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DEPARTMENT OF TRADE AND COMMERCE  
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FINANCING OF MOTOR VEHICLE SALES  
September, 1948

Financing of motor vehicle sales in Canada during September totalled 13,009 units with a financed value of \$12,093,584. Increases over September, 1947, when 11,495 units were financed for \$10,666,437, amounted to 13% in both number and amount of financing.

In the first nine months of 1948, 116,203 vehicles were financed for \$107,296,750 compared with 85,511 units and a financed value of \$77,033,602 in the same period of 1947.

New Vehicles

New vehicle financing was 5% lower in September this year compared with September a year ago, Ontario alone among the provinces showing an increase. The decrease was somewhat larger for commercial vehicles (12%) than for passenger cars (0.3%), but the current high proportion of commercial to total vehicles continued.

Over the first nine months of the year, new vehicle financing was well ahead of 1947. There were 37,886 units financed up to the end of September, 1948 compared with 32,966 financing transactions in the similar period of 1947. Minor declines occurred in Manitoba and Saskatchewan but the trend elsewhere was upward. Commercial vehicles accounted for 17,096 of the total in 1948, and their increase of 21% over 1947 compares with a gain of 10% in new passenger car financing.

Used Vehicles

Used vehicle financing continued well above 1947 volume, the September increase in number of units financed being 25%. Activity was particularly evident in the passenger car field. Passenger cars financed numbered 7,213 out of a total of 8,801 in September and recorded an increase of 27% in comparison with a 13% gain in used commercial vehicle financing.

Cumulative results showed 78,317 used vehicles financed in the first nine months of 1948, 49% above the 1947 total. Of these, 62,990 were passenger cars. Increases for used passenger and commercial vehicles were 56% and 27% respectively.

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

Region	Number of Vehicles			Amount of Financing		
	1947	1948	% Change, 1948/1947	1947 \$	1948 \$	% Change, 1948/1947
Passenger Vehicles						
CANADA .....	2,676	2,667	- 0.3	3,230,240	3,377,195	+ 4.5
Maritimes .....	212	207	- 2.4	245,520	249,058	+ 1.4
Quebec .....	686	645	- 6.0	932,730	908,009	- 2.7
Ontario .....	1,120	1,262	+12.7	1,269,571	1,511,276	+19.0
Manitoba .....	182	129	-29.1	210,611	160,588	-23.8
Saskatchewan .....	100	96	- 4.0	110,647	121,254	+ 9.6
Alberta .....	182	145	-20.3	216,218	178,112	-17.6
British Columbia.	194	183	- 5.7	244,943	248,898	+ 1.6
Commercial Vehicles						
CANADA .....	1,749	1,541	-11.9	3,055,759	2,569,946	-15.9
Maritimes .....	196	140	-28.6	269,949	210,972	-21.8
Quebec .....	411	331	-19.5	829,222	572,823	-30.9
Ontario .....	576	598	+ 3.8	951,597	930,253	- 2.2
Manitoba .....	86	81	- 5.8	141,237	117,638	-16.7
Saskatchewan .....	106	105	- 0.9	145,075	130,475	-10.1
Alberta .....	200	156	-22.0	308,794	265,951	-13.9
British Columbia.	174	130	-25.3	409,885	341,834	-16.6
Total, Passenger and Commercial Vehicles						
CANADA .....	4,425	4,208	- 4.9	6,285,999	5,947,141	- 5.4
Maritimes .....	408	347	-15.0	515,469	460,030	-10.8
Quebec .....	1,097	976	-11.0	1,761,952	1,480,832	-16.0
Ontario .....	1,696	1,860	+ 9.7	2,221,168	2,441,529	+ 9.9
Manitoba .....	268	210	-21.6	351,848	278,226	-20.9
Saskatchewan .....	206	201	- 3.4	255,722	251,729	- 1.6
Alberta .....	382	301	-21.2	525,012	444,063	-15.4
British Columbia.	368	313	-14.9	654,828	590,732	- 9.8

