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 2019 report compiled from 2018 data
MAY 2019
During 2018, franchised new vehicle dealerships in the State generated more than 74,500 jobs. Employment at dealerships increased 23% between 2009 and 2017, and was up slightly in 2018 from 2017.

Employees of New Jersey dealerships earned more than $3.9 billion as a result of automotive dealership operations in 2018. Dealership compensation to employees increased 3% from last year.

Average dealership payroll was $5.45 million in 2018, up significantly from just $3.12 million in 2009. The average salary exceeded $74,000.

Dealerships collected or paid a total of more than $1.78 billion in State and local taxes in 2018, up 4.2% from 2017.

This report provides a summary of the significant impact that franchised new vehicle 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 2018. 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, Inc.

Contact information is on the back page.
A MESSAGE FROM THE NJ CAR PRESIDENT

New Jersey’s 510 franchised new car and truck dealerships have enjoyed three straight years of record-breaking auto sales. Neighborhood new car dealers in New Jersey sold 520,000 new vehicles in 2018, up from 516,000 in 2017. The retail automotive industry accounted for $36.1 billion in new and used vehicle, parts and service sales last year, which represents an increase of more than $1.1 billion from 2017. These sales generated nearly $1.8 billion in State and local taxes collected by dealerships. Meanwhile, employment in the retail automotive sector surged to more than 39,000 men and women earning great pay with generous benefits in uniquely local jobs that can’t be outsourced.

The sun was shining bright on the car business in 2018, but there are dark clouds on the horizon. Manufacturers continue to pump more and better content into new vehicles, which has created an “affordability crisis” as the average price of a new car has climbed to more than $36,000. Auto loan interest rates, while still low, are on the rise. Monthly payments are at record highs and loan terms on new vehicles are stretching, on average, to nearly six years just to stay within budget. There are other headwinds that are cause for concern, as well. Despite historic low unemployment and a booming stock market, consumer confidence is lagging. Uncertainty about potential tariffs on imported vehicles and parts are also making manufacturers, dealers and many consumers uncomfortable.

We’ve had an incredible run since the recovery began in 2009, but most economists expect a leveling-off or slight downturn in retail sales in 2019. This is nothing new. The retail auto sector has always been cyclical, with peaks and valleys in vehicle sales. While no one expects the bottom to drop out, dealers need to prepare for the downturn before it arrives. They need to start figuring out how to do more with less, so they can preserve profitability ahead of the inevitable decline in vehicle sales.

It’s important to note that the car business is not just about new car sales—how many vehicles are sold and how much the industry generates in dollar sales each year. Everyone likes to focus almost exclusively on those numbers. But dealers know the car business is really about “units in operation” and how they are servicing vehicles they sold last year, 3 years ago, 5 years ago or 10 years ago. When sales decline, providing necessary routine maintenance and warranty and safety recall repairs becomes more important. And this is the area where new car dealers really add value for the consumer.

Dealers are continuing to invest in finding, training and retaining qualified auto technicians. Demand for skilled automotive technicians is at an all-time high. Some estimates say New Jersey will need to fill more than 24,000 auto technician positions over the next six years, as demand grows and senior techs age out of the workforce. While lower sales may result in some contraction in the sales department, we expect to see dealerships adding jobs in their service bays.

This report highlights the many positive economic benefits franchised auto retailers bring to the cities and towns in which they operate, and the significant tax revenues generated from dealerships for the State of New Jersey. The numbers are impressive, but they only tell part of the story. Most New Jersey new car and truck dealerships are small businesses. Neighborhood new car dealers invest in their communities and collectively support hundreds of worthwhile causes—everything from little league baseball teams to local hospitals and other charities. Dealers have invested billions of dollars in their brick-and-mortar facilities and provide an invaluable benefit for all New Jerseyans by annually servicing hundreds of thousands of vehicles when warranty or recall repairs are needed.

We hope you take the time to read this report and really reflect on the tremendous value neighborhood auto retailers bring to the marketplace.

