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New Motor Vehicle Sales

December 2006



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Statistics Canada
Distributive Trades Division

New Motor Vehicle Sales

December 2006

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Note of appreciation

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User information

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.

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Highlights

December 2006

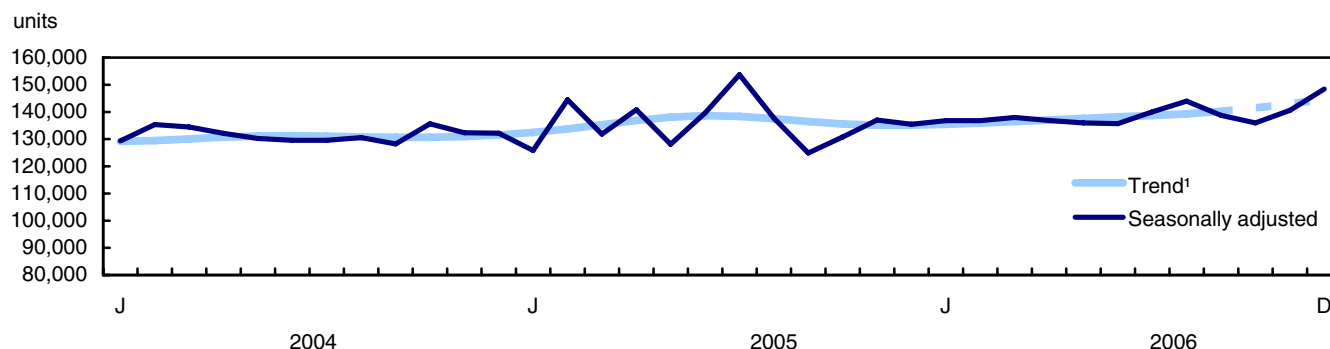
- Surging sales in December helped make 2006 the second best year ever for new motor vehicle dealers.

Analysis – December 2006

Surging sales in December helped make 2006 the second best year ever for new motor vehicle dealers.

New motor vehicle sales increased 5.6% in December. Strong demand for both passenger cars and trucks brought sales to 148,452 vehicles, the highest sales level since the peak in July 2005.

Chart 1
New motor vehicle sales, seasonally adjusted, in units, 2003-2006



1. Trends represents smoothed seasonally adjusted data.

The gain in December helped to push total sales for 2006 to 1,666,327 vehicles, the second highest annual sales level on record. New motor vehicle sales rose 2.2% in 2006, following the 3.5% gain in 2005. New motor vehicle sales had declined in 2004 and 2003, after reaching a peak of 1.7 million units in 2002. Previously, annual sales had not declined since 1995.

Despite fluctuations, sales of new motor vehicles were strong in the second half of 2006, up 3.4% from the first half. Sales in the early months of 2006 were relatively stable before surging in July and August with the return of "employee pricing" and other incentive programs. Sales in 2005 were extremely volatile, as they were heavily influenced by the introduction and later removal of major promotions and incentive programs.

Preliminary sales data from the automotive industry indicate that sales declined approximately 4% in January, due entirely to lower demand for passenger cars.

Note to readers

At the end of each calendar year, seasonally adjusted monthly figures are revised to equal the sum of the unadjusted estimates. Revised seasonally adjusted figures are presented this month for September to November 2006. The complete revision of seasonally adjusted data for the 2006 calendar year will be released in April. All annual comparisons in this release use the sum of unadjusted monthly estimates.

All data referring to December are seasonally adjusted.

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.

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.

Truck sales reach all-time high in 2006

Throughout 2006, continued demand for trucks (which include minivans, sport-utility vehicles, light and heavy trucks, vans and buses) drove truck sales 2.3% higher than in 2005. Truck sales reached a record high of 803,166 vehicles in 2006. This was the second consecutive annual increase for trucks, after increasing 4.0% in 2005.

Passenger car sales also saw an increase in 2006, rising 2.1% to 863,161 vehicles. This advance was entirely attributed to overseas-built passenger cars, which surged ahead 7.2%, to the highest annual sales level ever recorded for overseas-built cars. Sales of North American-built passenger cars remained relatively flat in 2006, edging down 0.3%. Sales of North American-built passenger cars have experienced declines in three of the last four years.

Both car and truck sales strong in December

Truck sales increased for a third consecutive month in December, climbing 6.4%. Consumer preference for trucks remained strong in the second half of the year with sales increasing in five of the last six months. In the first half of 2006, truck sales were relatively flat following a period of instability in 2005.

Passenger car sales advanced 4.8% in December. This advance, combined with the 5.7% gain in November, more than offset the 7.3% plunge in October. North American-built passenger cars rose 6.5% in December, reaching 50,754 vehicles, the highest unit sales since April 2005. Sales of overseas-built passenger cars edged up 1.4%, partially recovering from the 1.7% decline in November.

Strength in the West

The number of new motor vehicles sold increased in eight provinces in December, with British Columbia (+11.1%), Alberta (+10.8%) and Manitoba (+6.1%) experiencing the largest gains. Sales in Alberta reached 22,079 vehicles, the highest number of units ever recorded for the province. For British Columbia and Alberta, December gains more than offset the declines in November. The increase in Manitoba marks the fourth consecutive monthly increase and the highest unit sales since the peak reached in July 2005.

Nova Scotia (-5.6%) and Prince Edward Island (-2.1%) were the only provinces to register declines in December. Sales in Nova Scotia have been on a slight upward trend since the end of 2005, while sales in Prince Edward Island have remained relatively flat during the same period.

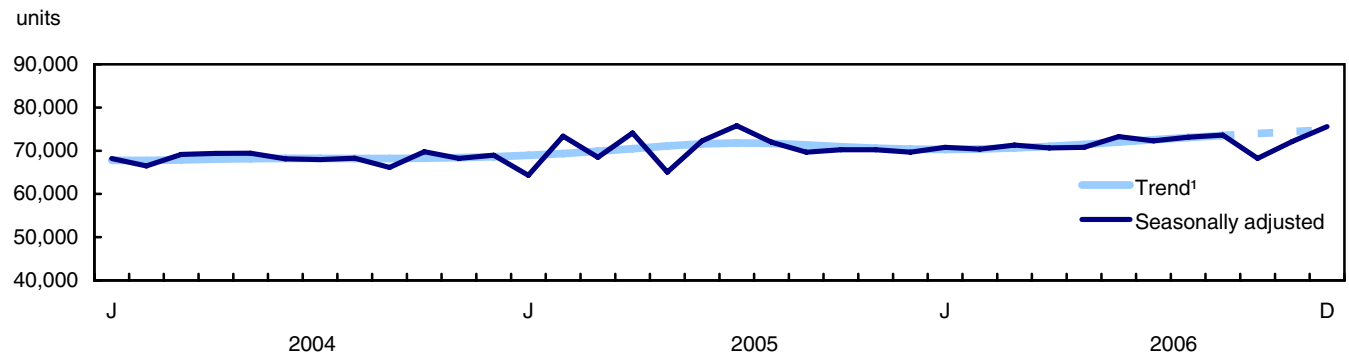
Alberta leads annual gains

Overall, seven provinces posted annual gains in new motor vehicle sales in 2006. Alberta led the way with an 11.9% increase, the third consecutive annual increase for the province. British Columbia (+4.3%), Nova Scotia (+3.4%) and New Brunswick (+3.4%) also posted annual sales gains in 2006 which exceeded the national average (+2.2%).

Newfoundland and Labrador (-2.9%), Manitoba (-1.2%) and Quebec (-0.9%) were the only provinces to experience annual declines in 2006.

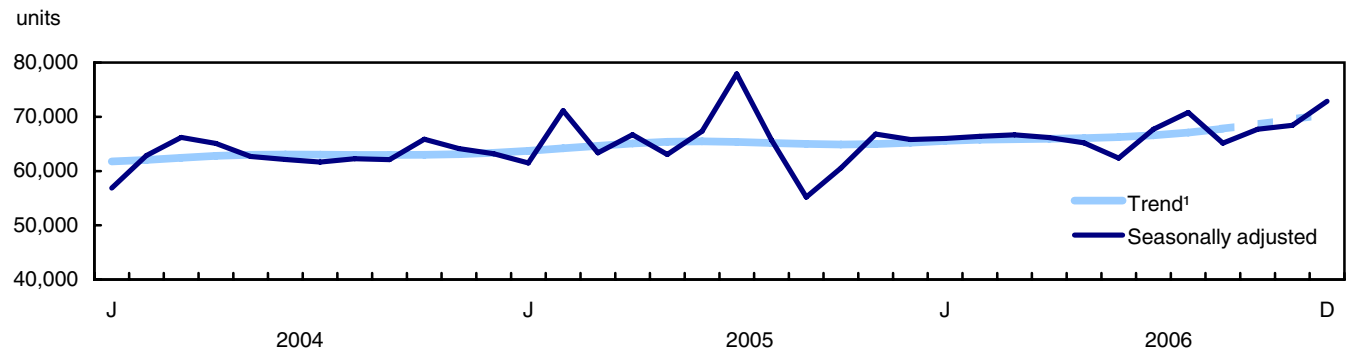
A more detailed look at new motor vehicle sales in 2006 will be released in the spring.