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

Region	Number of Vehicles			Amount of Financing		
	1947	1948	% Change, 1948/1947	1947 \$	1948 \$	% Change, 1948/1947
Passenger Vehicles						
CANADA .....	5,667	7,213	+27.3	3,178,099	4,787,474	+50.6
Maritimes .....	247	323	+30.8	132,749	212,894	+60.4
Quebec .....	799	778	- 2.6	568,839	639,201	+12.4
Ontario .....	3,336	4,413	+32.3	1,690,639	2,650,549	+56.8
Manitoba .....	218	275	+26.1	135,574	194,776	+43.7
Saskatchewan .....	112	141	+25.9	73,329	110,086	+50.1
Alberta .....	313	504	+61.0	183,582	378,367	+106.1
British Columbia.	642	779	+21.3	393,387	601,601	+52.9
Commercial Vehicles						
CANADA .....	1,403	1,588	+13.2	1,202,339	1,358,969	+13.0
Maritimes .....	135	159	+17.8	103,243	106,578	+ 3.2
Quebec .....	302	242	-19.9	340,182	252,555	-25.8
Ontario .....	519	643	+23.9	359,897	482,725	+34.1
Manitoba .....	64	67	+ 4.7	50,503	55,237	+ 9.4
Saskatchewan .....	66	79	+19.7	56,675	66,963	+18.2
Alberta .....	176	233	+32.4	157,905	205,153	+29.9
British Columbia.	141	165	+17.0	133,934	189,758	+41.7
Total, Passenger and Commercial Vehicles						
CANADA .....	7,070	8,801	+24.5	4,380,438	6,146,443	+40.3
Maritimes .....	382	482	+26.2	235,992	319,472	+35.4
Quebec .....	1,101	1,020	- 7.4	909,021	891,756	- 1.9
Ontario .....	3,855	5,056	+31.2	2,050,536	3,133,274	+52.8
Manitoba .....	282	342	+21.3	186,077	250,013	+34.4
Saskatchewan .....	178	220	+23.6	130,004	177,049	+36.2
Alberta .....	489	737	+50.7	341,487	583,520	+70.9
British Columbia.	783	944	+20.6	527,321	791,359	+50.1

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

Region	Number of Vehicles			Amount of Financing		
	1947	1948	% Change, 1948/1947	1947 \$	1948 \$	% Change, 1948/1947
Passenger Vehicles						
CANADA .....	18,825	20,790	+10.4	21,803,205	26,195,975	+20.1
Maritimes .....	1,480	1,609	+ 8.7	1,648,027	1,904,301	+15.6
Quebec .....	4,486	5,274	+17.6	5,835,931	7,343,906	+25.8
Ontario .....	8,013	8,822	+10.1	8,783,320	10,602,481	+20.7
Manitoba .....	1,129	1,122	- 0.6	1,289,749	1,404,759	+ 8.9
Saskatchewan ....	837	917	+ 9.6	904,797	1,084,070	+19.8
Alberta .....	1,361	1,427	+ 4.8	1,475,428	1,707,101	+15.7
British Columbia.	1,519	1,619	+ 6.6	1,865,953	2,149,357	+15.2
Commercial Vehicles						
CANADA .....	14,141	17,096	+20.9	24,040,676	28,205,635	+17.3
Maritimes .....	1,498	2,066	+37.9	2,120,784	2,901,249	+36.8
Quebec .....	3,240	4,751	+46.6	6,486,551	8,477,816	+30.7
Ontario .....	4,751	5,528	+16.4	7,724,826	8,479,446	+ 9.8
Manitoba .....	788	734	- 6.9	1,255,131	1,213,168	- 3.3
Saskatchewan ....	1,086	953	-12.2	1,424,196	1,229,713	-13.7
Alberta .....	1,545	1,566	+ 1.4	2,326,004	2,532,711	+ 8.9
British Columbia.	1,233	1,498	+21.5	2,703,184	3,371,532	+24.7
Total, Passenger and Commercial Vehicles						
CANADA .....	32,966	37,886	+14.9	45,843,881	54,401,610	+18.7
Maritimes .....	2,978	3,675	+23.4	3,768,811	4,805,550	+27.5
Quebec .....	7,726	10,025	+29.8	12,322,482	15,821,722	+28.4
Ontario .....	12,764	14,350	+12.4	16,508,146	19,081,927	+15.6
Manitoba .....	1,917	1,856	- 3.2	2,544,880	2,617,927	+ 2.9
Saskatchewan ....	1,923	1,870	- 2.8	2,328,993	2,313,783	- 0.7
Alberta .....	2,906	2,993	+ 3.0	3,801,432	4,239,812	+11.5
British Columbia.	2,752	3,117	+13.3	4,569,137	5,520,889	+20.8

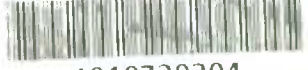
TABLE 4.--FINANCING OF SALES OF USED MOTOR VEHICLES, BY PROVINCES,  
JANUARY-SEPTEMBER, 1947 AND 1948

