New Jersey Motor Vehicle Commission

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STATE OF NEW JERSEY

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MEMORANDUM REGARDING BROKERING VEHICLE SALES

This memorandum is a reminder of the prohibition against engaging in third-party brokering arrangements for the sale of vehicles.

As you are aware, pursuant to regulation, brokering is prohibited. Brokering is defined as "arranging, negotiating, facilitating, acting as an agent in, assisting in, or effectuating the purchase, sale, or lease of a motor vehicle to the general public for a fee." N.J.A.C. 13:21-15.1.

If the New Jersey Motor Vehicle Commission ("Commission") finds that a licensed new or used car dealer, or a leasing dealer, is engaging in brokering arrangements, the Commission "may deny an application for a license, revoke, suspend, or refuse to renew a license." The Commission may also deny renewal of an application if a new, used, or leasing dealer engages in certain activities including the "selling, leasing, or dealing in motor vehicles through a third-party engaged in the brokering of motor vehicles." N.J.A.C. 13:21-15.5(a)(15). Moreover, the Commission may refer these cases to the Division of Taxation.

This memorandum is being sent as a reminder of the above regulatory provisions and is not a notice of violation.

The Commission does not require you or your licensed dealership to respond to this memorandum. You are reminded that, as a licensed new, used, or leasing car dealer, if you are engaging in brokering arrangements, the Commission will take all actions that it finds to be appropriate and necessary to enforce the applicable statutes and regulations.

If you have any questions regarding your responsibilities, please feel free to contact the Business Licensing Services bureau at (609) 292-6500, ext. 5014.



Rosalie Johnson
Acting Chair and Chief Administrator
Dated: March 17, 2026