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New motor vehicle sales

February 2005



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Statistics Canada
Marketing and Clients Services

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Note of appreciation

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Symbols

The following standard symbols are used in Statistics Canada publications:

- . not available for any reference period
- .. not available for a specific reference period
- ... not applicable
- 0 true zero or a value rounded to zero
- 0^s value rounded to 0 (zero) where there is a meaningful distinction between true zero and the value that was rounded
- P preliminary
- r revised
- x suppressed to meet the confidentiality requirements of the *Statistics Act*
- E use with caution
- F too unreliable to be published

Note

Components may not add to totals due to rounding.

Acknowledgements

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Highlights

February 2005

- New motor vehicle sales turned around in February, jumping 12.8% and completely reversing three consecutive monthly declines. In all, dealers sold 142,658 new vehicles in February, 16,166 units more than in January. With February's rebound, overall sales reached their highest level since July 2003.

Analysis – February 2005

New motor vehicle sales turned around in February, jumping 12.8% and completely reversing three consecutive monthly declines. In all, dealers sold 142,658 new vehicles in February, 16,166 units more than in January. With February's rebound, overall sales reached their highest level since July 2003.

February's robust increase came from sales of both passenger cars (+10.4%) and trucks (+15.4%). Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses. The gain posted in February was achieved in an economic environment in which the employment and the unemployment rate were relatively stable. Also, February saw a decline (-0.6%) in the Consumer Price Index for new vehicles, partly owing to incentives offered by some automakers.

Although February's increase made up ground that had been lost during the previous three months, this upturn was partly offset by an estimated sales decline of approximately 7% in March, according to preliminary figures from the industry.

New motor vehicle sales started 2004 with a series of increases that peaked in April and subsequently remained relatively stable for the rest of the year. In 2003, sales showed sizable fluctuations in the first half of the year, then went through a period of steep declines.

Note to readers

The complete revision of seasonally adjusted data for the 2004 calendar year will be released on May 12.

All data in this release are seasonally adjusted. Seasonally adjusted provincial data back to January 1991 are available on CANSIM.

Passenger cars include those used for personal and commercial purposes, such as taxis or rental cars. Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

North American-built new motor vehicles include vehicles manufactured or assembled in Canada, the United States or Mexico. All other new motor vehicles are considered to have been manufactured overseas.

Vehicles built by transplant automakers are vehicles built or assembled in North America by foreign automakers that have established themselves here.

For reasons of confidentiality, data for Yukon, the Northwest Territories and Nunavut are included with those for British Columbia.

The New Motor Vehicle Sales Survey is compiled on the basis of figures obtained from motor vehicle manufacturers and importers. These results may vary from those obtained directly from auto dealers, due to possible differences in record keeping.

Sales of trucks and cars rebound

Consumers showed an increased preference for new trucks in February. Indeed, after three straight declines, sales of new trucks climbed 15.4% to 69,666 vehicles in February. This gain pushed up their market share to 48.8%, the highest level in six months.

New passenger car sales advanced 10.4% to 72,992 units compared with January, when sales fell.

Sales of both passenger cars and trucks rose in the first four months of 2004. They then remained relatively stable, in contrast to the steep declines observed in the second half of 2003.

Sales up in all provinces

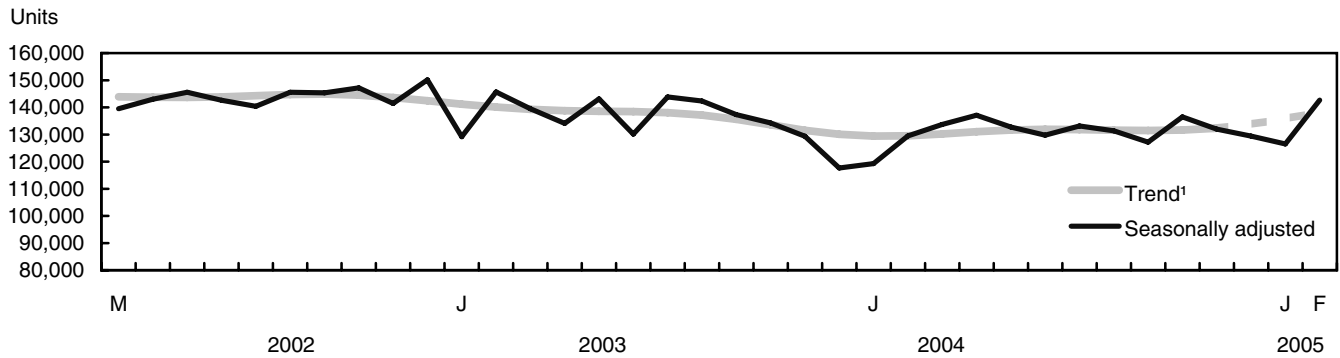
The number of new motor vehicles sold in February posted double-digit gains in all provinces compared with January, except for Alberta (+8.9%) and Quebec (+6.2%). Quebec had posted the largest gain in January.

In the Western provinces (except Manitoba), February's increase ended a string of three consecutive monthly declines. The situation was similar in Ontario, which accounted for nearly 40% of national sales.

In the Atlantic provinces, the rebound of sales in February made up for much or all of the ground lost in recent months.

Chart 1

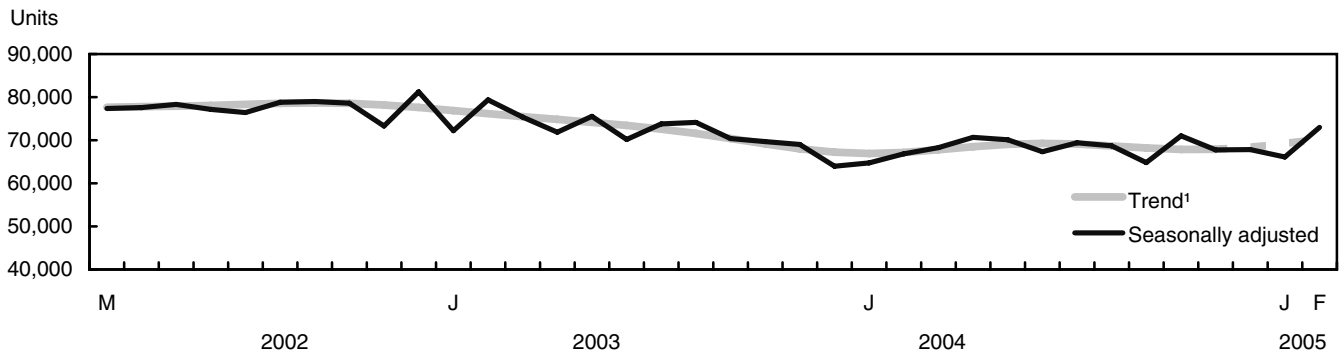
New motor vehicle sales, seasonally adjusted, in units, 2002-2005



1. Trends represent smoothed seasonally adjusted data

Chart 2

Passenger car sales, seasonally adjusted, in units, 2002-2005



1. Trends represent smoothed seasonally adjusted data

Chart 3

Truck, van and bus sales, seasonally adjusted, in units, 2002-2005



1. Trends represent smoothed seasonally adjusted data

Chart 4

Monthly distribution of the Canadian motor vehicle market (passenger cars), by origin, 2002-2005

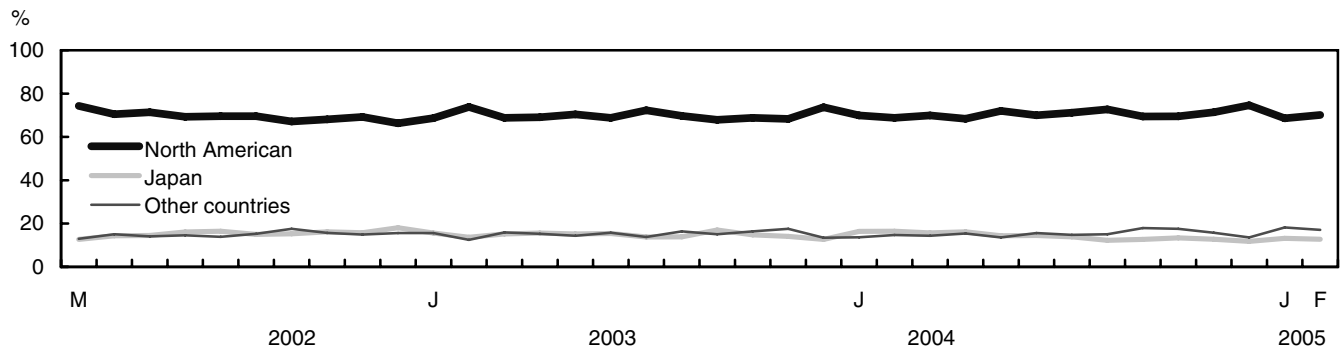
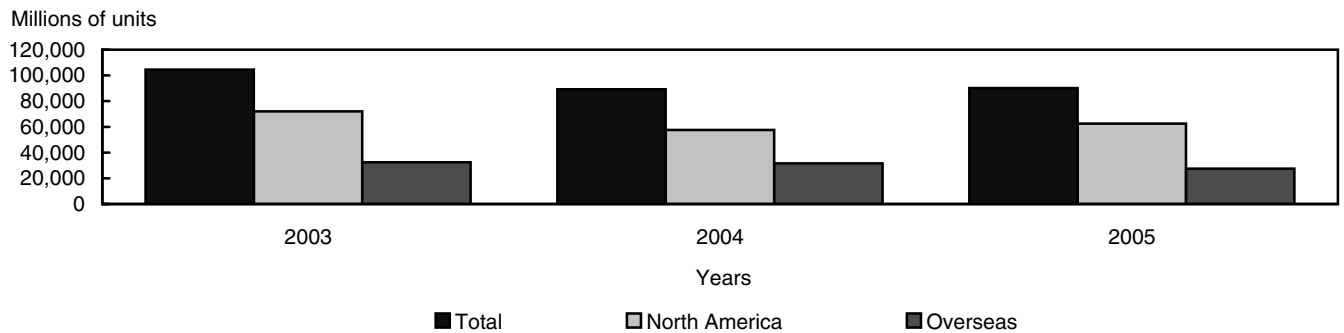