Region	Number of Vehicles			Amount of Financing		
	1947	1948	% Change, 1948/1947	1947 \$	1948 \$	% Change, 1948/1947
<b>Passenger Vehicles</b>						
CANADA .....	40,499	62,990	+55.5	20,862,314	39,553,067	+89.6
Maritimes .....	1,659	2,932	+76.7	816,040	1,848,509	+126.5
Quebec .....	6,031	7,457	+23.6	3,962,671	5,971,449	+50.7
Ontario .....	24,209	38,417	+58.7	11,358,705	21,883,419	+92.7
Manitoba .....	1,695	2,142	+26.4	917,291	1,391,797	+51.7
Saskatchewan ....	851	1,107	+30.1	453,901	747,717	+64.7
Alberta .....	2,285	4,068	+78.0	1,196,102	2,864,987	+139.5
British Columbia.	3,769	6,867	+82.2	2,157,604	4,845,189	+124.6
<b>Commercial Vehicles</b>						
CANADA .....	12,046	15,327	+27.2	10,327,407	13,342,073	+29.2
Maritimes .....	1,167	1,827	+56.6	840,375	1,368,568	+62.9
Quebec .....	2,564	3,169	+23.6	2,933,437	3,451,907	+17.7
Ontario .....	4,552	5,644	+24.0	3,130,949	4,016,477	+28.3
Manitoba .....	664	753	+13.4	553,977	588,264	+ 6.2
Saskatchewan ....	606	690	+13.9	458,250	596,631	+30.2
Alberta .....	1,479	1,670	+12.9	1,327,349	1,486,854	+12.0
British Columbia.	1,014	1,574	+55.2	1,083,070	1,833,372	+69.3
<b>Total, Passenger and Commercial Vehicles</b>						
CANADA .....	52,545	78,317	+49.0	31,189,721	52,895,140	+69.6
Maritimes .....	2,826	4,759	+68.4	1,656,415	3,217,077	+94.2
Quebec .....	8,595	10,626	+23.6	6,896,108	9,423,356	+36.6
Ontario .....	28,761	44,061	+53.2	14,489,654	25,899,896	+78.7
Manitoba .....	2,359	2,895	+22.7	1,471,268	1,980,061	+34.6
Saskatchewan ....	1,457	1,797	+23.3	912,151	1,344,348	+47.4
Alberta .....	3,764	5,738	+52.4	2,523,451	4,351,841	+72.5
British Columbia.	4,783	8,441	+76.5	3,240,674	6,678,561	+106.1

# FINANCING OF MOTOR VEHICLES IN CANADA

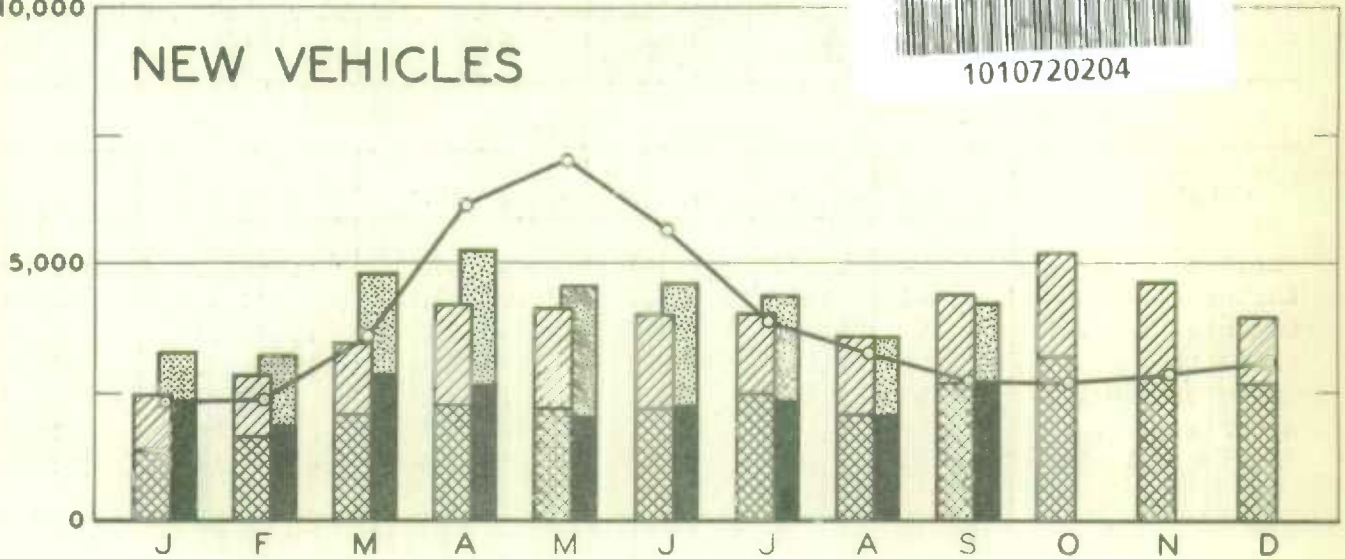
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