Chart 2
Passenger car sales, seasonally adjusted, in units, 2003-2006



1. Trends represent smoothed seasonally adjusted data.

Chart 3
Truck, van and bus sales, seasonally adjusted, in units, 2003-2006



1. Trends represent smoothed seasonally adjusted data.

Chart 4
Monthly distribution of the Canadian motor vehicle market (passenger cars), by origin, 2003-2006

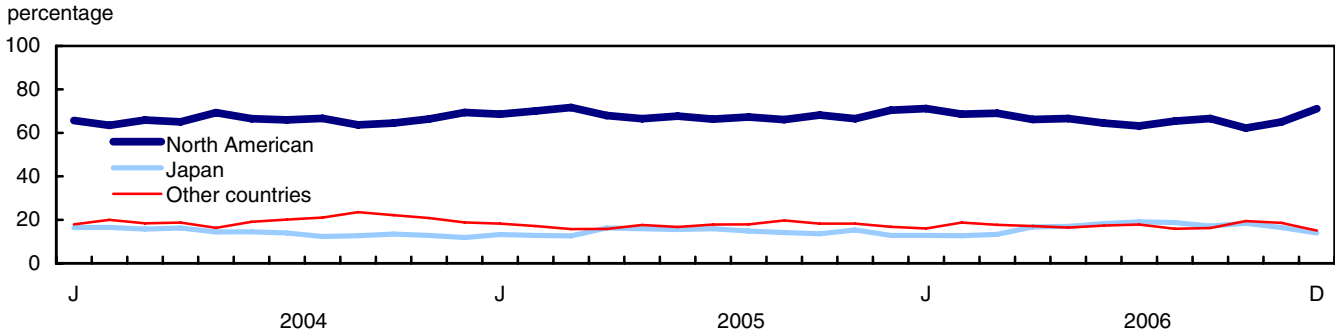
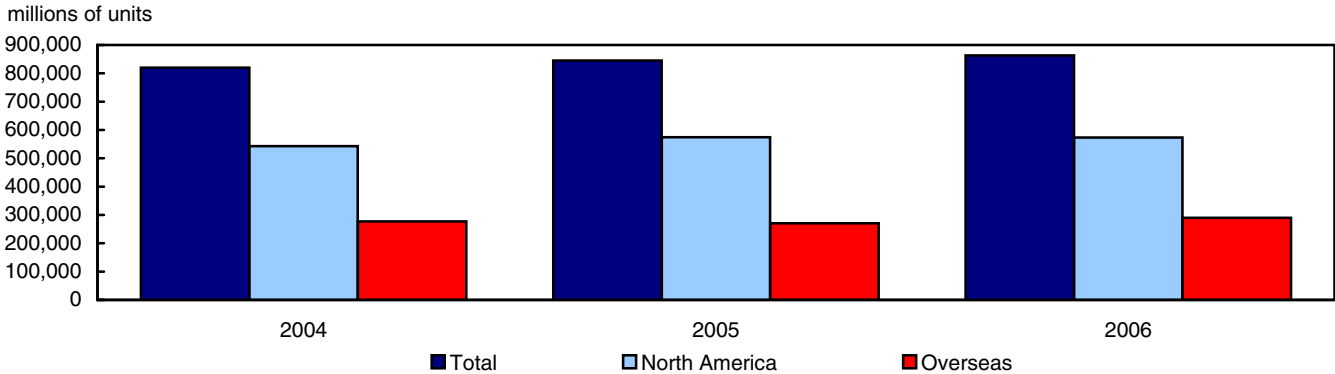


Chart 5
Cumulative sales of new passenger cars, by origin, in units, 2004-2006
January to December



Related products

Selected publications from Statistics Canada

63-005-X	Retail Trade
63-210-X	Retail Chain and Department Stores
63-236-X	Wholesaling and Retailing in Canada
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, monthly
079-0002	Other estimates of new motor vehicle sales, Canada, provinces and territories, monthly

Selected surveys from Statistics Canada

2402	New Motor Vehicle Sales Survey
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Selected summary tables from Statistics Canada

- *New motor vehicle sales, by provinces (monthly)*
- *Economic indicators, by province and territory (monthly and quarterly)*
- *New motor vehicle sales*
- *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.	%
2004										
January	85,238	-10.7	28,346	-17.5	7,074	-6.9	7,722	-2.8	43,142	-13.5
February	94,777	-10.1	29,238	-22.5	7,608	-10.8	9,183	9.7	46,029	-15.8
March	149,605	0.5	49,796	-10.9	11,871	-1.6	13,884	21.2	75,551	-4.8
April	160,195	4.7	56,417	-5.5	14,007	5.0	16,217	18.2	86,641	-0.2
May	166,136	-10.4	64,701	-13.6	13,456	-6.0	15,171	6.0	93,328	-9.8
June	154,134	2.9	53,326	-4.5	11,601	3.9	15,310	16.9	80,237	0.2
July	136,563	-8.3	47,867	-12.3	10,122	-12.3	14,581	18.8	72,570	-7.4
August	136,187	-6.1	49,312	-6.9	9,085	-31.7	15,546	32.2	73,943	-5.2
September	130,699	-8.0	42,539	-15.7	8,504	-21.5	15,686	30.5	66,729	-8.9
October	123,552	-0.7	41,187	-7.5	8,580	-7.0	14,131	23.0	63,898	-2.0
November	120,287	4.5	40,157	-10.1	7,709	-0.1	12,596	53.9	60,462	-0.2
December	117,822	4.4	39,928	1.8	6,809	-6.6	10,836	17.7	57,573	3.3
Year	1,575,195	-3.2	542,814	-10.2	116,426	-8.3	160,863	20.2	820,103	-5.2
2005										
January	82,019	-3.8	27,144	-4.2	5,222	-26.2	7,178	-7.0	39,544	-8.3
February	106,064	11.9	35,421	21.1	6,488	-14.7	8,650	-5.8	50,559	9.8
March	148,296	-0.9	54,630	9.7	9,576	-19.3	11,991	-13.6	76,197	0.9
April	167,441	4.5	62,166	10.2	14,823	5.8	14,406	-11.2	91,395	5.5
May	161,865	-2.6	58,678	-9.3	14,029	4.3	15,550	2.5	88,257	-5.4
June	166,024	7.7	57,953	8.7	13,309	14.7	14,337	-6.4	85,599	6.7
July	158,796	16.3	53,318	11.4	12,749	26.0	14,345	-1.6	80,412	10.8
August	146,862	7.8	53,093	7.7	11,710	28.9	14,139	-9.1	78,942	6.8
September	128,431	-1.7	46,428	9.1	9,927	16.7	13,878	-11.5	70,233	5.3
October	118,993	-3.7	43,844	6.5	8,739	1.9	11,666	-17.4	64,249	0.5
November	124,111	3.2	41,318	2.9	9,508	23.3	11,287	-10.4	62,113	2.7
December	121,408	3.0	40,646	1.8	7,402	8.7	9,674	-10.7	57,722	0.3
Year	1,630,310	3.5	574,639	5.9	123,482	6.1	147,101	-8.6	845,222	3.1
2006										
January	89,422	9.0	31,445	15.8	5,653	8.3	7,086	-1.3	44,184	11.7
February	100,740	-5.0	33,450	-5.6	6,204	-4.4	9,104	5.2	48,758	-3.6
March	155,990	5.2	54,748	0.2	10,553	10.2	14,062	17.3	79,363	4.2
April	159,436	-4.8	57,142	-8.1	14,388	-2.9	14,728	2.2	86,258	-5.6
May	173,291	7.1	64,032	9.1	16,352	16.6	15,791	1.5	96,175	9.0
June	162,029	-2.4	56,827	-1.9	15,991	20.2	15,237	6.3	88,055	2.9
July	145,521	-8.4	48,349	-9.3	14,618	14.7	13,589	-5.3	76,556	-4.8
August	157,868	7.5	53,812	1.4	15,340	31.0	13,092	-7.4	82,244	4.2
September	140,065	9.1	48,497	4.5	12,486	25.8	11,832	-14.7	72,815	3.7
October	123,076	3.4	38,841	-11.4	11,468	31.2	12,139	4.1	62,448	-2.8
November	127,732	2.9	41,464	0.4	10,425	9.6	11,867	5.1	63,756	2.6
December ^p	131,157	8.0	44,495	9.5	8,681	17.3	9,373	-3.1	62,549	8.4
Year	1,666,327	2.2	573,102	-0.3	142,159	15.1	147,900	0.5	863,161	2.1

See footnotes at the end of the table.