Chart 5

**Cumulative sales of new passenger cars, by origin, in units, 2003-2005
January - February**



Related products

Selected publications from Statistics Canada

63-005-X	Retail trade
63-541-X	Retail Commodity Survey, 1989
63F0006X	New motor vehicle sales seasonal factors

Selected CANSIM tables from Statistics Canada

079-0001	New motor vehicle sales, Canada, provinces and territories
079-0002	Other estimates of new motor vehicle sales, Canada, provinces and territories

Note on CANSIM

All current and historical statistics on New Motor Vehicle Sales (tables 0790001-0790002) as well as many other series are available to the public from Statistics Canada's computerized data bank CANSIM (Canadian Socio-Economic Information Management System) via terminal, on computer printouts, or in machine readable form.

For further information, please visit CANSIM.

Selected surveys from Statistics Canada

2402	New Motor Vehicle Sales Survey
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Selected tables of Canadian statistics from Statistics Canada

- *Canadian Statistics - New motor vehicle sales, by provinces (monthly)*
- *Canadian Statistics - Economic indicators, by provinces and territories (monthly and quarterly)*
- *Canadian Statistics - New motor vehicle sales*
- *Canadian Statistics - New motor vehicle sales, by provinces*

Statistical tables

Table 1-1

Monthly sales of new motor vehicles, by type and origin in units

	Total new motor vehicles		Passenger cars							
			North America		Japan		Other countries		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	No.	%	No.	%	No.	%	No.	%	No.	%
2003										
January	95,477	-14.8	34,345	-17.9	7,602	6.3	7,943	8.9	49,890	-11.3
February	105,391	1.4	37,734	1.8	8,533	12.9	8,371	5.1	54,638	3.9
March	148,922	-0.9	55,863	-3.6	12,065	2.9	11,457	0.2	79,385	-2.1
April	152,967	-8.7	59,729	-9.5	13,339	-13.3	13,725	-1.3	86,793	-8.9
May	185,419	-0.5	74,880	1.1	14,309	-18.6	14,318	-3.5	103,507	-2.8
June	149,816	-11.0	55,824	-11.3	11,164	-17.8	13,098	-5.6	80,086	-11.4
July	148,957	5.6	54,580	3.0	11,539	-4.4	12,269	-11.8	78,388	-0.7
August	145,108	-3.8	52,954	-8.0	13,297	-2.9	11,762	-11.2	78,013	-7.7
September	141,988	-1.6	50,433	-7.9	10,830	-13.6	12,023	1.8	73,286	-7.4
October	124,427	-9.8	44,518	-10.6	9,224	-32.1	11,484	-1.7	65,226	-13.1
November	115,126	-9.5	44,653	1.0	7,718	-23.3	8,185	-18.6	60,556	-5.9
December	112,870	-21.2	39,213	-24.7	7,288	-24.4	9,206	4.8	55,707	-21.0
Year	1,626,468	-6.2	604,726	-7.2	126,908	-12.2	133,841	-3.6	865,475	-7.4
2004										
January	85,238	-10.7	30,151	-12.2	7,074	-6.9	5,917	-25.5	43,142	-13.5
February	94,778	-10.1	31,676	-16.1	7,608	-10.8	6,745	-19.4	46,029	-15.8
March	149,624	0.5	52,775	-5.5	11,871	-1.6	10,904	-4.8	75,550	-4.8
April	160,195	4.7	59,271	-0.8	14,007	5.0	13,363	-2.6	86,641	-0.2
May	166,136	-10.4	67,222	-10.2	13,456	-6.0	12,650	-11.6	93,328	-9.8
June	154,134	2.9	56,132	0.6	11,601	3.9	12,504	-4.5	80,237	0.2
July	136,582	-8.3	51,686	-5.3	10,122	-12.3	10,762	-12.3	72,570	-7.4
August	136,187	-6.1	53,721	1.4	9,085	-31.7	11,137	-5.3	73,943	-5.2
September	130,699	-8.0	46,308	-8.2	8,504	-21.5	11,917	-0.9	66,729	-8.9
October	123,552	-0.7	44,405	-0.3	8,580	-7.0	10,913	-5.0	63,898	-2.0
November	120,295	4.5	43,188	-3.3	7,709	-0.1	9,565	16.9	60,462	-0.2
December	117,822	4.4	42,932	9.5	6,809	-6.6	7,832	-14.9	57,573	3.3
Year	1,575,242	-3.1	579,467	-4.2	116,426	-8.3	124,209	-7.2	820,102	-5.2
2005										
January ^r	82,019	-3.8	27,144	-10.0	5,222	-26.2	7,178	21.3	39,544	-8.3
February ^p	106,070	11.9	35,421	11.8	6,488	-14.7	8,650	28.2	50,559	9.8

Table 1-1 – continued

Monthly sales of new motor vehicles, by type and origin in units

	Total new motor vehicles		Trucks ¹					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	No.	%	No.	%	No.	%	No.	%
2003								
January	95,477	-14.8	39,097	-19.9	6,490	-7.7	45,587	-18.4
February	105,391	1.4	43,530	-4.3	7,223	21.8	50,753	-1.2
March	148,922	-0.9	60,318	-2.1	9,219	22.5	69,537	0.5
April	152,967	-8.7	56,539	-11.4	9,635	13.8	66,174	-8.4
May	185,419	-0.5	71,005	0.2	10,907	21.4	81,912	2.6
June	149,816	-11.0	60,493	-12.3	9,237	3.7	69,730	-10.5
July	148,957	5.6	60,228	12.7	10,341	19.2	70,569	13.6
August	145,108	-3.8	57,732	0.5	9,363	5.3	67,095	1.1
September	141,988	-1.6	59,257	4.2	9,445	13.6	68,702	5.4
October	124,427	-9.8	49,342	-7.7	9,859	5.1	59,201	-5.8
November	115,126	-9.5	46,522	-13.8	8,048	-9.9	54,570	-13.2
December	112,870	-21.2	50,073	-21.9	7,090	-18.5	57,163	-21.5
Year	1,626,468	-6.2	654,136	-6.4	106,857	7.1	760,993	-4.7
2004								
January	85,238	-10.7	36,140	-7.6	5,956	-8.2	42,096	-7.7
February	94,778	-10.1	42,614	-2.1	6,135	-15.1	48,749	-3.9
March	149,624	0.5	65,555	8.7	8,519	-7.6	74,074	6.5
April	160,195	4.7	64,616	14.3	8,938	-7.2	73,554	11.2
May	166,136	-10.4	64,043	-9.8	8,765	-19.6	72,808	-11.1
June	154,134	2.9	65,041	7.5	8,856	-4.1	73,897	6.0
July	136,582	-8.3	54,651	-9.3	9,361	-9.5	64,012	-9.3
August	136,187	-6.1	52,190	-9.6	10,054	7.4	62,244	-7.2
September	130,699	-8.0	54,028	-8.8	9,942	5.3	63,970	-6.9
October	123,552	-0.7	50,615	2.6	9,039	-8.3	59,654	0.8
November	120,295	4.5	50,926	9.5	8,907	10.7	59,833	9.6
December	117,822	4.4	50,948	1.7	9,301	31.2	60,249	5.4
Year	1,575,242	-3.1	651,367	-0.4	103,773	-2.9	755,140	-0.8
2005								
January r	82,019	-3.8	36,460	0.9	6,015	1.0	42,475	0.9
February p	106,070	11.9	48,157	13.0	7,354	19.9	55,511	13.9
Year								

1. Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

Note: Percentage change are year-over-year changes.

