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FINANCING OF MOTOR VEHICLE SALES
MARCH, 1948

Financing of motor vehicle sales moved sharply upward in March when a total of 12,657 units were financed for \$11,689,147. The number of new vehicles financed was 4,791, and of used vehicles, 7,866. Increases over March, 1947 amounted to 37% for new and 70% for used vehicles.

New Vehicles:--Volume of new vehicle financing is running at close to peak pre-war levels. There were 4,791 units financed in March, a high proportion of which were trucks and buses which accounted for 1,972 transactions. Increases compared with March, 1947 were 36% for passenger cars and 39% for commercial vehicles.

In the first quarter of 1948, 11,319 new vehicles were financed for \$15,922,076, these totals representing increases of 30% in number and 37% in financed value compared with the 8,728 new vehicles financed for \$11,582,577 in the January-to-March period a year ago.

Used Vehicles:--Financing of used vehicles has expanded markedly in recent months. March results showed 7,866 units financed for \$5,060,818 in 1948, up 70% in number and 111% in financed value compared with the 4,631 used vehicles financed for \$2,401,529 in March, 1947. Increases in this field are currently at a much higher rate for passenger than for commercial models. Passenger car transactions increased 78% in March this year over last, while the increase for commercial vehicles was 43%.

Used vehicles financed in the first three months of this year numbered 17,684 and the amount of financing totalled \$11,333,097. Increases in number and amount were 71% and 107% respectively over the same three months of 1947 in which 10,349 units were financed to the extent of \$5,476,224.

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TABLE 1.--FINANCING OF SALES OF NEW MOTOR VEHICLES, BY PROVINCES,
MARCH, 1947 and 1948

Region	Number of Vehicles			Amount of Financing		
	1947	1948	% Change, 1948/1947	1947 \$	1948 \$	% Change, 1948/1947
Passenger Vehicles						
CANADA	2,071	2,819	+ 36.1	2,336,273	3,518,477	+ 50.6
Maritimes	118	206	+ 74.6	128,518	241,081	+ 87.6
Quebec	476	708	+ 48.7	593,636	979,117	+ 64.9
Ontario	942	1,198	+ 27.2	1,010,143	1,432,027	+ 41.8
Manitoba	122	192	+ 57.4	135,512	236,979	+ 74.9
Saskatchewan	98	109	+ 11.2	105,880	125,315	+ 18.4
Alberta	160	172	+ 7.5	170,298	203,404	+ 19.4
British Columbia.	155	234	+ 51.0	192,286	300,554	+ 56.3
Commercial Vehicles						
CANADA	1,418	1,972	+ 39.1	2,333,281	3,109,852	+ 33.3
Maritimes	113	252	+123.0	167,501	318,846	+ 90.4
Quebec	273	512	+ 87.5	549,703	878,762	+ 59.9
Ontario	533	656	+ 23.1	842,561	987,270	+ 17.2
Manitoba	96	91	- 5.2	144,806	162,936	+ 12.5
Saskatchewan	114	91	- 20.2	140,766	113,963	- 19.0
Alberta	161	197	+ 22.4	231,976	319,371	+ 37.7
British Columbia.	128	173	+ 35.2	255,968	328,704	+ 28.4
Total, Passenger and Commercial Vehicles						
CANADA	3,489	4,791	+ 37.3	4,669,554	6,628,329	+ 41.9
Maritimes	231	458	+ 98.3	296,019	559,927	+ 89.2
Quebec	749	1,220	+ 62.9	1,143,339	1,857,879	+ 62.5
Ontario	1,475	1,854	+ 25.7	1,852,704	2,419,297	+ 30.6
Manitoba	218	283	+ 29.8	280,318	399,915	+ 42.7
Saskatchewan	212	200	- 5.7	246,646	239,278	- 3.0
Alberta	321	369	+ 15.0	402,274	522,775	+ 30.0
British Columbia.	283	407	+ 43.8	448,254	629,258	+ 40.4