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.	%
2004								
January	85,238	-10.7	36,140	-7.6	5,956	-8.2	42,096	-7.7
February	94,777	-10.1	42,613	-2.1	6,135	-15.1	48,748	-4.0
March	149,605	0.5	65,535	8.6	8,519	-7.6	74,054	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	136,563	-8.3	54,632	-9.3	9,361	-9.5	63,993	-9.3
August	136,187	-6.1	52,498	-9.1	9,746	4.1	62,244	-7.2
September	130,699	-8.0	54,338	-8.3	9,632	2.0	63,970	-6.9
October	123,552	-0.7	51,064	3.5	8,590	-12.9	59,654	0.8
November	120,287	4.5	51,581	10.9	8,244	2.4	59,825	9.6
December	117,822	4.4	51,536	2.9	8,713	22.9	60,249	5.4
Year	1,575,195	-3.2	653,637	-0.1	101,455	-5.1	755,092	-0.8
2005								
January	82,019	-3.8	36,460	0.9	6,015	1.0	42,475	0.9
February	106,064	11.9	48,151	13.0	7,354	19.9	55,505	13.9
March	148,296	-0.9	62,010	-5.4	10,089	18.4	72,099	-2.6
April	167,441	4.5	65,425	1.3	10,621	18.8	76,046	3.4
May	161,865	-2.6	63,273	-1.2	10,335	17.9	73,608	1.1
June	166,024	7.7	69,913	7.5	10,512	18.7	80,425	8.8
July	158,796	16.3	67,772	24.1	10,612	13.4	78,384	22.5
August	146,862	7.8	56,944	8.5	10,976	12.6	67,920	9.1
September	128,431	-1.7	49,373	-9.1	8,825	-8.4	58,198	-9.0
October	118,993	-3.7	45,897	-10.1	8,847	3.0	54,744	-8.2
November	124,111	3.2	53,478	3.7	8,520	3.3	61,998	3.6
December	121,408	3.0	54,509	5.8	9,177	5.3	63,686	5.7
Year	1,630,310	3.5	673,205	3.0	111,883	10.3	785,088	4.0
2006								
January	89,422	9.0	39,038	7.1	6,200	3.1	45,238	6.5
February	100,740	-5.0	44,353	-7.9	7,629	3.7	51,982	-6.3
March	155,990	5.2	65,037	4.9	11,590	14.9	76,627	6.3
April	159,436	-4.8	61,413	-6.1	11,765	10.8	73,178	-3.8
May	173,291	7.1	65,146	3.0	11,970	15.8	77,116	4.8
June	162,029	-2.4	62,927	-10.0	11,047	5.1	73,974	-8.0
July	145,521	-8.4	57,354	-15.4	11,611	9.4	68,965	-12.0
August	157,868	7.5	62,878	10.4	12,746	16.1	75,624	11.3
September	140,065	9.1	55,604	12.6	11,646	32.0	67,250	15.6
October	123,076	3.4	51,157	11.5	9,471	7.1	60,628	10.7
November	127,732	2.9	55,453	3.7	8,523	0.0	63,976	3.2
December ^p	131,157	8.0	60,884	11.7	7,724	-15.8	68,608	7.7
Year	1,666,327	2.2	681,244	1.2	121,922	9.0	803,166	2.3

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

Note(s): 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	%
2004										
January	2,711,635	-7.8	686,549	-16.8	155,729	-12.9	212,100	-11.1	1,054,378	-15.1
February	3,005,344	-8.3	715,763	-20.6	171,197	-16.1	265,210	4.3	1,152,171	-15.3
March	4,674,152	1.2	1,208,905	-9.9	275,102	-4.3	401,542	13.1	1,885,549	-5.0
April	4,889,605	4.7	1,367,882	-5.5	324,034	1.4	479,841	13.3	2,171,757	-0.9
May	5,029,987	-9.4	1,564,060	-13.5	310,894	-9.8	459,274	4.7	2,334,228	-9.9
June	4,812,540	4.7	1,302,258	-3.7	266,842	-1.4	441,534	11.9	2,010,635	-0.4
July	4,256,526	-6.9	1,172,206	-10.2	236,014	-10.8	381,164	9.0	1,789,384	-6.8
August	4,247,689	-4.6	1,199,676	-4.7	211,698	-29.7	410,448	22.3	1,821,822	-3.9
September	4,204,154	-6.3	1,046,176	-13.5	199,117	-20.6	423,349	17.6	1,668,642	-8.4
October	4,012,022	0.4	1,022,607	-5.0	201,005	-6.6	384,000	-1.3	1,607,612	-4.4
November	3,938,961	7.1	989,267	-9.5	181,590	0.5	358,200	24.3	1,529,057	-2.1
December	3,856,608	5.7	986,404	4.3	161,748	-5.1	316,373	3.6	1,464,526	3.0
Year	49,639,223	-1.7	13,261,753	-8.9	2,694,970	-9.8	4,533,035	9.7	20,489,761	-5.5
2005										
January	2,687,357	-0.9	666,757	-2.9	119,763	-23.1	198,787	-6.3	985,307	-6.6
February	3,481,340	15.8	874,955	22.2	150,732	-12.0	245,344	-7.5	1,271,031	10.3
March	4,750,643	1.6	1,352,574	11.9	229,750	-16.5	354,295	-11.8	1,936,618	2.7
April	5,287,013	8.1	1,526,182	11.6	347,827	7.3	424,652	-11.5	2,298,661	5.8
May	5,142,342	2.2	1,453,486	-7.1	326,975	5.2	452,678	-1.4	2,233,139	-4.3
June	5,357,018	11.3	1,421,874	9.2	309,365	15.9	421,970	-4.4	2,153,209	7.1
July	5,018,709	17.9	1,282,543	9.4	293,788	24.5	401,275	5.3	1,977,606	10.5
August	4,666,863	9.9	1,270,479	5.9	279,738	32.1	395,205	-3.7	1,945,421	6.8
September	4,131,585	-1.7	1,118,829	6.9	243,568	22.3	389,540	-8.0	1,751,937	5.0
October	3,842,930	-4.2	1,063,921	4.0	219,053	9.0	334,761	-12.8	1,617,735	0.6
November	4,104,723	4.2	1,009,044	2.0	227,258	25.1	332,669	-7.1	1,568,970	2.6
December	4,041,060	4.8	1,011,223	2.5	180,607	11.7	289,343	-8.5	1,481,173	1.1
Year	52,511,583	5.8	14,051,867	6.0	2,928,424	8.7	4,240,519	-6.5	21,220,807	3.6
2006										
January	2,981,292	10.9	783,654	17.5	141,207	17.9	202,686	2.0	1,127,547	14.4
February	3,367,054	-3.3	839,753	-4.0	155,157	2.9	262,755	7.1	1,257,665	-1.1
March	5,115,156	7.7	1,363,846	0.8	264,322	15.0	426,170	20.3	2,054,338	6.1
April	5,102,271	-3.5	1,412,732	-7.4	341,109	-1.9	439,582	3.5	2,193,423	-4.6
May	5,575,030	8.4	1,591,591	9.5	397,061	21.4	470,374	3.9	2,459,025	10.1
June	5,248,505	-2.0	1,417,848	-0.3	384,257	24.2	434,507	3.0	2,236,612	3.9
July	4,648,939	-7.4	1,197,134	-6.7	348,305	18.6	377,516	-5.9	1,922,955	-2.8
August	5,056,399	8.3	1,329,192	4.6	366,042	30.9	361,956	-8.4	2,057,190	5.7
September	4,593,076	11.2	1,185,371	5.9	303,344	24.5	359,256	-7.8	1,847,970	5.5
October	4,145,042	7.9	952,835	-10.4	278,233	27.0	347,059	3.7	1,578,126	-2.4
November	4,264,990	3.9	1,025,403	1.6	263,541	16.0	347,538	4.5	1,636,482	4.3
December p	4,470,802	10.6	1,151,510	13.9	226,814	25.6	306,354	5.9	1,684,679	13.7
Year	54,568,556	3.9	14,250,869	1.4	3,469,392	18.5	4,335,753	2.2	22,056,012	3.9

See footnotes at the end of the table.