Table 1-2

Monthly sales of new motor vehicles, by type and origin in dollars

	Total new motor vehicles		Passenger cars							
			North America		Japan		Other countries		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	\$'000	%	\$'000	%	\$'000	%	\$'000	%	\$'000	%
2003										
January	2,941,847	-13.8	824,784	-17.8	178,744	2.8	238,493	10.0	1,242,022	-10.9
February	3,276,166	3.2	901,436	3.4	204,027	8.8	254,185	6.6	1,359,649	4.8
March	4,619,716	2.6	1,342,055	-1.9	287,456	-0.7	354,970	-2.0	1,984,481	-1.7
April	4,671,934	-5.5	1,447,359	-7.7	319,616	-14.5	423,686	-1.0	2,190,662	-7.6
May	5,551,388	1.6	1,808,156	2.7	344,754	-16.7	438,653	-1.7	2,591,563	-1.1
June	4,596,710	-8.7	1,352,584	-10.9	270,678	-16.9	394,456	-6.8	2,017,718	-11.0
July	4,570,411	8.9	1,305,259	3.5	264,556	-9.2	349,578	-10.9	1,919,393	-1.3
August	4,452,716	-1.4	1,258,881	-8.4	301,261	-7.8	335,482	-8.3	1,895,623	-8.3
September	4,487,201	2.9	1,209,940	-7.2	250,835	-18.5	359,903	2.5	1,820,678	-7.2
October	3,996,557	-5.7	1,076,616	-9.5	215,226	-35.4	389,239	12.1	1,681,081	-10.1
November	3,678,577	-7.3	1,092,537	3.4	180,705	-26.9	288,064	-8.6	1,561,306	-3.5
December	3,650,085	-17.2	945,611	-24.2	170,416	-26.1	305,384	8.2	1,421,411	-19.3
Year	50,493,308	-3.3	14,565,218	-6.2	2,988,274	-14.7	4,132,093	-0.9	21,685,587	-6.5
2004										
January	2,711,635	-7.8	714,925	-13.3	155,729	-12.9	183,723	-23.0	1,054,378	-15.1
February	3,005,467	-8.3	755,094	-16.2	171,197	-16.1	225,879	-11.1	1,152,171	-15.3
March	4,675,824	1.2	1,256,631	-6.4	275,102	-4.3	354,138	-0.2	1,885,871	-5.0
April	4,889,585	4.7	1,415,972	-2.2	324,034	1.4	431,751	1.9	2,171,757	-0.9
May	5,029,987	-9.4	1,606,953	-11.1	310,894	-9.8	416,381	-5.1	2,334,228	-9.9
June	4,812,540	4.7	1,350,675	-0.1	266,842	-1.4	393,117	-0.3	2,010,635	-0.4
July	4,257,660	-6.8	1,238,110	-5.1	236,014	-10.8	315,260	-9.8	1,789,384	-6.8
August	4,245,377	-4.7	1,275,856	1.3	214,269	-28.9	334,268	-0.4	1,824,394	-3.8
September	4,202,285	-6.3	1,111,777	-8.1	201,881	-19.5	357,748	-0.6	1,671,405	-8.2
October	4,009,986	0.3	1,079,295	0.2	204,766	-4.9	327,312	-15.9	1,611,373	-4.1
November	3,938,346	7.1	1,046,077	-4.3	186,617	3.3	301,390	4.6	1,534,084	-1.7
December	3,854,688	5.6	1,041,329	10.1	166,200	-2.5	261,449	-14.4	1,468,977	3.3
Year	49,633,380	-1.7	13,892,694	-4.6	2,713,545	-9.2	3,902,416	-5.6	20,508,657	-5.4
2005										
January ^r	2,687,357	-0.9	666,757	-6.7	119,763	-23.1	198,787	8.2	985,307	-6.6
February ^p	3,478,125	15.7	874,955	15.9	150,732	-12.0	245,344	8.6	1,271,031	10.3

Table 1-2 – continued

Monthly sales of new motor vehicles, by type and origin in dollars

	Total new motor vehicles		Trucks ¹					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	\$'000	%	\$'000	%	\$'000	%	\$'000	%
2003								
January	2,941,847	-13.8	1,467,829	-17.5	231,997	-2.8	1,699,826	-15.8
February	3,276,166	3.2	1,652,299	-0.9	264,219	26.6	1,916,518	2.1
March	4,619,716	2.6	2,296,628	3.0	338,607	32.7	2,635,235	6.1
April	4,671,934	-5.5	2,123,655	-7.3	357,617	25.6	2,481,272	-3.6
May	5,551,388	1.6	2,557,042	0.7	402,783	32.4	2,959,825	4.1
June	4,596,710	-8.7	2,236,697	-9.4	342,295	14.3	2,578,992	-6.8
July	4,570,411	8.9	2,274,577	15.8	376,441	31.4	2,651,017	17.8
August	4,452,716	-1.4	2,213,158	2.8	343,934	15.7	2,557,092	4.3
September	4,487,201	2.9	2,306,377	8.8	360,146	28.2	2,666,523	11.1
October	3,996,557	-5.7	1,946,666	-4.8	368,809	13.7	2,315,475	-2.3
November	3,678,577	-7.3	1,812,877	-11.0	304,393	-2.7	2,117,271	-9.9
December	3,650,085	-17.2	1,958,110	-16.3	270,563	-12.7	2,228,674	-15.9
Year	50,493,308	-3.3	24,845,915	-3.1	3,961,804	16.4	28,807,720	-0.8
2004								
January	2,711,635	-7.8	1,433,529	-2.3	223,728	-3.6	1,657,257	-2.5
February	3,005,467	-8.3	1,615,159	-2.2	238,137	-9.9	1,853,296	-3.3
March	4,675,824	1.2	2,469,121	7.5	320,831	-5.2	2,789,953	5.9
April	4,889,585	4.7	2,389,389	12.5	328,439	-8.2	2,717,827	9.5
May	5,029,987	-9.4	2,372,470	-7.2	323,288	-19.7	2,695,759	-8.9
June	4,812,540	4.7	2,473,893	10.6	328,012	-4.2	2,801,905	8.6
July	4,257,660	-6.8	2,132,569	-6.2	335,708	-10.8	2,468,276	-6.9
August	4,245,377	-4.7	2,059,566	-6.9	361,417	5.1	2,420,983	-5.3
September	4,202,285	-6.3	2,167,080	-6.0	363,800	1.0	2,530,880	-5.1
October	4,009,986	0.3	2,063,172	6.0	335,441	-9.0	2,398,613	3.6
November	3,938,346	7.1	2,078,297	14.6	325,964	7.1	2,404,261	13.6
December	3,854,688	5.6	2,041,248	4.2	344,462	27.3	2,385,711	7.0
Year	49,633,380	-1.7	25,295,493	1.8	3,829,227	-3.3	29,124,721	1.1
2005								
January ^r	2,687,357	-0.9	1,481,819	3.4	220,231	-1.6	1,702,050	2.7
February ^p	3,478,125	15.7	1,947,335	20.6	259,759	9.1	2,207,094	19.1

1. Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

Note: Percentage change are year-over-year changes.

Table 2

Average monthly prices of passenger cars, by origin

Period	North America		Japan		Other countries	
	Amount	Change	Amount	Change	Amount	Change
	\$	%	\$	%	\$	%
2003						
January	24,015	0.1	23,513	-3.2	30,026	1.1
February	23,889	1.6	23,910	-3.7	30,365	1.4
March	24,024	1.8	23,826	-3.5	30,983	-2.3
April	24,232	2.0	23,961	-1.4	30,870	0.4
May	24,147	1.6	24,093	2.3	30,636	1.9
June	24,229	0.5	24,246	1.1	30,116	-1.3
July	23,915	0.5	22,927	-5.1	28,493	1.1
August	23,773	-0.4	22,656	-5.0	28,523	3.2
September	23,991	0.8	23,161	-5.6	29,935	0.7
October	24,184	1.3	23,333	-4.8	33,894	14.1
November	24,467	2.5	23,413	-4.7	35,194	12.3
December	24,115	0.6	23,383	-2.2	33,172	3.2
Year	24,086	1.1	23,547	-2.8	30,873	2.8
2004						
January	23,712	-1.3	22,014	-6.4	31,050	3.4
February	23,838	-0.2	22,502	-5.9	33,488	10.3
March	23,811	-0.9	23,174	-2.7	32,478	4.8
April	23,890	-1.4	23,134	-3.5	32,309	4.7
May	23,905	-1.0	23,104	-4.1	32,916	7.4
June	24,062	-0.7	23,002	-5.1	31,439	4.4
July	23,954	0.2	23,317	1.7	29,294	2.8
August	23,750	-0.1	23,585	4.1	30,014	5.2
September	24,008	0.1	23,739	2.5	30,020	0.3
October	24,306	0.5	23,866	2.3	29,993	-11.5
November	24,635	0.7	23,556	0.6	28,438	-19.2
December	24,705	2.4	23,755	1.6	29,196	-12.0
Year	23,975	-0.5	23,307	-1.0	31,418	1.8
2005						
January ^r	24,564	3.6	22,934	4.2	27,694	-10.8
February ^p	24,702	3.6	23,232	3.2	28,363	-15.3
Year						

Note: Percentage changes shown are year-to-year changes.