James B. Appleton
President
New Jersey Coalition of Automotive Retailers
Franchised automotive dealerships in New Jersey employed a total of 38,625 individuals in 2018, with an additional 35,921 positions resulting from indirect economic impact. This total represented 15.8% of total retail employment in the State. Dealership employment (direct only) increased 23% from 2009 to 2017, and was up slightly from 2017 to 2018. The average dealership employs approximately 75 individuals.

### Dealership Contribution to Statewide Retail Employment 2009, 2017, and 2018

<table>
<thead>
<tr>
<th>Year</th>
<th>Total Employment Resulting from New Vehicle Dealerships</th>
<th>Total Retail Employment in the State</th>
<th>Dealership % of Retail Statewide Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>48,065</td>
<td>436,100</td>
<td>11.0%</td>
</tr>
<tr>
<td>2017</td>
<td>73,112</td>
<td>477,900</td>
<td>15.3%</td>
</tr>
<tr>
<td>2018</td>
<td>74,546</td>
<td>472,100</td>
<td>15.8%</td>
</tr>
<tr>
<td>% change '17 to '18</td>
<td>2.0%</td>
<td>-1.2%</td>
<td></td>
</tr>
</tbody>
</table>

### Average Number of Dealership Employees by Department – 2018

- **Service**: 30
- **Vehicle Sales**: 25
- **Admin & Other**: 15
- **Parts & Accessories**: 5
- **Body Shop**: 2
The average automotive dealership in New Jersey had payroll of $5.6 million in 2018, up 77% from 2009, and $215,000 higher than in 2017. Payroll for the new vehicle retailing industry was more than $2.8 billion, with the total *(including indirect impact)* exceeding $3.8 billion.

<table>
<thead>
<tr>
<th>EMPLOYEE COMPENSATION - 2009, 2017, and 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
<tr>
<td>2009</td>
</tr>
<tr>
<td>------------------------</td>
</tr>
<tr>
<td><strong>Total Payroll (including fringe benefits) for Average Franchised New Vehicle Dealership in New Jersey</strong></td>
</tr>
<tr>
<td><strong>TIMES</strong></td>
</tr>
<tr>
<td><strong>EQUALS</strong></td>
</tr>
<tr>
<td><strong>PLUS</strong></td>
</tr>
<tr>
<td><strong>EQUALS</strong></td>
</tr>
</tbody>
</table>
Automotive dealerships collected or paid a total of more than $1.78 billion in State and local taxes during 2018, up 4.2% from 2017. State sales tax revenue exceeded $1.5 billion. Federal tax revenue generated by dealerships was more than $833 million.
Franchised new vehicle dealerships spent over $427 million on advertising during 2018, up from $301 million in 2009. The Internet accounted for the largest percentage of dealership advertising (51%).

NEW VEHICLE MARKET

New retail registrations of cars and light trucks in New Jersey fell to below 360,000 units in 2009. The market fully recovered, increasing to more than 530,000 units in 2016. New registrations increased slightly from 2017 to 2018.

Data Source: IHS Markit
New franchised automobile dealerships in New Jersey had total sales exceeding $36 billion during 2018. Average dealership sales were $70.2 million last year, up more than $30 million from 2009, and slightly higher than in 2017.

### Average Franchised New Vehicle Dealership Sales Summary 2009, 2017, and 2018

<table>
<thead>
<tr>
<th>Year</th>
<th>Average Franchised New Vehicle Dealership Sales (in $)</th>
<th>Total Automotive Retailing Sales in NJ (in $)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>$40,100,000</td>
<td>$21,212,900,000</td>
</tr>
<tr>
<td>2017</td>
<td>$67,400,000</td>
<td>$35,048,000,000</td>
</tr>
<tr>
<td>2018</td>
<td>$70,200,000</td>
<td>$36,153,000,000</td>
</tr>
</tbody>
</table>

% change ‘09 to ‘18

- Average Franchised New Vehicle Dealership Sales: 4.2%
- Total Automotive Retailing Sales in NJ: 3.2%
Dealership financial data (and other information cited in this report) was collected from information reported by New Jersey franchised automotive retailers in 2018. The information was sufficiently detailed to allow the formation of a statistically reliable data base for financial and operational indicators.