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	%
2004								
January	2,711,635	-7.8	1,433,529	-2.3	223,728	-3.6	1,657,257	-2.5
February	3,005,344	-8.3	1,615,037	-2.3	238,137	-9.9	1,853,174	-3.3
March	4,674,152	1.2	2,467,772	7.5	320,831	-5.2	2,788,603	5.8
April	4,889,605	4.7	2,389,409	12.5	328,439	-8.2	2,717,847	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	4,256,526	-6.9	2,131,435	-6.3	335,708	-10.8	2,467,143	-6.9
August	4,247,689	-4.6	2,071,929	-6.4	353,939	2.9	2,425,867	-5.1
September	4,204,154	-6.3	2,179,570	-5.5	355,942	-1.2	2,535,512	-4.9
October	4,012,022	0.4	2,081,909	6.9	322,501	-12.6	2,404,410	3.8
November	3,938,961	7.1	2,102,871	16.0	307,033	0.9	2,409,904	13.8
December	3,856,608	5.7	2,064,737	5.4	327,346	21.0	2,392,082	7.3
Year	49,639,223	-1.7	25,384,561	2.2	3,764,904	-5.0	29,149,463	1.2
2005								
January	2,687,357	-0.9	1,481,819	3.4	220,231	-1.6	1,702,050	2.7
February	3,481,340	15.8	1,950,551	20.8	259,759	9.1	2,210,310	19.3
March	4,750,643	1.6	2,455,779	-0.5	358,245	11.7	2,814,024	0.9
April	5,287,013	8.1	2,609,244	9.2	379,108	15.4	2,988,352	10.0
May	5,142,342	2.2	2,532,694	6.8	376,509	16.5	2,909,203	7.9
June	5,357,018	11.3	2,825,480	14.2	378,329	15.3	3,203,809	14.3
July	5,018,709	17.9	2,665,886	25.1	375,217	11.8	3,041,103	23.3
August	4,666,863	9.9	2,328,313	12.4	393,129	11.1	2,721,442	12.2
September	4,131,585	-1.7	2,059,780	-5.5	319,867	-10.1	2,379,648	-6.1
October	3,842,930	-4.2	1,887,791	-9.3	337,404	4.6	2,225,196	-7.5
November	4,104,723	4.2	2,203,394	4.8	332,359	8.2	2,535,753	5.2
December	4,041,060	4.8	2,231,319	8.1	328,568	0.4	2,559,887	7.0
Year	52,511,583	5.8	27,232,050	7.3	4,058,725	7.8	31,290,777	7.3
2006								
January	2,981,292	10.9	1,627,382	9.8	226,363	2.8	1,853,745	8.9
February	3,367,054	-3.3	1,835,118	-5.9	274,272	5.6	2,109,390	-4.6
March	5,115,156	7.7	2,645,573	7.7	415,246	15.9	3,060,818	8.8
April	5,102,271	-3.5	2,484,723	-4.8	424,125	11.9	2,908,848	-2.7
May	5,575,030	8.4	2,680,734	5.8	435,271	15.6	3,116,005	7.1
June	5,248,505	-2.0	2,613,375	-7.5	398,518	5.3	3,011,893	-6.0
July	4,648,939	-7.4	2,317,597	-13.1	408,387	8.8	2,725,984	-10.4
August	5,056,399	8.3	2,547,021	9.4	452,188	15.0	2,999,209	10.2
September	4,593,076	11.2	2,320,088	12.6	425,018	32.9	2,745,106	15.4
October	4,145,042	7.9	2,208,598	17.0	358,318	6.2	2,566,916	15.4
November	4,264,990	3.9	2,301,554	4.5	326,954	-1.6	2,628,508	3.7
December ^p	4,470,802	10.6	2,487,289	11.5	298,834	-9.0	2,786,123	8.8
Year	54,568,556	3.9	28,069,052	3.1	4,443,494	9.5	32,512,545	3.9

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

Note(s): 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
	\$	%	\$	%	\$	%
2004						
January	24,220	0.9	22,014	-6.4	27,467	-8.5
February	24,481	2.5	22,502	-5.9	28,881	-4.9
March	24,277	1.1	23,174	-2.7	28,921	-6.7
April	24,246	0.1	23,134	-3.5	29,589	-4.1
May	24,174	0.1	23,104	-4.1	30,273	-1.2
June	24,421	0.8	23,002	-5.1	28,840	-4.2
July	24,489	2.4	23,317	1.7	26,141	-8.3
August	24,328	2.3	23,302	2.9	26,402	-7.4
September	24,593	2.5	23,415	1.1	26,989	-9.8
October	24,828	2.7	23,427	0.4	27,174	-19.8
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	24,431	1.4	23,147	-1.7	28,179	-8.7
2005						
January	24,564	1.4	22,934	4.2	27,694	0.8
February	24,702	0.9	23,232	3.2	28,363	-1.8
March	24,759	2.0	23,992	3.5	29,547	2.2
April	24,550	1.3	23,465	1.4	29,477	-0.4
May	24,771	2.5	23,307	0.9	29,111	-3.8
June	24,535	0.5	23,245	1.1	29,432	2.1
July	24,055	-1.8	23,044	-1.2	27,973	7.0
August	23,929	-1.6	23,889	2.5	27,951	5.9
September	24,098	-2.0	24,536	4.8	28,069	4.0
October	24,266	-2.3	25,066	7.0	28,695	5.6
November	24,421	-0.9	23,902	1.5	29,474	3.6
December	24,879	0.7	24,400	2.7	29,909	2.4
Year	24,453	0.1	23,715	2.5	28,827	2.3
2006						
January	24,921	1.5	24,979	8.9	28,604	3.3
February	25,105	1.6	25,009	7.6	28,861	1.8
March	24,911	0.6	25,047	4.4	30,306	2.6
April	24,723	0.7	23,708	1.0	29,847	1.3
May	24,856	0.3	24,282	4.2	29,787	2.3
June	24,950	1.7	24,030	3.4	28,517	-3.1
July	24,760	2.9	23,827	3.4	27,781	-0.7
August	24,701	3.2	23,862	-0.1	27,647	-1.1
September	24,442	1.4	24,295	-1.0	30,363	8.2
October	24,532	1.1	24,262	-3.2	28,590	-0.4
November	24,730	1.3	25,280	5.8	29,286	-0.6
December	25,880	4.0	26,128	7.1	32,685	9.3
Year	24,866	1.7	24,405	2.9	29,315	1.7

Note(s): 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					
			North America		Japan		Other countries	
	Units	Market share	Units	Market share	Units	Market share	Units	Market share
	No.	%	No.	%	No.	%	No.	%
2004								
January	43,142	100.0	28,346	65.7	7,074	16.4	7,722	17.9
February	46,029	100.0	29,238	63.5	7,608	16.5	9,183	20.0
March	75,551	100.0	49,796	65.9	11,871	15.7	13,884	18.4
April	86,641	100.0	56,417	65.1	14,007	16.2	16,217	18.7
May	93,328	100.0	64,701	69.3	13,456	14.4	15,171	16.3
June	80,237	100.0	53,326	66.5	11,601	14.5	15,310	19.1
July	72,570	100.0	47,867	66.0	10,122	13.9	14,581	20.1
August	73,943	100.0	49,312	66.7	9,085	12.3	15,546	21.0
September	66,729	100.0	42,539	63.7	8,504	12.7	15,686	23.5
October	63,898	100.0	41,187	64.5	8,580	13.4	14,131	22.1
November	60,462	100.0	40,157	66.4	7,709	12.8	12,596	20.8
December	57,573	100.0	39,928	69.4	6,809	11.8	10,836	18.8
Year	820,103	100.0	542,814	66.2	116,426	14.2	160,863	19.6
2005								
January	39,544	100.0	27,144	68.6	5,222	13.2	7,178	18.2
February	50,559	100.0	35,421	70.1	6,488	12.8	8,650	17.1
March	76,197	100.0	54,630	71.7	9,576	12.6	11,991	15.7
April	91,395	100.0	62,166	68.0	14,823	16.2	14,406	15.8
May	88,257	100.0	58,678	66.5	14,029	15.9	15,550	17.6
June	85,599	100.0	57,953	67.7	13,309	15.5	14,337	16.7
July	80,412	100.0	53,318	66.3	12,749	15.9	14,345	17.8
August	78,942	100.0	53,093	67.3	11,710	14.8	14,139	17.9
September	70,233	100.0	46,428	66.1	9,927	14.1	13,878	19.8
October	64,249	100.0	43,844	68.2	8,739	13.6	11,666	18.2
November	62,113	100.0	41,318	66.5	9,508	15.3	11,287	18.2
December	57,722	100.0	40,646	70.4	7,402	12.8	9,674	16.8
Year	845,222	100.0	574,639	68.0	123,482	14.6	147,101	17.4
2006								
January	44,184	100.0	31,445	71.2	5,653	12.8	7,086	16.0
February	48,758	100.0	33,450	68.6	6,204	12.7	9,104	18.7
March	79,363	100.0	54,748	69.0	10,553	13.3	14,062	17.7
April	86,258	100.0	57,142	66.2	14,388	16.7	14,728	17.1
May	96,175	100.0	64,032	66.6	16,352	17.0	15,791	16.4
June	88,055	100.0	56,827	64.5	15,991	18.2	15,237	17.3
July	76,556	100.0	48,349	63.2	14,618	19.1	13,589	17.8
August	82,244	100.0	53,812	65.4	15,340	18.7	13,092	15.9
September	72,815	100.0	48,497	66.6	12,486	17.1	11,832	16.2
October	62,448	100.0	38,841	62.2	11,468	18.4	12,139	19.4
November	63,756	100.0	41,464	65.0	10,425	16.4	11,867	18.6
December	62,549	100.0	44,495	71.1	8,681	13.9	9,373	15.0
Year	863,161	100.0	573,102	66.4	142,159	16.5	147,900	17.1