Table 3

Monthly market share of new passenger car sales (units), by origin, Canada

Period	Total		Passenger cars					
	Units	Market share	North America		Japan		Other countries	
			Units	Market share	Units	Market share	Units	Market share
	No.	%	No.	%	No.	%	No.	%
2003								
January	49,890	100.0	34,345	68.8	7,602	15.2	7,943	15.9
February	54,638	100.0	37,734	69.1	8,533	15.6	8,371	15.3
March	79,385	100.0	55,863	70.4	12,065	15.2	11,457	14.4
April	86,793	100.0	59,729	68.8	13,339	15.4	13,725	15.8
May	103,507	100.0	74,880	72.3	14,309	13.8	14,318	13.8
June	80,086	100.0	55,824	69.7	11,164	13.9	13,098	16.4
July	78,388	100.0	54,580	69.6	11,539	14.7	12,269	15.7
August	78,013	100.0	52,954	67.9	13,297	17.0	11,762	15.1
September	73,286	100.0	50,433	68.8	10,830	14.8	12,023	16.4
October	65,226	100.0	44,518	68.3	9,224	14.1	11,484	17.6
November	60,556	100.0	44,653	73.7	7,718	12.7	8,185	13.5
December	55,707	100.0	39,213	70.4	7,288	13.1	9,206	16.5
Year	865,475	100.0	604,726	69.9	126,908	14.7	133,841	15.5
2004								
January	43,142	100.0	30,151	69.9	7,074	16.4	5,917	13.7
February	46,029	100.0	31,676	68.8	7,608	16.5	6,745	14.7
March	75,550	100.0	52,775	69.9	11,871	15.7	10,904	14.4
April	86,641	100.0	59,271	68.4	14,007	16.2	13,363	15.4
May	93,328	100.0	67,222	72.0	13,456	14.4	12,650	13.6
June	80,237	100.0	56,132	70.0	11,601	14.5	12,504	15.6
July	72,570	100.0	51,686	71.2	10,122	13.9	10,762	14.8
August	73,943	100.0	53,721	72.7	9,085	12.3	11,137	15.1
September	66,729	100.0	46,308	69.4	8,504	12.7	11,917	17.9
October	63,898	100.0	44,405	69.5	8,580	13.4	10,913	17.1
November	60,462	100.0	43,188	71.4	7,709	12.8	9,565	15.8
December	57,573	100.0	42,932	74.6	6,809	11.8	7,832	13.6
Year	820,102	100.0	579,467	70.7	116,426	14.2	124,209	15.1
2005								
January ^r	39,544	100.0	27,144	68.6	5,222	13.2	7,178	18.2
February ^p	50,559	100.0	35,421	70.1	6,488	12.8	8,650	17.1
Year								

Table 4

Provincial sales of new motor vehicles, by type and origin, in units and dollars, February

Type and origin of vehicles	Canada	Newfoundland and Labrador	Prince Edward Island	Nova Scotia	New Brunswick	Quebec
Total, new motor vehicles						
2003 (No.)	105,391	1,371	248	2,727	2,330	25,540
2004 (No.)	94,778	1,111	231	2,257	2,052	23,007
2005 (No.)	106,070	1,339	282	2,817	2,211	25,244
2005 / 2004 %	11.9	20.5	22.1	24.8	7.7	9.7
2003 (\$'000)	3,276,166	37,312	6,580	76,785	67,416	730,784
2004 (\$'000)	3,005,467	29,875	6,322	65,786	60,395	661,771
2005 (\$'000)	3,478,125	37,595	7,639	84,723	65,053	748,681
2005 / 2004 %	15.7	25.8	20.8	28.8	7.7	13.1
Passenger cars, manufactured in North America						
2003 (No.)	37,734	558	102	1,102	948	10,057
2004 (No.)	31,676	440	93	846	791	8,432
2005 (No.)	35,421	495	124	1,076	862	9,179
2005 / 2004 %	11.8	12.5	33.3	27.2	9.0	8.9
2003 (\$'000)	901,436	12,708	2,227	25,670	22,281	228,995
2004 (\$'000)	755,094	9,686	2,034	19,107	17,575	192,438
2005 (\$'000)	874,955	11,337	2,802	25,402	20,254	217,649
2005 / 2004 %	15.9	17.0	37.8	32.9	15.2	13.1
Passenger cars, manufactured in Japan						
2003 (No.)	8,533	x	x	171	x	3,158
2004 (No.)	7,608	x	x	134	x	3,345
2005 (No.)	6,488	x	x	123	x	2,751
2005 / 2004 %	-14.7	x	x	-8.2	x	-17.8
2003 (\$'000)	204,027	x	x	3,861	x	66,229
2004 (\$'000)	171,197	x	x	2,838	x	67,304
2005 (\$'000)	150,732	x	x	2,707	x	56,405
2005 / 2004 %	-12.0	x	x	-4.6	x	-16.2
Passenger cars, manufactured in other countries						
2003 (No.)	8,371	x	x	191	x	3,292
2004 (No.)	6,745	x	x	139	x	2,461
2005 (No.)	8,650	x	x	266	x	3,022
2005 / 2004 %	28.2	x	x	91.4	x	22.8
2003 (\$'000)	254,185	x	x	4,667	x	82,220
2004 (\$'000)	225,879	x	x	3,415	x	67,083
2005 (\$'000)	245,344	x	x	5,704	x	71,557
2005 / 2004 %	8.6	x	x	67.0	x	6.7
Trucks ¹, manufactured in North America						
2003 (No.)	43,530	x	x	1,092	990	7,332
2004 (No.)	42,614	x	x	1,013	977	7,196
2005 (No.)	48,157	x	x	1,206	984	8,372
2005 / 2004 %	13.0	x	x	19.1	0.7	16.3
2003 (\$'000)	1,652,299	x	x	36,829	35,771	294,048
2004 (\$'000)	1,615,159	x	x	35,937	35,960	275,950
2005 (\$'000)	1,947,335	x	x	46,279	36,416	338,331
2005 / 2004 %	20.6	x	x	28.8	1.3	22.6
Trucks ¹, manufactured overseas						
2003 (No.)	7,223	x	x	171	113	1,701
2004 (No.)	6,135	x	x	125	83	1,573
2005 (No.)	7,354	x	x	146	109	1,920
2005 / 2004 %	19.9	x	x	16.8	31.3	22.1
2003 (\$'000)	264,219	x	x	5,759	3,698	59,292
2004 (\$'000)	238,137	x	x	4,490	2,799	58,995
2005 (\$'000)	259,759	x	x	4,630	3,250	64,738
2005 / 2004 %	9.1	x	x	3.1	16.1	9.7

Table 4 – continued

Provincial sales of new motor vehicles, by type and origin, in units and dollars, February

Type and origin of vehicles	Canada	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia ¹
Total, new motor vehicles						
2003 (No.)	105,391	41,456	2,892	2,516	12,575	13,736
2004 (No.)	94,778	36,564	2,814	2,451	12,395	11,896
2005 (No.)	106,070	41,813	3,091	2,327	14,026	12,920
2005 / 2004 %	11.9	14.4	9.8	-5.1	13.2	8.6
2003 (\$'000)	3,276,166	1,301,423	96,811	82,156	437,301	439,599
2004 (\$'000)	3,005,467	1,190,858	95,262	82,615	427,023	385,560
2005 (\$'000)	3,478,125	1,413,016	108,509	80,447	503,241	429,222
2005 / 2004 %	15.7	18.7	13.9	-2.6	17.8	11.3
Passenger cars, manufactured in North America						
2003 (No.)	37,734	15,332	943	721	3,212	4,759
2004 (No.)	31,676	12,317	936	619	3,184	4,018
2005 (No.)	35,421	14,640	966	544	3,380	4,155
2005 / 2004 %	11.8	18.9	3.2	-12.1	6.2	3.4
2003 (\$'000)	901,436	376,230	22,851	17,655	79,778	113,042
2004 (\$'000)	755,094	304,705	22,569	14,999	78,068	93,913
2005 (\$'000)	874,955	374,194	24,082	13,843	84,456	100,936
2005 / 2004 %	15.9	22.8	6.7	-7.7	8.2	7.5
Passenger cars, manufactured in Japan						
2003 (No.)	8,533	2,983	109	96	553	1,181
2004 (No.)	7,608	2,081	114	65	554	1,094
2005 (No.)	6,488	1,903	93	63	488	925
2005 / 2004 %	-14.7	-8.6	-18.4	-3.1	-11.9	-15.4
2003 (\$'000)	204,027	78,058	2,749	2,554	14,580	30,215
2004 (\$'000)	171,197	52,830	2,466	1,489	13,454	26,595
2005 (\$'000)	150,732	49,837	2,312	1,484	12,680	22,471
2005 / 2004 %	-12.0	-5.7	-6.2	-0.3	-5.8	-15.5
Passenger cars, manufactured in other countries						
2003 (No.)	8,371	2,968	126	108	433	996
2004 (No.)	6,745	2,540	103	71	429	831
2005 (No.)	8,650	3,109	116	108	629	1,053
2005 / 2004 %	28.2	22.4	12.6	52.1	46.6	26.7
2003 (\$'000)	254,185	104,102	3,309	2,549	14,672	37,722
2004 (\$'000)	225,879	96,759	3,081	1,705	15,756	34,318
2005 (\$'000)	245,344	99,368	3,097	2,276	19,191	37,301
2005 / 2004 %	8.6	2.7	0.5	33.5	21.8	8.7
Trucks², manufactured in North America						
2003 (No.)	43,530	17,091	1,573	1,446	7,673	5,744
2004 (No.)	42,614	17,169	1,556	1,568	7,570	5,015
2005 (No.)	48,157	19,266	1,773	1,466	8,753	5,675
2005 / 2004 %	13.0	12.2	13.9	-6.5	15.6	13.2
2003 (\$'000)	1,652,299	626,872	62,993	54,365	302,369	218,566
2004 (\$'000)	1,615,159	639,099	63,284	59,776	294,101	192,686
2005 (\$'000)	1,947,335	783,827	73,972	58,200	359,325	227,700
2005 / 2004 %	20.6	22.6	16.9	-2.6	22.2	18.2
Trucks², manufactured overseas						
2003 (No.)	7,223	3,082	141	145	704	1,056
2004 (No.)	6,135	2,457	105	128	658	938
2005 (No.)	7,354	2,895	143	146	776	1,112
2005 / 2004 %	19.9	17.8	36.2	14.1	17.9	18.6
2003 (\$'000)	264,219	116,161	4,910	5,032	25,903	40,054
2004 (\$'000)	238,137	97,465	3,862	4,646	25,644	38,048
2005 (\$'000)	259,759	105,789	5,045	4,644	27,588	40,815
2005 / 2004 %	9.1	8.5	30.6	0.0	7.6	7.3

1. Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

Table 5-1

Year to date provincial sales of new motor vehicles, by type and origin in units, January to February

Province	Total new motor vehicles		Passenger cars							
			North America		Japan		Other countries		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	No.	%	No.	%	No.	%	No.	%	No.	%
2003										
Newfoundland and Labrador	2,335	-13.8	867	-20.4	x	x	x	x	1,281	-15.1
Prince Edward Island	458	-14.9	180	-17.4	x	x	x	x	231	-18.9
Nova Scotia	5,075	-6.5	1,983	-16.4	306	20.9	357	3.8	2,646	-10.9
New Brunswick	4,244	-11.7	1,676	-7.5	x	x	x	x	2,200	-4.4
Quebec	47,571	-3.0	18,329	-6.3	5,791	8.8	6,266	12.4	30,386	-0.2
Ontario	78,946	-9.1	29,332	-11.0	5,767	9.5	5,770	1.6	40,869	-6.9
Manitoba	5,588	-13.8	1,855	-10.2	219	-7.2	261	11.1	2,335	-7.9
Saskatchewan	4,962	-6.2	1,415	-7.6	206	13.2	229	11.7	1,850	-3.5
Alberta	25,125	-7.8	7,016	-12.1	1,162	19.5	940	8.8	9,118	-7.1
British Columbia ¹	26,564	-4.1	9,426	1.4	2,165	5.4	2,021	11.8	13,612	3.5
Canada	200,868	-7.0	72,079	-8.6	16,135	9.7	16,314	6.9	104,528	-4.0
2004										
Newfoundland and Labrador	2,082	-10.8	770	-11.2	x	x	x	x	1,080	-15.7
Prince Edward Island	436	-4.8	189	5.0	x	x	x	x	228	-1.3
Nova Scotia	4,502	-11.3	1,725	-13.0	265	-13.4	261	-26.9	2,251	-14.9
New Brunswick	3,936	-7.3	1,572	-6.2	x	x	x	x	1,971	-10.4
Quebec	42,913	-9.8	15,763	-14.0	6,432	11.1	4,679	-25.3	26,874	-11.6
Ontario	69,966	-11.4	24,449	-16.6	4,096	-29.0	4,723	-18.1	33,268	-18.6
Manitoba	5,217	-6.6	1,793	-3.3	223	1.8	180	-31.0	2,196	-6.0
Saskatchewan	4,477	-9.8	1,279	-9.6	134	-35.0	110	-52.0	1,523	-17.7
Alberta	23,697	-5.7	6,532	-6.9	990	-14.8	770	-18.1	8,292	-9.1
British Columbia ¹	22,790	-14.2	7,755	-17.7	2,136	-1.3	1,597	-21.0	11,488	-15.6
Canada	180,016	-10.4	61,827	-14.2	14,682	-9.0	12,662	-22.4	89,171	-14.7
2005										
Newfoundland and Labrador	2,296	10.3	830	7.8	x	x	x	x	1,177	9.0
Prince Edward Island	484	11.0	191	1.1	x	x	x	x	257	12.7
Nova Scotia	4,932	9.6	1,957	13.4	209	-21.1	399	52.9	2,565	13.9
New Brunswick	3,791	-3.7	1,438	-8.5	x	x	x	x	1,874	-4.9
Quebec	44,847	4.5	16,184	2.7	4,781	-25.7	5,589	19.4	26,554	-1.2
Ontario	73,505	5.1	25,294	3.5	3,579	-12.6	5,648	19.6	34,521	3.8
Manitoba	5,318	1.9	1,629	-9.1	174	-22.0	244	35.6	2,047	-6.8
Saskatchewan	4,120	-8.0	980	-23.4	116	-13.4	194	76.4	1,290	-15.3
Alberta	25,677	8.4	6,591	0.9	903	-8.8	1,226	59.2	8,720	5.2
British Columbia ¹	23,119	1.4	7,471	-3.7	1,675	-21.6	1,952	22.2	11,098	-3.4
Canada	188,089	4.5	62,565	1.2	11,710	-20.2	15,828	25.0	90,103	1.0

Table 5-1 – continued

Year to date provincial sales of new motor vehicles, by type and origin in units, January to February

Province	Total new motor vehicles		Trucks ²					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	No.	%	No.	%	No.	%	No.	%
2003								
Newfoundland and Labrador	2,335	-13.8	x	x	x	x	1,054	-12.2
Prince Edward Island	458	-14.9	x	x	x	x	227	-10.3
Nova Scotia	5,075	-6.5	2,102	-2.5	327	9.4	2,429	-1.1
New Brunswick	4,244	-11.7	1,812	-21.7	232	21.5	2,044	-18.4
Quebec	47,571	-3.0	14,032	-9.5	3,153	2.9	17,185	-7.5
Ontario	78,946	-9.1	32,266	-14.3	5,811	9.5	38,077	-11.4
Manitoba	5,588	-13.8	3,002	-19.1	251	7.7	3,253	-17.5
Saskatchewan	4,962	-6.2	2,829	-10.9	283	42.2	3,112	-7.8
Alberta	25,125	-7.8	14,681	-9.5	1,326	10.9	16,007	-8.1
British Columbia ¹	26,564	-4.1	10,811	-11.8	2,141	-6.3	12,952	-11.0
Canada	200,868	-7.0	82,627	-12.3	13,713	5.8	96,340	-10.2
2004								
Newfoundland and Labrador	2,082	-10.8	x	x	x	x	1,002	-4.9
Prince Edward Island	436	-4.8	x	x	x	x	208	-8.4
Nova Scotia	4,502	-11.3	1,984	-5.6	267	-18.3	2,251	-7.3
New Brunswick	3,936	-7.3	1,814	0.1	151	-34.9	1,965	-3.9
Quebec	42,913	-9.8	13,077	-6.8	2,962	-6.1	16,039	-6.7
Ontario	69,966	-11.4	31,758	-1.6	4,940	-15.0	36,698	-3.6
Manitoba	5,217	-6.6	2,788	-7.1	233	-7.2	3,021	-7.1
Saskatchewan	4,477	-9.8	2,731	-3.5	223	-21.2	2,954	-5.1
Alberta	23,697	-5.7	14,138	-3.7	1,267	-4.4	15,405	-3.8
British Columbia ¹	22,790	-14.2	9,392	-13.1	1,910	-10.8	11,302	-12.7
Canada	180,016	-10.4	78,754	-4.7	12,091	-11.8	90,845	-5.7
2005								
Newfoundland and Labrador	2,296	10.3	x	x	x	x	1,119	11.7
Prince Edward Island	484	11.0	x	x	x	x	227	9.1
Nova Scotia	4,932	9.6	2,085	5.1	282	5.6	2,367	5.2
New Brunswick	3,791	-3.7	1,741	-4.0	176	16.6	1,917	-2.4
Quebec	44,847	4.5	14,955	14.4	3,338	12.7	18,293	14.1
Ontario	73,505	5.1	33,584	5.7	5,400	9.3	38,984	6.2
Manitoba	5,318	1.9	3,009	7.9	262	12.4	3,271	8.3
Saskatchewan	4,120	-8.0	2,571	-5.9	259	16.1	2,830	-4.2
Alberta	25,677	8.4	15,449	9.3	1,508	19.0	16,957	10.1
British Columbia ¹	23,119	1.4	10,072	7.2	1,949	2.0	12,021	6.4
Canada	188,089	4.5	84,617	7.4	13,369	10.6	97,986	7.9

1. For reasons of confidentiality, data for the Yukon, the Northwest Territories and Nunavut have been included with the data for British Columbia.

Note: Percentage changes shown are year-to-year changes.

Table 5-2

Year to date provincial sales of new motor vehicles, by type and origin in dollars, January to February

