



**City of West Jordan**  
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### *Car Dealership Data*

#### State Statute

Before being allowed to open a new car dealership, a prospective business owner is required to submit their business plans to a board comprised of competing car dealers for review. (See §13-14-302)

Final approval to open a new car dealership in Utah is granted by the Director of the Utah Department of Commerce, an unelected state official appointed by the Governor. (See §13-14-104)

State statute establishes a trade area of 15 miles between a new car dealership and any other dealership of the same brand (see §13-14-102). However, in Salt Lake County, the distance between dealerships from Salt Lake City to Murray is approximately 7 miles apart, while the distance of dealerships from Murray to Sandy is also 7 miles.

#### Demographics

In the U.S., there are 289 cities with a population of 100,000 or more. West Jordan is one of only 10 of these cities, or 3.5%, without a new car dealer. The other cities without dealerships are located in large metropolitan areas in New York, Los Angeles, and Miami.

In Utah, there are 145 new car dealers, which is the equivalent of 20,006 people per dealer. At this rate, West Jordan should be home to 5 new car dealerships.

Despite being home to approximately 47% of the County's population, the western part of Salt Lake County is home to only 3 of the 47 new car dealers in the County.

#### Industry Info

In 2012, new car dealers in Utah sold an estimated \$5.3 Billion worth of vehicles, which is 13.9% of all retail sales. Utah car dealers employed 8,153 people at an average wage of \$46,080. (Steve Oberbeck, *Salt Lake Tribune*, Sept. 19, 2012)

A recent study by Zions Bank Public Finance found that current auto related business in the city only meet 13% of the projected total demand, which amounts to \$138,016,456 per year that is not spent at West Jordan businesses. This represents an annual loss of \$690,082 in sales tax dollars to the city budget.