TABLE 2.--FINANCING OF SALES OF USED MOTOR VEHICLES, BY PROVINCES,
MARCH, 1947 and 1948

Region	Number of Vehicles			Amount of Financing		
	1947	1948	% Change, 1948/1947	1947 \$	1948 \$	% Change, 1948/1947
Passenger Vehicles						
CANADA	3,547	6,312	+ 78.0	1,490,495	3,702,839	+148.4
Maritimes	152	270	+ 77.6	63,482	165,501	+160.7
Quebec	672	715	+ 6.4	400,991	556,584	+ 38.8
Ontario	2,171	3,935	+ 81.3	780,382	2,077,875	+166.3
Manitoba	122	209	+ 71.3	43,802	142,930	+226.3
Saskatchewan	44	84	+ 90.9	18,666	58,094	+211.2
Alberta	156	342	+119.2	79,554	229,781	+188.8
British Columbia.	230	757	+229.1	103,618	472,074	+355.6
Commercial Vehicles						
CANADA	1,084	1,554	+ 43.4	911,034	1,357,979	+ 49.1
Maritimes	89	191	+114.6	55,027	143,500	+160.8
Quebec	217	297	+ 36.9	241,152	329,438	+ 36.6
Ontario	423	574	+ 35.7	303,310	405,475	+ 33.7
Manitoba	54	72	+ 33.3	34,242	47,434	+ 38.5
Saskatchewan	65	57	- 12.3	44,812	53,953	+ 20.4
Alberta	143	170	+ 18.9	126,495	151,043	+ 19.4
British Columbia.	93	193	+107.5	105,996	227,136	+114.3
Total, Passenger and Commercial Vehicles						
CANADA	4,631	7,866	+ 69.9	2,401,529	5,060,818	+110.7
Maritimes	241	461	+ 91.3	118,509	309,001	+160.7
Quebec	889	1,012	+ 13.8	642,143	886,022	+ 38.0
Ontario	2,594	4,509	+ 73.8	1,083,692	2,483,350	+129.2
Manitoba	176	281	+ 59.7	78,044	190,364	+143.9
Saskatchewan	109	141	+ 29.4	63,478	112,047	+ 76.5
Alberta	299	512	+ 71.2	206,049	380,824	+ 84.8
British Columbia.	323	950	+194.1	209,614	699,210	+233.6

TABLE 3.--FINANCING OF SALES OF NEW MOTOR VEHICLES, BY PROVINCES,
JANUARY-MARCH, 1947 and 1948

Region	Number of Vehicles			Amount of Financing		
	1947	1948	% Change, 1948/1947	1947	1948	% Change, 1948/1947
Passenger Vehicles						
CANADA	5,073	6,845	+ 34.9	5,695,070	8,502,998	+ 49.3
Maritimes	365	577	+ 58.1	387,704	667,930	+ 72.3
Quebec	1,114	1,706	+ 53.1	1,373,732	2,325,458	+ 69.3
Ontario	2,360	2,810	+ 19.1	2,554,263	3,327,781	+ 30.3
Manitoba	296	425	+ 43.6	335,621	529,856	+ 57.9
Saskatchewan ...	204	272	+ 33.3	215,548	317,938	+ 47.5
Alberta	353	463	+ 31.2	364,699	533,590	+ 46.3
British Columbia	381	592	+ 55.4	463,503	800,445	+ 72.7
Commercial Vehicles						
CANADA	3,655	4,474	+ 22.4	5,887,507	7,319,078	+ 24.3
Maritimes	349	613	+ 75.6	493,544	808,999	+ 63.9
Quebec	706	1,219	+ 72.7	1,332,841	2,029,031	+ 52.2
Ontario	1,376	1,389	+ 0.9	2,172,339	2,292,653	+ 5.5
Manitoba	200	206	+ 3.0	301,051	361,143	+ 20.0
Saskatchewan ...	249	215	- 13.7	289,854	271,222	- 6.4
Alberta	423	422	- 0.2	604,023	707,575	+ 17.1
British Columbia	352	410	+ 16.5	693,855	848,455	+ 22.3
Total, Passenger and Commercial Vehicles						
CANADA	8,728	11,319	+ 29.7	11,582,577	15,822,076	+ 36.6
Maritimes	714	1,190	+ 66.7	881,248	1,476,929	+ 67.6
Quebec	1,820	2,925	+ 60.7	2,706,573	4,354,489	+ 60.9
Ontario	3,736	4,199	+ 12.4	4,726,602	5,620,434	+ 18.9
Manitoba	496	631	+ 27.2	636,672	890,999	+ 39.9
Saskatchewan ...	453	487	+ 7.5	505,402	589,160	+ 16.6
Alberta	776	885	+ 14.0	968,722	1,241,165	+ 28.1
British Columbia	733	1,002	+ 36.7	1,157,358	1,648,900	+ 42.5