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 New Jersey 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 dealers.
NJ CAR MEMBER LIST

**District 1**
- Action Auto Group-Millville
- Avalon Honda
- Burke Motors, Inc.
- Gentilini Chevrolet
- Gentilini Ford, Inc.
- Kindle Ford Lincoln Isuzu
- Lilliston Chrysler Dodge Jeep
- Lilliston Ford, Inc.
- RK Chevrolet Subaru Kia
- Rossi Honda
- Team Nissan
- Toyota of Vineland
- Vann Dodge Chrysler Jeep

**District 2**
- Atlantic Chrysler Jeep
- Volkswagen
- Bennett Chevrolet, Inc.
- Boardwalk Acura
- Boardwalk Honda
- Chapman Ford Lincoln Mazda
- Kerbeck Cadillac Chevrolet Buick GMC Subaru
- Lexus of Atlantic City
- Matt Blatt Kia-Egg Harbor Twp.
- Mercedes-Benz of Atlantic City
- Nissan of Atlantic City
- Shore Toyota
- Sport Hyundai Dodge

**District 3**
- Bayshore Ford of Pennsville, Inc.
- Bentley Truck Services
- Logan Twp.
- Bob Novick 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
- 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
- Bentley Truck Services Maple Shade
- Bergey’s Truck Center-Pennsauken
- Cherry Hill Classic Cars
- 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
- Subaru of Cherry Hill
- Winner Ford

**District 7**
- Barlow Chevrolet
- BMW of Mount Laurel
- Burlington Chevrolet, Inc.
- Burlington Kia
- Burlington Volkswagen
- Davis Honda
- Dodge Chrysler City
- F.C. Kerbeck & Sons
- Hauman 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 Auto Group
- 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**
- All American Mazda in Brick
- Audi Toms River
- Downs Ford
- 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 Cadillac of Toms River
- Pine Belt Nissan of Toms River
- Porsche 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 Nissan
- Freehold Subaru
- Galaxy Toyota
- George Wall Ford Lincoln
- Gold Coast Cadillac
- Honda of Freehold
- Irwin Lincoln Mazda
- Jaguar Land Rover Monmouth
- Lester Glenn Ford
- Maurice Schwartz & Sons, Inc.
- Mini of Monmouth
- Nissan World of Red Bank
- Platinum Mitsubishi
- Porsche Monmouth
- Raceway Kia of Freehold
- Ray Catena Lexus of Freehold
- Ray Catena Lexington 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
- World Chrysler Dodge Jeep Ram
- World Subaru
- World Volkswagen

**District 12**
- All American Ford Subaru of Old Bridge
- DCH Academy Honda
- Hunter Jersey Peterbilt-Clarksburg
- Quality Chevrolet

**District 13**
- All American Chevrolet, Inc.
- Buhrer Chrysler Jeep Dodge Contemporary Motor Cars, Inc.
- Pine Belt of Keyport
- Ray Catena Motors of Marlboro LLC
- Straub Motors, Inc.
- Tom’s Ford

**District 14**
- Balch Ford
- McGuire Cadillac
- Miller Buick GMC Corp.
- Richard Lucas Chevrolet
- Route 1 Mazda-Woodbridge
- Route 1 Toyota
- Sansone Chrysler Jeep Dodge
- Sansone Hyundai, Inc.
- Sansone Kia
- Sansone Nissan

**District 15**
- Cambria Mack Trucks, Inc.
- Linden Volkswagen
- Maplecrest of Union
- Maxon Buick GMC
- Maxon Hyundai Mazda
- Open Road Chevrolet
- Open Road Subaru
- Planet Honda
- Ray Catena of Union
- Route 22 Honda
- Route 22issan
- Route 22 Toyota
- Volkswagen of Union

**District 16**
- Acme Nissan
- Audi Princeton
- Baker Chrysler Jeep Dodge, Inc.
- Bridgewater Nissan
- Dayton Toyota
- Fiat of Somerville
- Fred Beans Hyundai of Flemington
- Fred Beans Nissan of Flemington
- Fred Beans Toyota of Flemington
- Fullerton Automotive Corp.
- Fullerton Ford
- Gabrielli Kenworth of NJ
- Honda of Princeton
- Hyundai of South Brunswick
- Land Rover Princeton
- Mercedes-Benz of Flemington
- Volkswagen of 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
- Ray Catena Infiniti
- Ray Catena Jaguar of Edison
- Ray Catena Motor Car
- Reydel Volkswagen, Inc.
- Route 18 Chrysler Jeep Dodge
- Ram
- Volvo Cars Edison