Province	Total new motor vehicles		Passenger cars							
			North America		Japan		Other countries		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	'000\$	%	'000\$	%	'000\$	%	'000\$	%	'000\$	%
2003										
Newfoundland and Labrador	63,018	-11.4	19,678	-19.8	x	x	x	x	27,695	-15.1
Prince Edward Island	12,100	-17.1	3,995	-19.2	x	x	x	x	4,971	-23.9
Nova Scotia	146,611	-0.6	45,815	-14.7	6,815	21.7	8,070	0.0	60,700	-9.9
New Brunswick	121,158	-11.3	39,204	-6.3	x	x	x	x	50,031	-4.4
Quebec	1,352,695	-0.3	415,683	-4.2	121,838	6.2	154,561	11.8	692,083	0.8
Ontario	2,470,326	-8.0	722,157	-10.3	148,839	5.1	202,602	4.8	1,073,597	-5.8
Manitoba	185,760	-14.8	45,169	-13.1	5,402	-9.8	6,906	7.9	57,476	-10.7
Saskatchewan	162,395	-5.9	34,620	-10.3	5,271	7.3	5,613	11.7	45,505	-6.3
Alberta	856,631	-6.2	174,693	-14.0	29,124	9.7	30,509	7.4	234,327	-9.2
British Columbia ¹	847,321	-2.8	225,206	3.4	54,808	3.4	75,271	16.5	355,285	5.9
Canada	6,218,013	-5.6	1,726,220	-7.9	382,771	5.9	492,678	8.2	2,601,671	-3.3
2004										
Newfoundland and Labrador	56,641	-10.1	17,062	-13.3	x	x	x	x	23,310	-15.8
Prince Edward Island	11,714	-3.2	4,181	4.7	x	x	x	x	4,879	-1.9
Nova Scotia	131,083	-10.6	39,337	-14.1	5,757	-15.5	6,264	-22.4	51,357	-15.4
New Brunswick	115,664	-4.5	34,922	-10.9	x	x	x	x	43,143	-13.8
Quebec	1,229,746	-9.1	357,718	-13.9	128,139	5.2	122,725	-20.6	608,582	-12.1
Ontario	2,287,294	-7.4	603,665	-16.4	101,216	-32.0	174,297	-14.0	879,178	-18.1
Manitoba	175,487	-5.5	43,403	-3.9	4,939	-8.6	5,493	-20.5	53,835	-6.3
Saskatchewan	151,337	-6.8	30,989	-10.5	3,133	-40.6	2,724	-51.5	36,846	-19.0
Alberta	819,488	-4.3	157,388	-9.9	24,092	-17.3	28,248	-7.4	209,729	-10.5
British Columbia ¹	738,648	-12.8	181,356	-19.5	51,815	-5.5	62,519	-16.9	295,691	-16.8
Canada	5,717,102	-8.1	1,470,019	-14.8	326,926	-14.6	409,602	-16.9	2,206,549	-15.2
2005										
Newfoundland and Labrador	64,477	13.8	18,979	11.2	x	x	x	x	25,734	10.4
Prince Edward Island	13,136	12.1	4,421	5.7	x	x	x	x	5,640	15.6
Nova Scotia	145,743	11.2	46,046	17.1	4,565	-20.7	8,802	40.5	59,414	15.7
New Brunswick	112,915	-2.4	33,885	-3.0	x	x	x	x	42,646	-1.2
Quebec	1,324,270	7.7	382,839	7.0	96,321	-24.8	131,822	7.4	610,982	0.4
Ontario	2,485,605	8.7	644,206	6.7	93,027	-8.1	177,757	2.0	914,990	4.1
Manitoba	186,142	6.1	40,390	-6.9	4,232	-14.3	6,285	14.4	50,908	-5.4
Saskatchewan	143,359	-5.3	24,901	-19.6	2,791	-10.9	4,178	53.4	31,869	-13.5
Alberta	932,918	13.8	164,300	4.4	23,051	-4.3	36,816	30.3	224,168	6.9
British Columbia ¹	756,918	2.5	181,744	0.2	41,209	-20.5	67,034	7.2	289,986	-1.9
Canada	6,165,482	7.8	1,541,712	4.9	270,495	-17.3	444,131	8.4	2,256,338	2.3

Table 5-2 – continued

Year to date provincial sales of new motor vehicles, by type and origin in dollars, January to February

Province	Total new motor vehicles		Trucks ²					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	'000\$	%	'000\$	%	'000\$	%	'000\$	%
2003								
Newfoundland and Labrador	63,018	-11.4	x	x	x	x	35,323	-8.3
Prince Edward Island	12,100	-17.1	x	x	x	x	7,129	-11.6
Nova Scotia	146,611	-0.6	74,946	5.6	10,965	21.0	85,911	7.3
New Brunswick	121,158	-11.3	63,601	-18.7	7,526	25.7	71,127	-15.5
Quebec	1,352,695	-0.3	551,807	-3.1	108,805	8.5	660,612	-1.4
Ontario	2,470,326	-8.0	1,181,317	-13.0	215,411	15.2	1,396,728	-9.6
Manitoba	185,760	-14.8	119,249	-18.2	9,035	16.3	128,283	-16.5
Saskatchewan	162,395	-5.9	107,042	-8.9	9,847	51.2	116,890	-5.7
Alberta	856,631	-6.2	573,731	-6.5	48,575	16.3	622,306	-5.1
British Columbia ¹	847,321	-2.8	411,825	-9.1	80,210	-3.8	492,035	-8.2
Canada	6,218,013	-5.6	3,120,128	-9.5	496,216	10.9	3,616,344	-7.1
2004								
Newfoundland and Labrador	56,641	-10.1	x	x	x	x	33,331	-5.6
Prince Edward Island	11,714	-3.2	x	x	x	x	6,835	-4.1
Nova Scotia	131,083	-10.6	70,206	-6.3	9,520	-13.2	79,725	-7.2
New Brunswick	115,664	-4.5	67,486	6.1	5,035	-33.1	72,521	2.0
Quebec	1,229,746	-9.1	511,636	-7.3	109,528	0.7	621,164	-6.0
Ontario	2,287,294	-7.4	1,216,306	3.0	191,810	-11.0	1,408,116	0.8
Manitoba	175,487	-5.5	113,102	-5.2	8,550	-5.4	121,652	-5.2
Saskatchewan	151,337	-6.8	106,520	-0.5	7,970	-19.1	114,490	-2.1
Alberta	819,488	-4.3	560,676	-2.3	49,083	1.0	609,759	-2.0
British Columbia ¹	738,648	-12.8	366,991	-10.9	75,967	-5.3	442,958	-10.0
Canada	5,717,102	-8.1	3,048,688	-2.3	461,865	-6.9	3,510,553	-2.9
2005								
Newfoundland and Labrador	64,477	13.8	x	x	x	x	38,743	16.2
Prince Edward Island	13,136	12.1	x	x	x	x	7,496	9.7
Nova Scotia	145,743	11.2	77,248	10.0	9,079	-4.6	86,328	8.3
New Brunswick	112,915	-2.4	64,924	-3.8	5,346	6.2	70,270	-3.1
Quebec	1,324,270	7.7	599,883	17.2	113,405	3.5	713,288	14.8
Ontario	2,485,605	8.7	1,369,444	12.6	201,169	4.9	1,570,613	11.5
Manitoba	186,142	6.1	126,257	11.6	8,976	5.0	135,233	11.2
Saskatchewan	143,359	-5.3	102,945	-3.4	8,544	7.2	111,489	-2.6
Alberta	932,918	13.8	653,874	16.6	54,876	11.8	708,750	16.2
British Columbia ¹	756,918	2.5	394,289	7.4	72,643	-4.4	466,931	5.4
Canada	6,165,482	7.8	3,429,154	12.5	479,990	3.9	3,909,144	11.4

1. For reasons of confidentiality, data for the Yukon, the Northwest Territories and Nunavut have been included with the data for British Columbia.

Note: Percentage changes shown are year-to-year changes.

Table 6

Annual sales of new motor vehicles, by type and origin, in units and dollars, Canada

Year	Total	Passenger cars				Trucks ¹		
		Total	North America	Japan	Other countries	Total	North America	Overseas
No.								
1982	920,902	713,481	489,435	178,174	45,872	207,421	166,986	40,435
1983	1,081,088	843,318	625,088	176,525	41,705	237,770	192,609	45,161
1984	1,283,502	971,210	724,932	171,204	75,074	312,292	273,604	38,688
1985	1,530,410	1,137,216	794,965	199,221	143,030	393,194	344,871	48,323
1986	1,515,920	1,095,313	761,169	203,304	130,840	420,607	368,423	52,184
1987	1,533,637	1,065,093	700,930	243,288	120,875	468,544	417,189	51,355
1988	1,565,501	1,056,310	724,733	243,835	87,742	509,191	459,777	49,414
1989	1,483,875	988,134	675,340	239,548	73,246	495,741	422,398	73,343
1990	1,317,869	884,564	580,397	239,603	64,564	433,305	361,403	71,902
1991	1,287,790	873,184	573,297	237,701	62,186	414,606	347,671	66,935
1992	1,227,419	798,023	503,460	236,675	57,888	429,396	370,422	58,974
1993	1,192,934	739,049	493,759	196,310	48,980	453,885	402,112	51,773
1994	1,260,056	748,666	573,361	129,547	45,759	511,390	475,444	35,946
1995	1,166,535	670,190	553,265	71,493	45,432	496,345	469,590	26,755
1996	1,204,557	660,769	572,581	47,901	40,287	543,788	517,738	26,050
1997	1,424,380	738,550	629,488	66,297	42,765	685,830	628,214	57,616
1998	1,428,932	740,809	590,667	98,275	51,867	688,123	627,256	60,867
1999	1,542,041	806,450	625,292	103,016	78,142	735,591	672,444	63,147
2000	1,587,561	849,171	640,856	106,937	101,378	738,390	669,492	68,898
2001	1,597,964	868,633	619,810	122,998	125,825	729,331	647,987	81,344
2002	1,733,318	934,704	651,305	144,596	138,803	798,614	698,870	99,744
2003	1,626,468	865,475	604,726	126,908	133,841	760,993	654,136	106,857
2004	1,575,242	820,102	579,467	116,426	124,209	755,140	651,367	103,773
\$'000								
1982	9,823,971	7,037,564	4,856,340	1,551,269	629,955	2,786,407	2,423,014	363,393
1983	12,196,326	9,041,376	6,700,490	1,688,571	652,315	3,154,950	2,728,842	426,108
1984	15,679,760	11,138,931	8,176,591	1,928,031	1,034,309	4,540,829	4,136,482	404,347
1985	19,890,119	13,707,637	9,545,156	2,325,922	1,836,559	6,182,482	5,641,518	540,964
1986	21,841,550	14,669,730	9,856,684	2,811,893	2,001,153	7,171,820	6,441,827	729,993
1987	24,471,752	15,748,410	10,031,338	3,567,223	2,149,849	8,723,342	7,930,138	793,204
1988	26,865,327	16,709,476	11,080,866	3,784,902	1,843,708	10,155,851	9,369,528	786,323
1989	26,959,378	16,541,801	11,034,684	3,887,341	1,619,774	10,417,577	9,059,482	1,358,095
1990	24,888,751	15,245,831	9,784,293	4,015,958	1,445,580	9,642,918	8,210,502	1,432,416
1991	22,855,626	14,103,545	9,038,584	3,789,001	1,275,960	8,752,081	7,503,659	1,248,422
1992	23,484,453	13,691,747	8,450,515	4,053,784	1,187,448	9,792,706	8,613,980	1,178,726
1993	24,630,368	13,278,183	8,620,651	3,560,912	1,096,620	11,352,185	10,227,081	1,125,104
1994	27,893,795	14,182,894	10,595,001	2,346,168	1,241,727	13,710,902	12,846,447	864,453
1995	28,168,806	13,882,004	11,070,368	1,492,451	1,319,184	14,286,804	13,544,980	741,824
1996	31,485,777	14,510,882	12,062,092	1,118,289	1,330,501	16,974,894	16,115,584	859,309
1997	38,986,224	16,836,615	13,809,161	1,519,604	1,507,852	22,149,610	20,341,263	1,808,346
1998	40,255,777	17,054,244	13,101,703	2,110,330	1,842,211	23,201,534	21,165,239	2,036,296
1999	45,317,914	19,017,278	14,138,902	2,246,522	2,631,853	26,300,638	24,055,653	2,244,986
2000	46,930,514	20,790,660	15,089,665	2,431,251	3,269,743	26,139,852	23,745,933	2,393,922
2001	46,886,252	21,168,628	14,575,745	2,882,386	3,710,497	25,717,623	22,958,458	2,759,162
2002	52,227,499	23,191,483	15,521,295	3,501,294	4,168,898	29,036,014	25,633,136	3,402,877
2003	50,493,308	21,685,587	14,565,218	2,988,274	4,132,093	28,807,720	24,845,915	3,961,804
2004	49,633,380	20,508,657	13,892,694	2,713,545	3,902,416	29,124,721	25,295,493	3,829,227

1. Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

Table 7

Canada, monthly sales of new motor vehicles, in units, by type and origin, seasonally adjusted

Period	Total new motor vehicles		Passenger cars				Trucks ¹	
	Units	Month/month change	North America		Overseas		Total	
			Units	Month/month change	Units	Month/month change	Units	Month/month change
	No.	%	No.	%	No.	%	No.	%
2003								
January	129,208	-13.9	47,653	-16.2	24,563	0.7	56,991	-17.3
February	145,689	12.8	54,791	15.0	24,561	0.0	66,337	16.4
March	139,488	-4.3	52,064	-5.0	23,289	-5.2	64,135	-3.3
April	134,081	-3.9	50,318	-3.4	21,558	-7.4	62,205	-3.0
May	143,104	6.7	54,128	7.6	21,404	-0.7	67,572	8.6
June	130,162	-9.0	49,137	-9.2	21,040	-1.7	59,985	-11.2
July	143,837	10.5	52,744	7.3	21,048	0.0	70,046	16.8
August	142,324	-1.1	52,442	-0.6	21,714	3.2	68,169	-2.7
September	137,324	-3.5	49,574	-5.5	20,809	-4.2	66,942	-1.8
October	134,272	-2.2	49,369	-0.4	20,310	-2.4	64,594	-3.5
November	129,341	-3.7	49,376	0.0	19,631	-3.3	60,334	-6.6
December	117,636	-9.0	43,130	-12.6	20,823	6.1	53,684	-11.0
2004								
January	119,262	1.4	44,124	2.3	20,605	-1.0	54,533	1.6
February	129,477	8.6	46,370	5.1	20,479	-0.6	62,628	14.8
March	133,727	3.3	47,370	2.2	20,916	2.1	65,440	4.5
April	137,101	2.5	49,624	4.8	21,047	0.6	66,430	1.5
May	132,778	-3.2	49,686	0.1	20,410	-3.0	62,682	-5.6
June	129,722	-2.3	47,657	-4.1	19,688	-3.5	62,378	-0.5
July	133,142	2.6	50,230	5.4	19,176	-2.6	63,736	2.2
August	131,343	-1.4	50,895	1.3	17,794	-7.2	62,654	-1.7
September	127,163	-3.2	45,593	-10.4	19,213	8.0	62,357	-0.5
October	136,491	7.3	50,381	10.5	20,625	7.3	65,485	5.0
November ^r	131,991	-3.3	44,273	-12.1	23,480	13.8	64,238	-1.9
December ^r	129,428	-1.9	45,253	2.2	22,558	-3.9	61,617	-4.1
2005								
January ^r	126,492	-2.3	44,774	-1.1	21,334	-5.4	60,384	-2.0
February ^p	142,658	12.8	51,645	15.3	21,347	0.1	69,666	15.4

1. Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

Note: Percentage changes shown are month-to-month changes.

Table 8

Monthly sales of new motor vehicles, in units, by province, seasonally adjusted

Period	Canada	Newfoundland and Labrador	Prince Edward Island	Nova Scotia	New Brunswick	Quebec
2003						
January	129,208	1,665	327	3,530	2,885	33,282
February	145,689	2,130	419	3,992	3,394	36,927
March	139,488	2,038	405	3,722	3,124	36,068
April	134,081	2,077	381	3,750	3,008	34,980
May	143,104	2,109	429	3,950	3,338	36,897
June	130,162	2,151	357	3,720	3,185	34,272
July	143,837	2,243	414	4,436	3,583	36,638
August	142,324	2,422	454	4,007	3,268	37,551
September	137,324	2,106	397	3,630	3,110	35,793
October	134,272	2,122	427	4,005	3,027	34,435
November	129,341	2,101	377	3,858	2,869	33,565
December	117,636	2,264	343	3,760	2,619	29,777
2004						
January	119,262	1,798	336	3,530	2,842	31,350
February	129,477	1,812	380	3,315	2,908	33,346
March	133,727	1,833	373	3,876	2,857	35,532
April	137,101	1,872	460	3,838	2,925	35,666
May	132,778	1,979	382	3,843	2,686	34,077
June	129,722	1,820	376	4,027	2,754	33,887
July	133,142	1,947	398	3,734	2,961	34,556
August	131,343	2,017	386	3,760	2,994	32,881
September	127,163	1,968	413	3,746	2,927	32,420
October	136,491	2,315	407	4,019	3,269	34,024
November ^r	131,991	1,925	356	3,640	2,756	34,252
December ^r	129,428	1,854	409	3,634	2,828	32,953
2005						
January ^r	126,492	1,886	378	3,697	2,544	33,956
February ^p	142,658	2,101	453	4,065	3,032	36,078

Table 8 – continued

Monthly sales of new motor vehicles, in units, by province, seasonally adjusted

Period	Canada	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia and the Territories ¹
2003						
January	129,208	49,445	3,464	3,056	16,111	15,444
February	145,689	58,354	3,980	3,585	17,109	15,800
March	139,488	55,910	3,895	3,535	16,271	14,520
April	134,081	52,876	3,871	3,139	15,644	14,353
May	143,104	56,881	4,083	3,501	16,929	14,988
June	130,162	50,338	3,974	3,205	15,598	13,361
July	143,837	54,516	4,150	3,931	17,937	15,989
August	142,324	53,245	4,008	3,880	17,163	16,326
September	137,324	53,292	3,857	3,507	15,994	15,638
October	134,272	51,669	3,775	3,492	16,135	15,186
November	129,341	48,772	3,660	3,110	15,867	15,161
December	117,636	44,475	3,345	3,203	13,692	14,158
2004						
January	119,262	45,292	3,377	2,653	14,693	13,391
February	129,477	50,453	3,803	3,432	16,318	13,711
March	133,727	50,905	3,817	3,225	16,075	15,233
April	137,101	53,268	4,184	3,343	16,213	15,332
May	132,778	51,410	3,824	3,192	16,213	15,172
June	129,722	49,049	3,868	3,175	15,705	15,062
July	133,142	51,056	3,754	3,265	16,273	15,197
August	131,343	50,354	3,791	3,428	16,519	15,211
September	127,163	47,402	3,743	3,071	16,257	15,216
October	136,491	51,987	3,830	3,455	17,413	15,772
November ^r	131,991	49,624	3,637	3,303	17,143	15,355
December ^r	129,428	49,086	3,705	3,044	16,648	15,268
2005						
January ^r	126,492	47,653	3,548	2,632	16,611	13,587
February ^p	142,658	56,492	4,016	3,158	18,094	15,170

Definitions

Trucks

Trucks include light and heavy trucks, minivans, sport utility vehicles, vans, coaches and buses, regardless of their intended use.

Passenger car

The term passenger car refers to all vehicles whose primary function is to carry passengers, excluding those vehicles classified as a commercial vehicle (see definition above). Passenger cars also include cars used for commercial purposes, i.e. taxis, auto rentals and other car fleets.

