County

DISTRICT 4

Acura Turnersville
Audi Turnersville
BMW of Turnersville
Holman Ford Lincoln-Turnersville
Honda of Turnersville
Nissan of Turnersville
Pellegrino Buick GMC
Prestige Volkswagen Subaru
Toyota of Turnersville
Turnersville Auto Mall
Turnersville Chrysler Jeep
Turnersville Kia
Turnersville Mazda

DISTRICT 5

Ace Ford
Barlow Buick GMC-Woodbury

Mount Ephraim Chrysler Dodge Ram
Pellegrino Chevrolet
Performance Dodge Ram
Toyota of Runnemede
Woodbury Nissan, Inc.

DISTRICT 6

Alfa Romeo & Fiat of Maple Shade
Bergey's Truck Center-Pennsauken
Cherry Hill Dodge Chrysler Jeep
Cherry Hill Imports
Cherry Hill Kia
Cherry Hill Mitsubishi
Cherry Hill Nissan
Cherry Hill Volvo Cars
Echelon Ford, Inc.

Elite Acura
Holman Ford Lincoln-Maple Shade
Holman Infiniti
Jaguar Land Rover Cherry Hill
Mall Chevrolet, Inc.
Maple Shade Mazda
Mercedes-Benz of Cherry Hill
Mercedes-Benz Van Center-Maple Shade

Subaru of Cherry Hill
Winner Ford

DISTRICT 7

Barlow Chevrolet
BMW of Mount Laurel
Burlington Chevrolet, Inc.
Burlington Chrysler Dodge Jeep Ram
Burlington Hyundai
Burlington Kia
Burlington Volkswagen
Davis Honda
F.C. Kerbeck & Sons
Holman Cadillac
Holman Toyota
Lexus of Cherry Hill
Liberty Toyota
Lucas Ford
Mini of Mount Laurel

DISTRICT 8

Arena Buick GMC
Burns Buick GMC Hyundai
Burns Honda
Elkins Chevrolet
Hainesport Auto & Truck Center
Lucas Chevrolet
Lucas Chrysler Jeep Dodge
Medford Ford
Miller Ford Lincoln Subaru
Mount Holly Nissan

DISTRICT 9

Barlow Buick GMC-Manahawkin
Causeway Ford Lincoln
Causeway Honda
Causeway Nissan
Manahawkin Chrysler Dodge
Manahawkin Kia

DISTRICT 10

Celebrity Ford of Toms River
Gateway Toyota
Honda of Toms River
Lester Glenn Buick GMC
Lester Glenn Chevrolet
Lester Glenn Chrysler Jeep Dodge Ram
Lester Glenn Hyundai-Toms River
Lester Glenn Mazda
Lester Glenn Subaru
Matt Blatt Kia Toms River
Pine Belt Nissan of Toms River
Toms River Mitsubishi Motors
Toms River Volkswagen

DISTRICT 11

Acura of Ocean
Audi Eatontown
Audi Freehold
Causeway Hyundai
Circle BMW
Circle Chevrolet Company
Circle Infiniti
Coast Cities Truck Sales, Inc.
DCH BMW of Freehold
DCH Ford of Eatontown
DCH Freehold Toyota
DCH Kay Honda
Freehold Buick GMC
Freehold Chrysler Jeep
Freehold Dodge, Inc.
Freehold Ford
Freehold Hyundai
Freehold Mitsubishi
Freehold Subaru
Galaxy Toyota
George Wall Ford Lincoln
Gold Coast Cadillac
Honda of Freehold
Irwin Lincoln Mazda
Jaguar Land Rover Monmouth
Lester Glenn Ford
Maserati & Alfa Romeo of Monmouth

Maurice Schwartz & Sons, Inc.
Nissan City of Red Bank
Pine Belt of Keyport
Porsche Monmouth
Raceway Kia of Freehold
Raceway Nissan of Freehold
Ray Catena Lexus of Freehold
Ray Catena Lexus of Monmouth
Ray Catena Mercedes-Benz Freehold
Red Bank Volvo, Inc.
Sansone Jr's 66 Auto Mall
Sea Coast Chevrolet
Sea View Auto Corp.
Shrewsbury Motors
Volkswagen of Freehold