**District 19**
- Bell Ford
- McGuire Cadillac
- Miller Buick GMC Corp.
- Richard Lucas Chevrolet
- Route 1 Mazda-Woodbridge
- Route 1 Toyota
- Sansone Chrysler Jeep Dodge
- Sansone Hyundai, Inc.
- Sansone Kia
- Sansone Nissan

**District 20**
- Cambria Mack Trucks, Inc.
- Linden Volkswagen
- Maplecrest of Union
- Maxon Buick GMC
- Maxon Hyundai Mazda
- Open Road Chevrolet
- Open Road Subaru
- Planet Honda
- Ray Catena of Union
- Route 22 Honda
- Route 22issan
- 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 World of Springfield
Salerno-Duane, Inc.
Smythe Volvo, Inc.
Springfield Acura
Springfield Truck Center, Inc.
Team Welsh Jeep Chrysler

DISTRICT 22
Bell Mitsubishi
Crystal Motors
Global Auto Mall
Green Brook Buick GMC
Liccardi Chrysler Dodge
North Plainfield Nissan
VIP Honda

DISTRICT 23
Audi Bridgewater
Autosport Honda
Bill Vine’s Bridgewater Acura
BMW of Bridgewater
Bridgewater Chevrolet
Bridgewater Kia
Callaremi Cadillac Buick GMC
Clinton Acura
Honda of Hackettstown
Johnson Dodge Chrysler
Lexus of Bridgewater
Motion Kia
Opyke’s Sales & Service
Open Road of Bridgewater
Open Road Volkswagen of Bridgewater
Philipsburg Easton Honda, Inc.
Ray Catena Infiniti of Bridgewater
Rossi Chevrolet Buick GMC
Route 46 Hyundai
Route 46 Subaru
Smith Motor Company, Inc.
Toyota World of Clinton

DISTRICT 24
Audi Newton
Autosport Chevrolet
Franklin Sussex Auto Mall, Inc.
Franklin Sussex Hyundai
Hoover Truck Center
Kia of Sussex
McGuire Chevrolet Cadillac
Mercedes-Benz of Newton
Nielson Ford
Nissan of Stanhope
Open Road of Newton
Royal Buick GMC, Inc.
Subaru World of Newton
Sussex Honda
Toyota World of Newton

DISTRICT 25
Acura of Denville
Audi of Mendham
Beyer Chrysler Jeep Dodge Ram
Beyer Ford
Dover Dodge Chrysler Jeep, Inc.
Family Ford, Inc.
Gateway Kia of Denville
H & H Mack Sales
John Johnson Dodge Ram
Joyce Honda
Maplecrest Ford, Inc.
Mercedes-Benz of Morristown
Nielson Chevrolet
Nissan World of Denville
Open Road BMW of Morristown
Open Road Mazda of Morristown
Open Road Mini of Morristown
Paul Miller Volkswagen of Bernardville
Performance Ford Lincoln
Salerno-Duane Infiniti
Sawyer Lyons Buick GMC of Randolph
Schumacher Chevrolet of Denville
Subaru of Morriston
Towne Hyundai
Towne Toyota
Toyota of Morristown, Inc.
Trend Motors

DISTRICT 26
Bently Parsippany
DCH Montclair Acura
DeCozen Chrysler Jeep Dodge
Land Rover Parsippany
Mercedes-Benz of Caldwell
Ott Miller Chevrolet of West Caldwell
Paul Miller Audi
Paul Miller Honda of West Caldwell
Paul Miller Porsche
Paul Miller Subaru
Paul Miller Toyota of West Caldwell
Performance Nissan of Butler
Precision Chrysler Jeep Dodge Ram
Route 23 Auto Mall
Verner-Cadby, Inc.