Country of origin

New motor vehicles fall into two categories defined on the basis of origin: those manufactured in North America and those manufactured overseas. The latter are imported in a fully assembled state from countries other than the United States or Mexico. All passenger cars and commercial vehicles assembled in Canada, Mexico and the United States and sold in Canada classified are as North American manufactured vehicles.

Motor vehicle sales - units

The number of new motor vehicles sold in Canada.

Motor vehicle sales - dollars

Net sales refers to the selling price to the consumer, i.e., manufacturer's invoice price plus estimated dealer's markup, including charges for standard and optional accessories. Sales taxes are excluded.

Average price of passenger cars

The average price is obtained by dividing the total dollar sales by the number of units sold. Therefore, changes in the average price reflect variations in the models sold as well as price changes. For example, an increase in the average price for passenger cars may reflect both a shift to more expensive models as well as price increases.

Appendix I

Scope of the survey

The interest in and need for detailed statistics on the automobile industry arose years ago, when the industry began playing a prominent role in the Canadian economy. For over 50 years, Statistics Canada has been collecting and disseminating statistical information on the retail sales¹ of new motor vehicles. Not only are these statistics required to produce estimates of Canadian consumer spending for the national accounts and the gross domestic product, but they have also served and continue to serve as one of the most important, most often requested indicators of the health of Canada's economy.²

However, estimates of the total retail sales volume of new motor vehicles were not sufficient to meet the incessant demand for more information. There came an increasing need for data on the characteristics of the fleet of new vehicles sold at retail, either to learn more about the preferences of Canadian consumers or to assess the penetration of the Canadian market by major foreign manufacturers. Statistics on new motor vehicle sales were expanded in the early 1970s to provide separate figures for Japanese vehicle sales.

The statistics in this report cover exclusively retail sales of new motor vehicles within Canada's borders. Data are derived from a postal survey (a census - see the methodology section at the end of the report for more details).

Other statistics connected with the automobile industry (sales of new and used car dealers, auto parts and accessories stores and so on) are available on the monthly Retail Trade survey (Catalogue No. 63-005). For further information, please contact the Retail Commodity Section, Distributive Trades Division, Statistics Canada, Ottawa, K1A 0T6, (Telephone: 613-951-3549 or toll free at 1-877-421-3067).

Data quality and methodology

This survey is a census of all motor vehicle manufacturers and importers known to be active in Canada.

The value of sales is reported at selling price to consumer (i.e. the manufacturer's invoice price plus estimated dealer's markup, charges for standard equipment and options, less provincial sales tax and federal goods and services tax (G.S.T.) and harmonized sales tax (H.S.T.)).

The response rate for this survey is generally 100%. Minimal estimation is required so there is little bias resulting from non-response introduced in these data.

All attempts have been made to minimize the non-sampling errors: the questionnaires used in the survey have been carefully designed to minimize different interpretations; detailed acceptance testing has been carried out for the different stages of editing and processing.

Data confidentiality

Statistics Canada is prohibited by law from publishing any statistics which would divulge information relating to any identifiable business without the previous consent in writing of that business.³ The disclosure of data likely to reveal specific information on the activity of a particular company is systematically and rigorously controlled and regulated

1. According to the 1980 Standard Industrial Classification Manual, "establishments included in retail trade are those primarily engaged in retail dealing, i.e., buying commodities for resale to the general public for personal or household consumption..."

2. The new motor vehicle sales series is one of ten statistical series making up the leading indicator developed by Statistics Canada for current economic analysis purposes.

3. See Section 17 of the Statistics Act (Chapter 5-19), entitled «Secrecy».

to prevent the publication or disclosure of any information deemed confidential. The rules regarding confidentiality are therefore applied in such a way that no data are shown for cells (or statistical units). If information is withheld for reasons of confidentiality an "X" will appear in the appropriate cell of this publication.

Another way of preserving data confidentiality without having to enter an "X" is to combine (consolidate) the information **from selected regions** (or selected cells) for the same item. The data in question can be aggregated and published in a less detailed, but still confidential, form. For example, the data for the Northwest Territories, the Yukon and Nunavut are included with the British Columbia data.

Seasonal adjustment

Time series contain the elements essential to the description, explanation and forecasting of the behaviour of an economic phenomenon: "They are statistical records of the evolution of economic processes through time."⁴ In using time series to observe economic activity, economists and statisticians have identified four characteristic behavioural components: the long-term movement or trend, the cycle, the seasonal (variations) and the irregular (fluctuations). These movements are caused by various economic, natural or institutional factors. The **seasonal variations** occur periodically on a more or less regular basis over the course of the year as a result of seasonal changes in weather, statutory holidays and other events which occur at fairly regular intervals and thus have a major impact on the rate of economic activity.

In the interest of accurately interpreting the fundamental evolution of an economic phenomenon and producing forecasts of superior quality, Statistics Canada uses the X-11-ARIMA seasonal adjustment method⁵ to seasonally adjust its time series. The ARIMA part of this method minimizes the impact of seasonal variations on the series and essentially consists of adding one year of estimated data onto each end of the original series before it is seasonally adjusted per se. The estimated data are derived from forecasts and back casts using ARIMA (Autoregressive Integrated Moving Average) models of the Box-Jenkins type.

The X-11 part of the X-11-ARIMA program uses primarily the ratio-to-moving average method to smooth the modified series and obtain a preliminary estimate of the trend-cycle, to calculate the ratios of the original series (fitted) to the estimates of the trend-cycle and to estimate the seasonal factors from these ratios. The final seasonal factors are produced only after these operations have been repeated several times. These procedures, used to determine the seasonal factors necessary to calculate the final seasonally adjusted data, are, since February 1983, executed every month instead of once a year. This permits us to update each month, the reference series from which we derive the final estimations of the seasonal factors employing the most current data available.

While seasonal adjustment permits a better understanding of the underlying trend-cycle of a series, the seasonally-adjusted series still contains an irregular component. Slight month-to-month variations in the seasonally adjusted series may be simple irregular movements; to get a better idea of the underlying trend, users must examine several months of seasonally adjusted series.

To assist the user, the Months of Cyclical Dominance number, MCD, is provided.⁶ The MCD is the shortest monthly span for which a certain ratio becomes and remains less than one, that is, the ratio for which the absolute average percentage change of the trend-cycle of the seasonally adjusted series becomes greater than the absolute average per cent change of the irregular component. The MCD can be interpreted as the number of months over which a change in the seasonally adjusted series must move in a given direction before one can be reasonably certain that the trend-cycle of that series also has moved in the given direction. Clearly small MCD's are desirable and indicative of a smooth series. Applying a moving average to the seasonally adjusted data of MCD length tends to smooth irregular movements which may obscure the underlying trend-cycle. The MCD moving average provides a method of reducing all types of series to approximately the same degree of smoothness, whatever the size of the irregular component in the original series.

4. «A Note on the Seasonal adjustment of Economic Time Series,» *Canadian Statistical Review*, August 1974.

5. For further information see the X-11-ARIMA/88 Seasonal Adjustment Method, by Estelle Bee Dagum, Statistics Canada.

6. MCD = 8 for North American passenger cars. MCD = 3 for Overseas passenger cars. MCD = 7 for Commercial vehicles.

Revision procedures

The seasonally adjusted estimates are revised for the three months preceding the reference period. Monthly unadjusted data are revised for the previous month, when new information is made available to Statistics Canada. In addition, unadjusted new motor vehicle sales are revised each year, for the latest year, in the February issue of this publication. At that time, monthly seasonally adjusted estimates for the latest four years of data are revised.

Appendix II

List of North American motor vehicle manufacturers

B.M.W. Canada Inc.
Blue Bird Body Co.
DaimlerChrysler Canada Inc.
Ford Motor Company of Canada Limited
Freightliner of Canada Ltd.
General Motors of Canada Limited
Honda Canada Inc.
Hyundai Auto Canada Inc.
International Truck and Engine Corporation Canada
Kenworth Div., Paccar of Canada Ltd.
Mack Canada Inc.
Mazda Canada Inc.
Mitsubishi Motor Sales of Canada, Inc.
Motor Coach Industries Limited
New Flyer Industries Ltd.
Nissan Canada Inc.
Nova Bus Corp.
Orion Bus Industries Inc.
Peterbilt Div., Paccar of Canada Ltd.
Prévost Car Inc.
Sterling Heavy Duty TrucksSubaru Canada Inc.
Subaru Canada Inc.
Suzuki Canada Inc.
Thomas Built Buses of Canada Ltd.

Toyota Canada Ltd.

Volkswagen Canada Inc.

Volvo Trucks Canada Inc.

Western Star Trucks Inc.

List of importers and distributors of overseas manufactured motor vehicles

Japan

General Motors of Canada Ltd.

Hino Diesel Trucks Canada Ltd.

Honda Canada Inc.

Mazda Canada Inc.

Mitsubishi Motor Sales of Canada, Inc.

Nissan Canada Inc.

Subaru Canada Inc.

Suzuki Canada Inc.

Toyota Canada Inc.

Other Countries

B.M.W. Canada Inc.

Daewoo Auto Canada Inc.

Ford Motor Company of Canada Limited

General Motors Canada Ltd.

Hyundai Auto Canada Inc.

Jaguar Canada Inc.

Kia Canada Inc.

Land Rover group Canada Inc.

Mercedes-Benz Canada Inc.

Porsche Cars of Canada Ltd.

Volkswagen Canada Inc.

Volvo Cars of Canada Ltd.