Table 4
Provincial sales of new motor vehicles, by type and origin, in units and dollars, December

Type and origin of vehicles	Canada	Newfoundland and Labrador	Prince Edward Island	Nova Scotia	New Brunswick	Quebec
Total, new motor vehicles						
2004 (No.)	117,822	1,271	362	3,097	2,362	25,474
2005 (No.)	121,408	1,433	301	3,222	2,294	25,164
2006 (No.)	131,157	1,566	348	3,383	2,695	26,812
2006 / 2005 %	8.0	9.3	15.6	5.0	17.5	6.5
2004 (\$'000)	3,856,608	35,296	9,792	89,873	72,879	763,025
2005 (\$'000)	4,041,060	41,958	8,406	105,909	68,405	747,225
2006 (\$'000)	4,470,802	45,136	9,393	101,767	82,732	834,292
2006 / 2005 %	10.6	7.6	11.7	-3.9	20.9	11.7
Passenger cars, manufactured in North America						
2004 (No.)	39,928	468	150	1,222	831	9,394
2005 (No.)	40,646	457	114	1,115	800	9,351
2006 (No.)	44,495	462	144	1,435	974	9,978
2006 / 2005 %	9.5	1.1	26.3	28.7	21.8	6.7
2004 (\$'000)	986,404	10,615	3,457	28,492	19,424	225,291
2005 (\$'000)	1,011,223	10,605	2,676	26,499	18,840	222,839
2006 (\$'000)	1,151,510	11,265	3,308	34,726	23,746	244,828
2006 / 2005 %	13.9	6.2	23.6	31.0	26.0	9.9
Passenger cars, manufactured in Japan						
2004 (No.)	6,809	x	x	115	x	2,728
2005 (No.)	7,402	x	x	166	x	2,861
2006 (No.)	8,681	x	x	211	x	2,862
2006 / 2005 %	17.3	x	x	27.1	x	0.0
2004 (\$'000)	161,748	x	x	2,480	x	57,003
2005 (\$'000)	180,607	x	x	3,957	x	59,794
2006 (\$'000)	226,814	x	x	5,285	x	67,222
2006 / 2005 %	25.6	x	x	33.6	x	12.4
Passenger cars, manufactured in other countries						
2004 (No.)	10,836	x	x	315	x	3,285
2005 (No.)	9,674	x	x	246	x	3,006
2006 (No.)	9,373	x	x	195	x	2,715
2006 / 2005 %	-3.1	x	x	-20.7	x	-9.7
2004 (\$'000)	316,373	x	x	7,148	x	84,173
2005 (\$'000)	289,343	x	x	5,936	x	77,672
2006 (\$'000)	306,354	x	x	5,081	x	79,682
2006 / 2005 %	5.9	x	x	-14.4	x	2.6
Trucks ¹, manufactured in North America						
2004 (No.)	51,536	x	x	1,258	1,130	7,986
2005 (No.)	54,509	x	x	1,432	1,087	7,967
2006 (No.)	60,884	x	x	1,389	1,288	9,620
2006 / 2005 %	11.7	x	x	-3.0	18.5	20.7
2004 (\$'000)	2,064,737	x	x	45,741	43,838	321,590
2005 (\$'000)	2,231,319	x	x	60,693	39,643	318,413
2006 (\$'000)	2,487,289	x	x	51,257	48,109	380,588
2006 / 2005 %	11.5	x	x	-15.5	21.4	19.5
Trucks ¹, manufactured overseas						
2004 (No.)	8,713	x	x	187	130	2,081
2005 (No.)	9,177	x	x	263	132	1,979
2006 (No.)	7,724	x	x	153	136	1,637
2006 / 2005 %	-15.8	x	x	-41.8	3.0	-17.3
2004 (\$'000)	327,346	x	x	6,012	4,073	74,968
2005 (\$'000)	328,568	x	x	8,823	4,131	68,507
2006 (\$'000)	298,834	x	x	5,417	4,483	61,971
2006 / 2005 %	-9.0	x	x	-38.6	8.5	-9.5

See footnotes at the end of the table.

Table 4 – continued

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

Type and origin of vehicles	Canada	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia ¹
Total, new motor vehicles						
2004 (No.)	117,822	46,200	3,438	3,238	17,005	15,375
2005 (No.)	121,408	47,889	3,616	3,294	18,795	15,400
2006 (No.)	131,157	49,781	4,039	3,607	21,587	17,339
2006 / 2005 %	8.0	4.0	11.7	9.5	14.9	12.6
2004 (\$'000)	3,856,608	1,554,574	115,287	109,645	599,328	506,908
2005 (\$'000)	4,041,060	1,590,512	127,864	112,380	693,510	544,891
2006 (\$'000)	4,470,802	1,666,574	144,629	133,120	822,418	630,740
2006 / 2005 %	10.6	4.8	13.1	18.5	18.6	15.8
Passenger cars, manufactured in North America						
2004 (No.)	39,928	16,444	1,056	833	4,297	5,233
2005 (No.)	40,646	17,304	1,152	823	4,803	4,727
2006 (No.)	44,495	19,198	1,227	778	5,063	5,236
2006 / 2005 %	9.5	10.9	6.5	-5.5	5.4	10.8
2004 (\$'000)	986,404	417,161	26,570	20,945	107,655	126,793
2005 (\$'000)	1,011,223	443,874	28,436	21,059	119,197	117,198
2006 (\$'000)	1,151,510	509,816	32,116	21,102	132,842	137,761
2006 / 2005 %	13.9	14.9	12.9	0.2	11.4	17.5
Passenger cars, manufactured in Japan						
2004 (No.)	6,809	1,940	111	64	601	1,079
2005 (No.)	7,402	2,286	108	68	620	1,116
2006 (No.)	8,681	2,845	128	92	848	1,474
2006 / 2005 %	17.3	24.5	18.5	35.3	36.8	32.1
2004 (\$'000)	161,748	51,491	2,710	1,667	15,935	27,130
2005 (\$'000)	180,607	62,810	2,783	1,947	16,320	29,505
2006 (\$'000)	226,814	81,683	3,460	2,722	23,199	38,485
2006 / 2005 %	25.6	30.0	24.3	39.8	42.2	30.4
Passenger cars, manufactured in other countries						
2004 (No.)	10,836	4,103	231	151	1,041	1,375
2005 (No.)	9,674	3,414	175	164	881	1,476
2006 (No.)	9,373	3,461	221	96	731	1,660
2006 / 2005 %	-3.1	1.4	26.3	-41.5	-17.0	12.5
2004 (\$'000)	316,373	134,547	5,907	3,594	28,637	45,665
2005 (\$'000)	289,343	114,158	4,396	3,448	28,042	48,921
2006 (\$'000)	306,354	126,521	5,150	2,866	25,242	55,666
2006 / 2005 %	5.9	10.8	17.2	-16.9	-10.0	13.8
Trucks², manufactured in North America						
2004 (No.)	51,536	20,037	1,891	2,022	10,133	6,423
2005 (No.)	54,509	20,995	1,991	2,040	11,455	6,739
2006 (No.)	60,884	21,488	2,303	2,436	13,688	7,702
2006 / 2005 %	11.7	2.3	15.7	19.4	19.5	14.3
2004 (\$'000)	2,064,737	808,508	75,007	77,579	412,025	257,674
2005 (\$'000)	2,231,319	828,761	85,872	79,190	491,850	298,828
2006 (\$'000)	2,487,289	838,349	98,020	98,824	591,199	349,351
2006 / 2005 %	11.5	1.2	14.1	24.8	20.2	16.9
Trucks², manufactured overseas						
2004 (No.)	8,713	3,676	149	168	933	1,265
2005 (No.)	9,177	3,890	190	199	1,036	1,342
2006 (No.)	7,724	2,789	160	205	1,257	1,267
2006 / 2005 %	-15.8	-28.3	-15.8	3.0	21.3	-5.6
2004 (\$'000)	327,346	142,867	5,093	5,858	35,076	49,647
2005 (\$'000)	328,568	140,908	6,378	6,736	38,100	50,438
2006 (\$'000)	298,834	110,205	5,883	7,606	49,936	49,477
2006 / 2005 %	-9.0	-21.8	-7.8	12.9	31.1	-1.9