World Chrysler Jeep Dodge Ram
World Subaru
World Volkswagen

DISTRICT 12

All American Chevrolet, Inc.
Buhler Chrysler Jeep Dodge
Contemporary Motor Cars, Inc.
Ray Catena Motors of Marlboro
Tom's Ford

DISTRICT 13

All American Chevrolet, Inc.
Buhler Chrysler Jeep Dodge
Contemporary Motor Cars, Inc.
Ray Catena Motors of Marlboro
Tom's Ford

DISTRICT 14

Bergey's Truck Center-Hamilton
Cranbury Buick GMC
Haldeman Ford of Hightstown
Hamilton Honda
Hamilton Mazda Volkswagen, Inc.
Princeton BMW
Route 130 Chrysler Dodge Jeep Ram

Route 33 Nissan

Windsor Nissan

DISTRICT 15

Ciocca Chevrolet of Princeton
Ciocca Ford Lincoln of Lawrenceville
Ciocca Kia
Ciocca Subaru
Coleman Buick GMC Cadillac
Haldeman Ford
Haldeman Lexus of Princeton
Hyundai of Trenton
J & S Mitsubishi
Mercedes-Benz of Princeton
Porsche of Princeton
Precision Acura
Route 1 Chrysler Dodge Jeep Ram
Team Toyota of Princeton
Volvo Cars Princeton

DISTRICT 16

Acme Nissan
Audi Flemington
Audi Princeton
Bridgewater Nissan
Chrysler Dodge Jeep Ram of Princeton
Ciocca Chevrolet Cadillac Buick GMC of Flemington
Ciocca Chrysler Dodge Jeep Ram of Flemington
Ciocca Ford Lincoln of Flemington
Ciocca Subaru of Flemington
Ciocca Volkswagen of Flemington
Dayton Toyota
Flemington BMW
Fred Beans Hyundai of Flemington

Fred Beans Nissan of Flemington
Fred Beans Toyota of Flemington
Fullerton Alfa Romeo Maserati
Fullerton Automotive Corp.

Fullerton Ford
Gabrielli Kenworth of NJ
Genesis of Brunswick
Honda of Princeton
Infiniti of Flemington
Land Rover Princeton
Mercedes-Benz of Flemington
Porsche Flemington
Route 1 Hyundai
Volkswagen Princeton
Volvo Cars Bridgewater

DISTRICT 17

DCH Brunswick Toyota
Gateway Kia of North Brunswick
Malouf Buick-GMC, Inc.
Malouf Chevrolet-Cadillac, Inc.
Malouf Ford-Lincoln, Inc.
Victory Subaru

DISTRICT 18

Bell Audi
Bentley Edison
Cambria Mack
Campbell Freightliner
Edison Nissan
Ferrari Maserati of Central NJ
Lexus of Edison
Open Road Acura of East Brunswick
Open Road BMW of Edison
Open Road Honda
Open Road Mazda of East Brunswick
Open Road Mini of Edison
Open Road Volvo Cars Edison
Ray Catena Jaguar of Edison
Ray Catena Motor Car
Reydel Volkswagen, Inc.
Route 18 Chrysler Jeep Dodge Ram
Route 1 Infiniti

DISTRICT 19

McGuire Cadillac
Performance Buick GMC of Woodbridge LLC
Richard Lucas Chevrolet
Route 1 Mazda-Woodbridge
Route 1 Toyota
Sansone Chrysler Jeep Dodge
Sansone Hyundai, Inc.
Sansone Kia
Sansone Nissan
Woodbridge Ford

DISTRICT 20

Maplecrest of Union
Maxon Buick GMC
Maxon Hyundai Mazda
Open Road Chevrolet
Open Road Subaru

Planet Honda
Ray Catena of Union
Reydel Volkswagen of Linden
Route 22 Honda
Route 22 Nissan
Route 22 Toyota
Volkswagen of Union

DISTRICT 21

Autoland Chrysler Jeep Dodge
Ram
Autoland Toyota
BMW of Springfield
Crown Cadillac, Inc.
Douglas Infiniti
Douglas Volkswagen
HFI Truck Center
Liccardi Ford, Inc.
Nissan City of Springfield
Salerno-Duane Inc.
Smythe Volvo, Inc.
Springfield Acura
Springfield Truck Center Inc.
Team Welsh Jeep Chrysler