**TABLE 4. --FINANCING OF SALES OF USED MOTOR VEHICLES, BY PROVINCES,
JANUARY-MARCH, 1947 and 1948**

Region	Number of Vehicles			Amount of Financing		
	1947	1948	% Change, 1948/1947	1947 \$	1948 \$	% Change, 1948/1947
Passenger Vehicles						
CANADA	7,750	14,040	+ 81.2	3,305,454	8,248,669	+149.5
Maritimes	330	578	+ 75.2	137,556	350,173	+154.6
Quebec	1,318	1,478	+ 12.1	802,535	1,167,912	+ 45.5
Ontario	4,758	8,513	+ 78.9	1,782,407	4,445,876	+149.4
Manitoba	245	449	+ 83.3	99,473	310,154	+211.8
Saskatchewan	125	214	+ 71.2	56,923	137,250	+141.1
Alberta	392	918	+134.2	174,325	610,693	+250.3
British Columbia.	582	1,290	+224.7	252,235	1,226,611	+386.3
Commercial Vehicles						
CANADA	2,599	3,644	+ 40.2	2,170,770	3,084,418	+ 42.1
Maritimes	223	422	+ 89.2	132,888	298,844	+124.9
Quebec	502	675	+ 34.5	581,270	710,387	+ 22.2
Ontario	1,009	1,337	+ 32.5	689,886	941,183	+ 36.4
Manitoba	150	185	+ 23.3	118,688	137,965	+ 16.2
Saskatchewan	125	126	+ 0.8	88,858	112,820	+ 27.0
Alberta	378	439	+ 16.1	334,499	388,574	+ 16.2
British Columbia.	212	460	+117.0	224,681	494,645	+120.2
Total, Passenger and Commercial Vehicles						
CANADA	10,349	17,684	+ 70.9	5,476,224	11,333,087	+107.0
Maritimes	553	1,000	+ 80.8	270,444	649,017	+140.0
Quebec	1,820	2,153	+ 18.3	1,383,805	1,878,299	+ 35.7
Ontario	5,767	9,850	+ 70.8	2,472,293	5,387,039	+117.9
Manitoba	395	634	+ 60.5	218,161	448,119	+105.4
Saskatchewan	250	340	+ 36.0	145,781	250,070	+ 71.5
Alberta	770	1,357	+ 76.2	508,824	999,267	+ 96.4
British Columbia.	734	2,350	+196.0	476,916	1,721,256	+260.9

FINANCING OF MOTOR VEHICLES IN CANADA

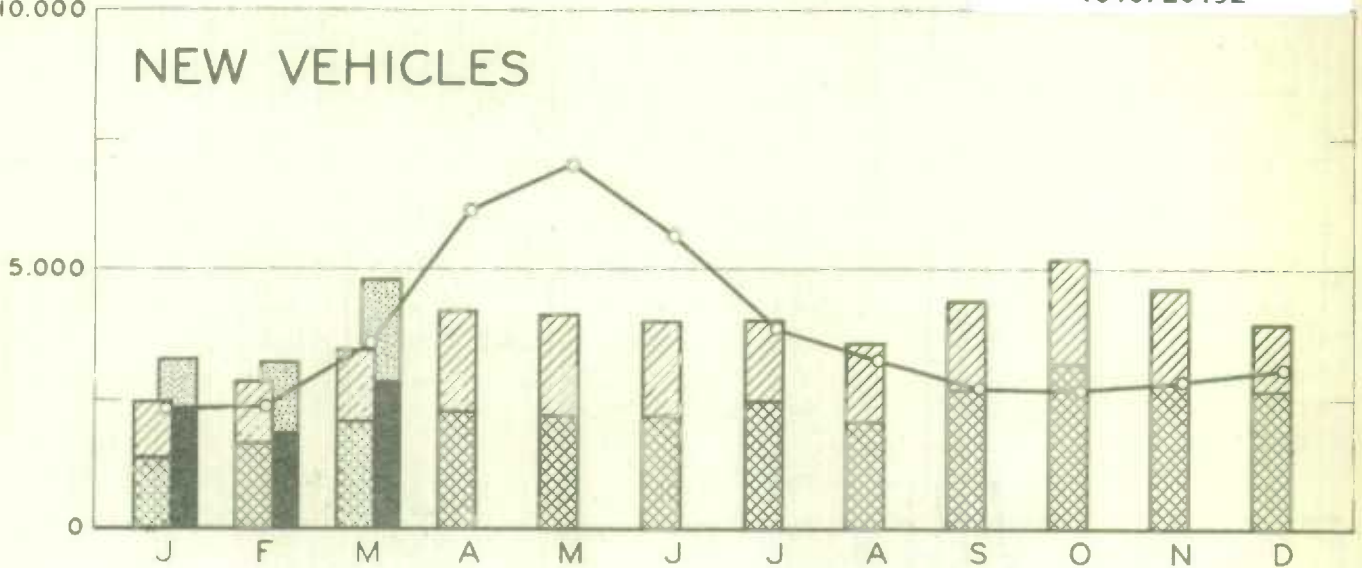
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NUMBER OF
VEHICLES
10.000

NEW VEHICLES



20.000

USED VEHICLES