DISTRICT 27
DCH Millburn Audi
Hilltop Nissan, Inc.
Jaguar Morris County
Lexus of Route 10
Madison Honda
Maserati of Morris County
Nielson Chrysler Jeep Dodge Ram
Norman Gale Buick GMC
Open Road Cadillac
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 29
All American Ford in Point Pleasant
Coast Honda
Colonial Airstream
DiFeo Kia
Honda Universe
Jim Curley Buick GMC
Larson Ford, Inc.
Pine Belt Chevrolet of Lakewood
Pine Belt Chrysler Jeep Dodge Ram
Pine Belt Subaru
Sea Breeze Ford
T & T Coast Buick GMC
Toyota World of Lakewood
Volvo Cars Manasquan

DISTRICT 30
Chevrolet of Jersey City
Honda Chrysler Jeep Dodge
Hudson Hyundai
Hudson Nissan
Hudson Subaru
Hudson Toyota
Jersey City Kia
Metro Honda
Metropolitan Truck Sales
Steven’s Jersey City Ford

DISTRICT 31
Audi Meadowlands
Beyer Bros. Corp.
Hudson County Motors
Hudson Honda
McGuire Buick GMC (NB)
United Ford

DISTRICT 32
Fette Ford, Inc.
Fette Infiniti
Garden State Honda-Clifton
Gensinger Motors, Inc.
Schumacher Chevrolet of Clifton

DISTRICT 33
Brogan Cadillac Company
Nissan 46
Route 46 Mitsubishi

DISTRICT 34
Bellavia Chevrolet Buick
East Coast Toyota
Frank’s Truck Center, Inc.
MTC Kenworth
Quality Auto Mall
Scheeler Trucks Sales & Service
Teterboro Chrysler Jeep
Three County Volkswagen Corp.

DISTRICT 35
All American Ford, Inc.
Benzel-Busch Motor Car Corp.
BMW of Tenafly
Chrysler Jeep Dodge Ram of Englewood Cliffs
D & C Honda of Tenafly
Englewood Cliffs Cadillac
Ford of Englewood, Inc.
Infini of Englewood
Jaguar Land Rover Englewood
Lexus of Englewood
Parkway Toyota
Prestige Kia
Prestige Lincoln of Englewood
Prestige Volvo Cars Englewood
Riverside Nissan
Town Motors
Toyota of Hackensack

DISTRICT 36
All American Ford of Paramus
All American Lincoln of Paramus
Chrysler Jeep Dodge Jeep of Paramus
DCH Paramus Honda
Elite Nissan of Bergenfield
Glen Toyota
Hawthorne Chevrolet
Jack Daniels Audi
Jack Daniels Kia
Jack Daniels Volkswagen
Jaguar Land Rover Paramus
Kundert Volvo Cars of Hasbrouck Heights
Lamborghini Paramus
Mazda of Lodi
McLaren of New Jersey, Inc.
Mercedes-Benz of Paramus
Nissan of Hawthorne
North Jersey Truck Center
Paramus Chevrolet
Paramus Hyundai
Park Avenue Acura
Park Avenue BMW
Paul’s Motors Sales & Service
Route 17 Nissan

DISTRICT 37
Acura of Ramsey
BMW of Ramsey
Buick GMC of Mahwah
Cadillac of Mahwah
Jack Daniels Audi-Upper Saddle
Jack Daniels Porsche
Joe Heidt Motors
Liberty Hyundai
Liberty Kia
Liberty Subaru, Inc.
Mahwah Ford Sales & Service, Inc.
Mahwah Honda
Maserati of Bergen County
Mini of Ramsey
Prestige Lexus of Ramsey
Prestige Toyota of Ramsey
Ramsey Alpha Romeo Fiat
Ramsey Chrysler Jeep Dodge Ram
Ramsey Infiniti
Ramsey Mazda
Ramsey Nissan
Ramsey Subaru
Ramsey Volvo

DISTRICT 38
Crestmont Toyota Volkswagen
Lincoln of Wayne
McGuire Buick GMC (LF)
Open Road Acura of Wayne
Paul Miller BMW
Route 23 Honda
Route 23 Kia
Route 46 Chrysler Jeep Dodge
Schumacher Chevrolet of Little Falls
Toyota Universe
Tri-County Lexus
Wayne Ford
Wayne Mazda Hyundai
Wayne Subaru, Inc.