DISTRICT 22

Allegiance Trucks
Bell Mitsubishi
Crystal Motors
Empire Hyundai of North Plainfield
Empire Jeep of North Plainfield
Empire Kia of North Plainfield
Genesis of North Plainfield
Global Auto Mall
Green Brook Buick GMC
Liccardi Chrysler Dodge
Liccardi Mitsubishi
Nissan of North Plainfield
VIP Honda

DISTRICT 23

Audi Bridgewater
Bill Vince's Bridgewater Acura
BMW of Bridgewater
Bridgewater Chevrolet
Bridgewater Kia
Clinton Acura
Clinton Honda
Fred Beans Ford of Washington
Honda of Bridgewater
Honda of Hackettstown
Johnson Buick GMC Cadillac, Inc.
Johnson Dodge Chrysler
Lexus of Bridgewater
Motion Kia
Open Road Mercedes Benz
Open Road Volkswagen of
Bridgewater
Phillipsburg Easton Honda, Inc.
Ray Catena Infiniti of Bridgewater
Rossi Chevrolet Buick GMC
Subaru World of Hackettstown
Toyota World of Clinton

DISTRICT 24

Franklin Sussex Auto Mall, Inc.
Franklin Sussex Hyundai
Hoover Truck Center
McGuire Chevrolet
Mercedes-Benz of Newton
Motion Chevrolet
Nielsen Ford
Nielsen Kia of Newton
Nielsen Nissan
Open Road of Newton
Royal Buick GMC, Inc.
Subaru World of Newton
Sussex Honda
Toyota World of Newton
Volkswagen World of Newton

DISTRICT 25

Autosport Acura of Denville
Dover Dodge Chrysler Jeep, Inc.
Family Ford, Inc.
Gateway Kia of Denville
H & H Mack Sales
Joyce Honda
Maplecrest Ford, Inc.
Mercedes-Benz of Morristown
Nielsen Chevrolet
Nielsen Chrysler Dodge Jeep Ram
(Morristown)
Nielsen Ford of Morristown, Inc.
Nielsen Mitsubishi
Open Road BMW of Morristown
Open Road BMW of Roxbury
Open Road Mazda of Morristown
Open Road Mini of Morristown
Paul Miller Volkswagen of
Bernardsville

Performance Ford Lincoln
Performance Maserati Alfa Romeo
Rossi Chrysler Dodge Jeep Ram
Route 10 Nissan
Salerno Duane Infiniti
Sawyer Lyons Buick GMC of
Randolph
Schumacher Chevrolet Buick of
Boonton
Schumacher Chevrolet of Denville
Subaru of Morristown
Towne Hyundai
Towne Toyota
Toyota of Morristown, Inc.
Trend Motors

DISTRICT 26

DCH Montclair Acura
Decozen Chrysler Jeep Dodge
Land Rover Parsippany
Mercedes-Benz of Caldwell
Paul Miller Audi
Paul Miller Chevrolet
Paul Miller Honda of West Caldwell

Paul Miller Porsche
Paul Miller Subaru
Paul Miller Toyota of West Caldwell
Precision Chrysler Jeep Dodge Ram
Route 23 Auto Mall
Route 23 Nissan
Verner-Cadby, Inc.

DISTRICT 27

DCH Millburn Audi
Hilltop Nissan, Inc.
Lexus of Route 10
Madison Honda
Nielsen Chrysler Jeep Dodge Ram
(E. Hanover)
Open Road Cadillac
Performance Buick GMC LLC
Performance Ford of East Hanover
LLC
Prestige Volvo
Schumacher Chevrolet of Livingston

DISTRICT 28

DCH BMW of Bloomfield
Lynnes Hyundai
Lynnes Nissan
Lynnes Subaru
Nutley Kia
DISTRICT 30
All American Ford In Point Pleasant
Colonial Airstream
DeFelice of Point Pleasant, Inc.
Difeo Kia
Honda Universe
Jim Curley Buick GMC (Keyport)
Jim Curley Buick GMC (Lakewood)
Larson Ford, Inc.
Lester Glenn Honda of Sea Girt
Pine Belt Cadillac of Toms River
Pine Belt Chevrolet of Lakewood
Pine Belt Chrysler Jeep Dodge Ram
Pine Belt Mazda
Pine Belt Subaru
Sea Breeze Ford
T & T Coast Buick GMC
Toyota World of Lakewood
Volvo Cars Manasquan