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 December

Province	Total new motor vehicles		Passenger cars							
			North America				Japan		Other countries	
	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.	%
2004										
Newfoundland and Labrador	22,898	-9.9	8,416	-17.0	x	x	x	x	12,322	-12.8
Prince Edward Island	4,696	-0.7	1,907	-7.2	x	x	x	x	2,655	0.1
Nova Scotia	45,164	-2.6	18,386	-10.8	2,660	-6.4	4,707	51.6	25,753	-3.0
New Brunswick	34,517	-7.7	13,145	-15.9	x	x	x	x	18,154	-8.4
Quebec	405,081	-3.6	147,016	-11.8	52,011	-2.4	61,441	13.4	260,468	-5.0
Ontario	600,928	-4.6	211,839	-11.5	33,376	-17.7	55,475	17.7	300,690	-8.1
Manitoba	45,331	-1.6	15,276	-8.9	1,741	-13.7	3,028	40.4	20,045	-4.3
Saskatchewan	38,822	-5.6	10,795	-15.6	1,129	-22.5	2,374	32.3	14,298	-10.9
Alberta	196,153	0.9	54,085	-5.9	7,990	-3.8	10,802	49.4	72,877	-0.2
British Columbia ¹	181,605	0.4	61,949	-2.2	14,327	2.0	16,565	19.8	92,841	1.8
Canada	1,575,195	-3.2	542,814	-10.2	116,426	-8.3	160,863	20.2	820,103	-5.2
2005										
Newfoundland and Labrador	24,899	8.7	9,779	16.2	x	x	x	x	13,541	9.9
Prince Edward Island	4,847	3.2	2,060	8.0	x	x	x	x	2,909	9.6
Nova Scotia	46,154	2.2	19,406	5.5	2,733	2.7	4,118	-12.5	26,257	2.0
New Brunswick	34,228	-0.8	13,678	4.1	x	x	x	x	18,378	1.2
Quebec	407,774	0.7	156,022	6.1	53,274	2.4	53,750	-12.5	263,046	1.0
Ontario	617,714	2.8	225,788	6.6	36,373	9.0	51,362	-7.4	313,523	4.3
Manitoba	46,500	2.6	15,963	4.5	1,698	-2.5	2,592	-14.4	20,253	1.0
Saskatchewan	39,252	1.1	10,989	1.8	1,099	-2.7	2,070	-12.8	14,158	-1.0
Alberta	222,361	13.4	60,278	11.5	9,554	19.6	10,897	0.9	80,729	10.8
British Columbia ¹	186,581	2.7	60,676	-2.1	15,341	7.1	16,411	-0.9	92,428	-0.4
Canada	1,630,310	3.5	574,639	5.9	123,482	6.1	147,101	-8.6	845,222	3.1
2006										
Newfoundland and Labrador	24,188	-2.9	9,159	-6.3	x	x	x	x	12,947	-4.4
Prince Edward Island	4,933	1.8	2,148	4.3	x	x	x	x	3,034	4.3
Nova Scotia	47,738	3.4	20,178	4.0	3,576	30.8	4,622	12.2	28,376	8.1
New Brunswick	35,403	3.4	14,129	3.3	x	x	x	x	19,406	5.6
Quebec	404,198	-0.9	150,593	-3.5	56,420	5.9	52,959	-1.5	259,972	-1.2
Ontario	620,649	0.5	229,243	1.5	42,712	17.4	50,617	-1.5	322,572	2.9
Manitoba	45,924	-1.2	14,950	-6.3	2,239	31.9	2,547	-1.7	19,736	-2.6
Saskatchewan	39,915	1.7	10,689	-2.7	1,452	32.1	1,821	-12.0	13,962	-1.4
Alberta	248,731	11.9	62,403	3.5	12,521	31.1	11,035	1.3	85,959	6.5
British Columbia ¹	194,648	4.3	59,610	-1.8	19,270	25.6	18,317	11.6	97,197	5.2
Canada	1,666,327	2.2	573,102	-0.3	142,159	15.1	147,900	0.5	863,161	2.1

See footnotes at the end of the table.

Table 5-1 – continued

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

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.	%
2004								
Newfoundland and Labrador	22,898	-9.9	x	x	x	x	10,576	-6.4
Prince Edward Island	4,696	-0.7	x	x	x	x	2,041	-1.8
Nova Scotia	45,164	-2.6	17,048	-2.0	2,363	-2.6	19,411	-2.0
New Brunswick	34,517	-7.7	14,720	-7.2	1,643	-4.8	16,363	-6.9
Quebec	405,081	-3.6	118,689	0.3	25,924	-6.8	144,613	-1.0
Ontario	600,928	-4.6	258,780	0.0	41,458	-5.8	300,238	-0.8
Manitoba	45,331	-1.6	23,172	0.3	2,114	4.7	25,286	0.7
Saskatchewan	38,822	-5.6	22,557	-2.2	1,967	-3.0	24,524	-2.3
Alberta	196,153	0.9	112,735	1.7	10,541	-1.0	123,276	1.5
British Columbia ¹	181,605	0.4	74,956	-0.5	13,808	-3.8	88,764	-1.0
Canada	1,575,195	-3.2	653,637	-0.1	101,455	-5.1	755,092	-0.8
2005								
Newfoundland and Labrador	24,899	8.7	x	x	x	x	11,358	7.4
Prince Edward Island	4,847	3.2	x	x	x	x	1,938	-5.0
Nova Scotia	46,154	2.2	17,321	1.6	2,576	9.0	19,897	2.5
New Brunswick	34,228	-0.8	14,113	-4.1	1,737	5.7	15,850	-3.1
Quebec	407,774	0.7	116,047	-2.2	28,681	10.6	144,728	0.1
Ontario	617,714	2.8	259,395	0.2	44,796	8.1	304,191	1.3
Manitoba	46,500	2.6	23,803	2.7	2,444	15.6	26,247	3.8
Saskatchewan	39,252	1.1	22,727	0.8	2,367	20.3	25,094	2.3
Alberta	222,361	13.4	129,040	14.5	12,592	19.5	141,632	14.9
British Columbia ¹	186,581	2.7	79,383	5.9	14,770	7.0	94,153	6.1
Canada	1,630,310	3.5	673,205	3.0	111,883	10.3	785,088	4.0
2006								
Newfoundland and Labrador	24,188	-2.9	x	x	x	x	11,241	-1.0
Prince Edward Island	4,933	1.8	x	x	x	x	1,899	-2.0
Nova Scotia	47,738	3.4	16,659	-3.8	2,703	4.9	19,362	-2.7
New Brunswick	35,403	3.4	13,861	-1.8	2,136	23.0	15,997	0.9
Quebec	404,198	-0.9	114,071	-1.7	30,155	5.1	144,226	-0.3
Ontario	620,649	0.5	251,630	-3.0	46,447	3.7	298,077	-2.0
Manitoba	45,924	-1.2	23,123	-2.9	3,065	25.4	26,188	-0.2
Saskatchewan	39,915	1.7	23,448	3.2	2,505	5.8	25,953	3.4
Alberta	248,731	11.9	146,242	13.3	16,530	31.3	162,772	14.9
British Columbia ¹	194,648	4.3	81,030	2.1	16,421	11.2	97,451	3.5
Canada	1,666,327	2.2	681,244	1.2	121,922	9.0	803,166	2.3