DISTRICT 31
Chevrolet of Jersey City
Hudson Chrysler Jeep Dodge
Hudson Hyundai Subaru
Hudson Nissan
Hudson Subaru
Hudson Toyota
Jersey City Kia
Metro Honda

DISTRICT 32

Audi Meadowlands
Hudson County Motors
Hudson Honda
McGuire Buick GMC (No. Bergen)
United Ford

DISTRICT 34

Fette Ford, Inc.
Fette Infiniti
Garden State Honda-Clifton
Gensinger Motors, Inc.
Schumacher Chevrolet of Clifton
DISTRICT 35
Brogan Cadillac Company
Nissan 46
Route 46 Mitsubishi
DISTRICT 36
Bellavia Chevrolet Buick
East Coast Toyota
Frank's Truck Center, Inc.
Gabrielli Truck Sales
Garden State Honda-Passaic
Quality Auto Mall
Scheeler Trucks Sales & Service
Teterboro Chrysler Jeep
Three County Volkswagen Corp.

DISTRICT 37

Alfa Romeo Maserati Englewood
Cliffs
All American Ford, Inc.
Benzel Busch Motor Car Corp.
BMW of Tenaflly
Chrysler Jeep Dodge Ram of
Englewood Cliffs
D & C Honda of Tenaflly
DARCARS Lexus of Englewood
Ford of Englewood, Inc.
Infiniti of Englewood
Jaguar Land Rover Englewood
Kia of Englewood
Parkway Toyota
Prestige Lincoln of Englewood
Prestige Volvo Cars Englewood
Quality Chevrolet Buick GMC
Riverside Nissan
Town Motors
Toyota of Hackensack
Trinity Cadillac

DISTRICT 38

All American Ford of Paramus
Bentley Paramus
Chrysler Dodge Jeep of Paramus
DCH Paramus Honda
Glen Toyota
Hawthorne Chevrolet
Jack Daniels Audi
Jack Daniels Kia
Jaguar Land Rover Paramus
Kundert Volvo Cars of Hasbrouck
Heights
Lamborghini Paramus
Mazda of Lodi
McLaren North Jersey
Mercedes-Benz of Paramus
North Jersey Truck Center

Paramus Chevrolet
Paramus Hyundai
Park Avenue Acura
Park Avenue BMW
Route 17 Nissan

DISTRICT 39

Acura of Ramsey
BMW of Ramsey
Buick GMC of Mahwah
Cadillac of Mahwah
Honda of Mahwah
Jack Daniels Audi-Upper Saddle
Joe Heidt Motors
Liberty Hyundai
Liberty Kia
Liberty Subaru, Inc.
Mahwah Ford Sales & Service, Inc.
Maserati of Bergen County
Mini of Ramsey
Prestige Lexus of Ramsey
Prestige Toyota of Ramsey
Ramsey Alfa Romeo Fiat
Ramsey Chrysler Jeep Dodge Ram
Ramsey Infiniti
Ramsey Mazda
Ramsey Nissan
Ramsey Subaru
Route 17 Mitsubishi
Volvo Cars Ramsey

DISTRICT 40

Crestmont Toyota Volkswagen
Kia of Riverdale
Lincoln of Wayne
McGuire Buick GMC (Little Falls)
Open Road Acura of Wayne
Paul Miller BMW
Route 23 Honda
Route 46 Chrysler Jeep Dodge
Schumacher Chevrolet of Little Falls
Toyota Universe
Tri-County Lexus
Wayne Ford
Wayne Mazda Hyundai
Wayne Subaru, Inc.

Methodology

Dealership financial data (*and other information cited in this report*) was collected from information reported by New Jersey franchised automotive retailers in 2022.

The economic impact of the industry is separated into two main categories: direct and indirect. Direct impact comprises economic activity at automotive dealerships themselves. Indirect impact occurs away from the dealership proper, and takes into account the extended contribution dealerships make to the State's economy.

The indirect economic impact of automotive retailers was estimated by Auto Outlook, Inc. Estimates were based on previous impact studies that relied upon regional economic computer models. Indirect estimates in this report are intentionally conservative, and therefore, may underestimate the overall contribution automotive retailers make to the New Jersey economy.

Auto Outlook, Inc. is a regional automotive market analysis firm providing market research services to automotive dealerships.

Study sponsored by

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