1. For reasons of confidentiality, data for the Yukon, the Northwest Territories and Nunavut have been included with the data for British Columbia.
Note(s): 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 December

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	%
2004										
Newfoundland and Labrador	623,644	-8.8	191,140	-16.8	x	x	x	x	266,824	-13.9
Prince Edward Island	124,825	-2.1	42,782	-8.1	x	x	x	x	56,486	-3.2
Nova Scotia	1,282,239	-2.3	425,756	-10.8	56,204	-12.0	104,896	41.0	586,856	-4.7
New Brunswick	1,018,890	-6.5	304,295	-17.2	x	x	x	x	405,418	-11.6
Quebec	11,557,756	-1.5	3,499,571	-8.2	1,074,144	-3.7	1,495,889	6.0	6,069,604	-4.2
Ontario	19,665,102	-2.1	5,349,407	-10.2	863,136	-18.7	1,783,907	6.2	7,996,452	-8.0
Manitoba	1,501,218	-1.6	374,280	-8.3	41,380	-16.0	73,592	25.7	489,250	-5.2
Saskatchewan	1,289,935	-5.1	267,290	-15.0	28,400	-23.7	52,884	18.8	348,577	-12.0
Alberta	6,668,004	-0.4	1,327,424	-8.3	204,963	-5.3	323,156	29.9	1,855,546	-3.0
British Columbia ¹	5,907,610	0.7	1,479,801	-1.9	364,569	3.0	570,384	9.1	2,414,753	1.2
Canada	49,639,223	-1.7	13,261,753	-8.9	2,694,970	-9.8	4,533,035	9.7	20,489,761	-5.5
2005										
Newfoundland and Labrador	670,417	7.5	220,057	15.1	x	x	x	x	292,867	9.8
Prince Edward Island	126,359	1.2	46,546	8.8	x	x	x	x	62,295	10.3
Nova Scotia	1,383,074	7.9	449,609	5.6	60,996	8.5	93,813	-10.6	604,420	3.0
New Brunswick	981,578	-3.7	317,724	4.4	x	x	x	x	412,903	1.8
Quebec	11,760,778	1.8	3,670,035	4.9	1,114,737	3.8	1,334,232	-10.8	6,119,005	0.8
Ontario	20,366,140	3.6	5,721,688	7.0	975,663	13.0	1,685,016	-5.5	8,382,367	4.8
Manitoba	1,601,133	6.7	392,242	4.8	41,790	1.0	64,743	-12.0	498,773	1.9
Saskatchewan	1,352,626	4.9	275,698	3.1	29,056	2.3	47,325	-10.5	352,078	1.0
Alberta	7,944,597	19.1	1,497,147	12.8	249,780	21.9	336,648	4.2	2,083,579	12.3
British Columbia ¹	6,324,879	7.1	1,461,121	-1.3	388,941	6.7	562,461	-1.4	2,412,524	-0.1
Canada	52,511,583	5.8	14,051,867	6.0	2,928,424	8.7	4,240,519	-6.5	21,220,807	3.6
2006										
Newfoundland and Labrador	659,041	-1.7	211,465	-3.9	x	x	x	x	286,364	-2.2
Prince Edward Island	130,016	2.9	49,743	6.9	x	x	x	x	66,868	7.3
Nova Scotia	1,361,559	-1.6	473,990	5.4	82,040	34.5	102,216	9.0	658,249	8.9
New Brunswick	1,037,966	5.7	335,008	5.4	x	x	x	x	442,357	7.1
Quebec	11,852,227	0.8	3,598,678	-1.9	1,239,695	11.2	1,354,471	1.5	6,192,841	1.2
Ontario	20,487,974	0.6	5,859,066	2.4	1,153,863	18.3	1,693,135	0.5	8,706,063	3.9
Manitoba	1,592,450	-0.5	373,677	-4.7	54,653	30.8	63,257	-2.3	491,586	-1.4
Saskatchewan	1,401,435	3.6	273,444	-0.8	37,997	30.8	44,048	-6.9	355,488	1.0
Alberta	9,172,942	15.5	1,587,264	6.0	330,500	32.3	349,311	3.8	2,267,074	8.8
British Columbia ¹	6,872,947	8.7	1,488,528	1.9	487,033	25.2	613,556	9.1	2,589,119	7.3
Canada	54,568,556	3.9	14,250,869	1.4	3,469,392	18.5	4,335,753	2.2	22,056,012	3.9

See footnotes at the end of the table.

Table 5-2 – continued

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

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	%
2004								
Newfoundland and Labrador	623,644	-8.8	x	x	x	x	356,821	-4.6
Prince Edward Island	124,825	-2.1	x	x	x	x	68,339	-1.2
Nova Scotia	1,282,239	-2.3	615,405	0.3	79,976	-4.3	695,381	-0.3
New Brunswick	1,018,890	-6.5	560,476	-2.4	52,997	-6.6	613,474	-2.8
Quebec	11,557,756	-1.5	4,558,611	3.2	929,545	-5.1	5,488,151	1.7
Ontario	19,665,102	-2.1	10,079,766	3.8	1,588,885	-5.6	11,668,652	2.4
Manitoba	1,501,218	-1.6	937,181	0.1	74,787	1.9	1,011,971	0.2
Saskatchewan	1,289,935	-5.1	872,527	-2.0	68,827	-5.7	941,356	-2.3
Alberta	6,668,004	-0.4	4,415,125	0.8	397,335	-1.4	4,812,461	0.6
British Columbia ¹	5,907,610	0.7	2,970,540	1.4	522,320	-5.5	3,492,858	0.3
Canada	49,639,223	-1.7	25,384,561	2.2	3,764,904	-5.0	29,149,463	1.2
2005								
Newfoundland and Labrador	670,417	7.5	x	x	x	x	377,551	5.8
Prince Edward Island	126,359	1.2	x	x	x	x	64,064	-6.3
Nova Scotia	1,383,074	7.9	693,668	12.7	84,984	6.3	778,654	12.0
New Brunswick	981,578	-3.7	515,177	-8.1	53,497	0.9	568,676	-7.3
Quebec	11,760,778	1.8	4,654,605	2.1	987,169	6.2	5,641,775	2.8
Ontario	20,366,140	3.6	10,300,144	2.2	1,683,630	6.0	11,983,773	2.7
Manitoba	1,601,133	6.7	1,019,269	8.8	83,091	11.1	1,102,361	8.9
Saskatchewan	1,352,626	4.9	920,759	5.5	79,787	15.9	1,000,547	6.3
Alberta	7,944,597	19.1	5,396,409	22.2	464,612	16.9	5,861,022	21.8
British Columbia ¹	6,324,879	7.1	3,347,667	12.7	564,689	8.1	3,912,356	12.0
Canada	52,511,583	5.8	27,232,050	7.3	4,058,725	7.8	31,290,777	7.3
2006								
Newfoundland and Labrador	659,041	-1.7	x	x	x	x	372,680	-1.3
Prince Edward Island	130,016	2.9	x	x	x	x	63,149	-1.4
Nova Scotia	1,361,559	-1.6	612,131	-11.8	91,180	7.3	703,312	-9.7
New Brunswick	1,037,966	5.7	527,406	2.4	68,204	27.5	595,610	4.7
Quebec	11,852,227	0.8	4,608,493	-1.0	1,050,891	6.5	5,659,384	0.3
Ontario	20,487,974	0.6	10,036,759	-2.6	1,745,149	3.7	11,781,908	-1.7
Manitoba	1,592,450	-0.5	994,102	-2.5	106,762	28.5	1,100,866	-0.1
Saskatchewan	1,401,435	3.6	957,901	4.0	88,043	10.3	1,045,946	4.5
Alberta	9,172,942	15.5	6,290,406	16.6	615,462	32.5	6,905,866	17.8
British Columbia ¹	6,872,947	8.7	3,667,051	9.5	616,776	9.2	4,283,827	9.5
Canada	54,568,556	3.9	28,069,052	3.1	4,443,494	9.5	32,512,545	3.9

1. For reasons of confidentiality, data for the Yukon, the Northwest Territories and Nunavut have been included with the data for British Columbia.
Note(s): 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.								
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	1,575,195	820,103	542,814	116,426	160,863	755,092	653,637	101,455
2005	1,630,310	845,222	574,639	123,482	147,101	785,088	673,205	111,883
2006	1,666,327	863,161	573,102	142,159	147,900	803,166	681,244	121,922
\$'000								
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	49,639,223	20,489,761	13,261,753	2,694,970	4,533,035	29,149,463	25,384,561	3,764,904
2005	52,511,583	21,220,807	14,051,867	2,928,424	4,240,519	31,290,777	27,232,050	4,058,725
2006	54,568,556	22,056,012	14,250,869	3,469,392	4,335,753	32,512,545	28,069,052	4,443,494

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.	%
2004								
January	125,052	-0.2	44,202	-1.2	23,995	13.4	56,854	-4.3
February	129,353	3.4	42,862	-3.0	23,639	-1.5	62,852	10.5
March	135,360	4.6	45,377	5.9	23,776	0.6	66,207	5.3
April	134,474	-0.7	46,640	2.8	22,737	-4.4	65,098	-1.7
May	132,132	-1.7	46,456	-0.4	22,974	1.0	62,702	-3.7
June	130,254	-1.4	45,540	-2.0	22,578	-1.7	62,136	-0.9
July	129,596	-0.5	45,393	-0.3	22,557	-0.1	61,646	-0.8
August	130,555	0.7	45,976	1.3	22,311	-1.1	62,268	1.0
September	128,238	-1.8	43,513	-5.4	22,613	1.4	62,112	-0.3
October	135,638	5.8	45,319	4.2	24,448	8.1	65,872	6.1
November	132,368	-2.4	44,974	-0.8	23,253	-4.9	64,141	-2.6
December	132,173	-0.1	46,560	3.5	22,409	-3.6	63,204	-1.5
2005								
January	125,826	-4.8	42,575	-8.6	21,757	-2.9	61,494	-2.7
February	144,504	14.8	51,796	21.7	21,567	-0.9	71,141	15.7
March	131,837	-8.8	49,244	-4.9	19,247	-10.8	63,345	-11.0
April	140,800	6.8	50,961	3.5	23,141	20.2	66,698	5.3
May	128,115	-9.0	42,225	-17.1	22,834	-1.3	63,056	-5.5
June	139,639	9.0	49,393	17.0	22,889	0.2	67,357	6.8
July	153,722	10.1	49,754	0.7	26,051	13.8	77,917	15.7
August	137,690	-10.4	48,935	-1.6	23,039	-11.6	65,717	-15.7
September	124,870	-9.3	47,673	-2.6	21,995	-4.5	55,202	-16.0
October	130,773	4.7	47,989	0.7	22,246	1.1	60,538	9.7
November	137,043	4.8	46,547	-3.0	23,687	6.5	66,808	10.4
December	135,492	-1.1	47,547	2.1	22,131	-6.6	65,815	-1.5
2006								
January	136,795	1.0	49,341	3.8	21,447	-3.1	66,007	0.3
February	136,780	0.0	48,703	-1.3	21,681	1.1	66,395	0.6
March	137,973	0.9	48,847	0.3	22,456	3.6	66,670	0.4
April	136,849	-0.8	46,397	-5.0	24,270	8.1	66,182	-0.7
May	135,969	-0.6	46,469	0.2	24,312	0.2	65,189	-1.5
June	135,683	-0.2	47,975	3.2	25,315	4.1	62,393	-4.3
July	140,009	3.2	45,678	-4.8	26,620	5.2	67,712	8.5
August	143,951	2.8	48,621	6.4	24,524	-7.9	70,807	4.6
September ^r	138,764	-3.6	49,343	1.5	24,273	-1.0	65,148	-8.0
October ^r	135,969	-2.0	43,339	-12.2	24,913	2.6	67,717	3.9
November ^r	140,601	3.4	47,658	10.0	24,498	-1.7	68,445	1.1
December ^p	148,452	5.6	50,754	6.5	24,843	1.4	72,855	6.4

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

Note(s): 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
2004						
January	125,052	1,813	369	3,680	2,934	32,508
February	129,353	1,815	360	3,188	2,852	33,299
March	135,360	1,869	393	3,816	2,924	36,082
April	134,474	1,849	439	3,960	2,809	34,562
May	132,132	1,887	391	3,900	2,699	34,322
June	130,254	1,826	385	4,100	2,767	33,397
July	129,596	1,874	381	3,702	2,849	33,618
August	130,555	1,986	370	3,679	2,880	33,837
September	128,238	1,993	416	3,742	2,913	32,594
October	135,638	2,186	407	4,098	3,266	33,912
November	132,368	1,910	361	3,671	2,803	33,177
December	132,173	1,888	424	3,627	2,821	33,773
2005						
January	125,826	1,809	391	3,598	2,573	33,977
February	144,504	2,185	434	4,040	3,106	36,108
March	131,837	2,139	375	3,625	2,773	33,912
April	140,800	2,181	432	4,089	2,983	35,069
May	128,115	2,055	376	3,693	2,564	32,219
June	139,639	2,072	420	3,910	2,882	35,190
July	153,722	2,392	440	4,288	3,428	36,343
August	137,690	1,788	430	4,068	2,958	33,149
September	124,870	1,789	315	3,733	2,492	29,368
October	130,773	2,048	383	3,517	2,808	33,472
November	137,043	2,319	492	3,792	2,842	35,462
December	135,492	2,122	360	3,801	2,819	33,504
2006						
January	136,795	2,162	396	4,725	2,831	32,735
February	136,780	1,898	429	3,939	2,862	32,920
March	137,973	1,873	417	4,263	2,847	32,970
April	136,849	1,963	396	3,818	2,809	33,163
May	135,969	1,929	414	3,669	2,798	33,030
June	135,683	2,126	399	3,774	2,837	32,505
July	140,009	1,957	419	3,818	2,971	33,538
August	143,951	2,026	434	4,146	3,016	35,481
September	138,764	1,975	391	4,037	2,955	33,785
October	135,969	1,998	389	3,848	2,975	33,364
November	140,601	2,126	422	4,262	3,283	34,681
December	148,452	2,192	413	4,024	3,302	36,625

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
2004						
January	125,052	48,582	3,604	2,824	14,913	13,825
February	129,353	50,497	3,900	3,450	16,050	13,943
March	135,360	51,464	3,725	3,291	16,388	15,408
April	134,474	52,004	4,000	3,276	16,150	15,425
May	132,132	50,160	3,815	3,233	16,209	15,516
June	130,254	49,661	3,767	3,208	15,691	15,452
July	129,596	49,585	3,640	2,988	15,711	15,248
August	130,555	49,656	3,704	3,293	15,972	15,178
September	128,238	48,044	3,757	3,219	16,437	15,122
October	135,638	51,302	3,910	3,477	17,487	15,595
November	132,368	49,944	3,816	3,379	17,644	15,664
December	132,173	50,028	3,693	3,185	17,504	15,230
2005						
January	125,826	47,741	3,498	2,730	15,996	13,512
February	144,504	57,356	4,305	3,236	18,130	15,604
March	131,837	49,775	3,849	3,231	17,458	14,700
April	140,800	52,380	3,930	3,584	18,984	17,167
May	128,115	48,347	3,535	3,244	16,843	15,240
June	139,639	52,299	3,959	3,514	18,995	16,398
July	153,722	59,357	4,766	3,954	21,779	16,975
August	137,690	51,532	3,994	3,362	19,394	17,015
September	124,870	46,676	3,596	3,141	18,391	15,370
October	130,773	49,117	3,551	2,789	18,221	14,868
November	137,043	51,894	3,612	3,289	18,844	14,497
December	135,492	51,241	3,907	3,178	19,326	15,234
2006						
January	136,795	51,791	3,825	3,017	20,016	15,298
February	136,780	51,381	3,589	3,331	20,706	15,726
March	137,973	51,782	3,825	3,310	20,159	16,526
April	136,849	51,609	3,651	3,193	20,228	16,019
May	135,969	50,552	3,623	3,405	20,550	15,998
June	135,683	50,612	3,740	3,362	20,097	16,231
July	140,009	52,145	3,885	3,422	21,569	16,285
August	143,951	52,826	3,823	3,425	22,007	16,768
September ^r	138,764	50,731	3,867	3,393	20,811	16,819
October ^r	135,969	48,933	3,978	3,261	21,023	16,201
November ^r	140,601	52,852	3,981	3,444	19,919	15,631
December ^p	148,452	54,681	4,225	3,542	22,079	17,368

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 sales 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.¹

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.² The disclosure of data likely to reveal specific information on the activity of a particular company is systematically and rigorously controlled and regulated to prevent the publication or disclosure of any information deemed confidential. The rules regarding confidentiality

1. *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.*

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

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."³ 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 method⁴ 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.⁵ 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.

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

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

5. MCD = 9 for North American passenger cars. MCD = 4 for Overseas passenger cars. MCD = 12 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.