



Catalogue no. 63-007-XIE

New motor vehicle sales

January 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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- **S. Grenier**, Retail Sub-annuals surveys chief, Distributive Trades Division
- **E. Cryderman**, Analyst Retail Sub-annuals surveys section, Distributive Trades Division

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Highlights

January 2006

New motor vehicle sales started the year on a positive note, increasing for the third time in four months in January.

Analysis – January 2006

New motor vehicle sales started the year on a positive note, climbing 1.4% from December and the third increase in four months.

Dealers saw 137,614 new vehicles roll out of their showrooms in January, an increase of about 1,900 vehicles over the previous month. January sales started the year ahead of the game compared to 2005, when approximately 135,860 vehicles were sold in an average month.

Note to readers

All data in this release 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.

Based on preliminary figures from the auto industry, the number of new motor vehicles sold in February decreased slightly. The decrease was mostly the result of a decline in new passenger car sales during the month.

Car sales accelerate

Passenger cars accounted for about two-thirds of the increase of new motor vehicle sales in January. Sales increased 1.8% to 71,098 vehicles, moving ahead of the 70,000 vehicle mark for the first time since October 2005. North American built vehicles were entirely behind the increase, with sales moving ahead 3.9% during the month. Sales of overseas built cars dipped for the fourth time in six months, losing 2.7% compared to December.

Truck sales (which include minivans, sport-utility vehicles, light and heavy trucks, vans and buses) gained 1.0% in January, recovering from a similar decline in December. January marked the first month since June 2005 where trucks were not the dominating factor determining the strength and direction of vehicle sales in Canada. Sales reached 66,517 units in January, virtually unchanged from two months earlier.

In recent months, sales of passenger cars and trucks have stabilized. New motor vehicle sales softened somewhat last autumn after a long upward trend which started at the end of 2004 and peaked in the summer of 2005. During this period, truck sales had generally shown much greater volatility. In 2004, sales remained relatively stable for cars and trucks after some increases early in the year.

Most provinces share in sales gains

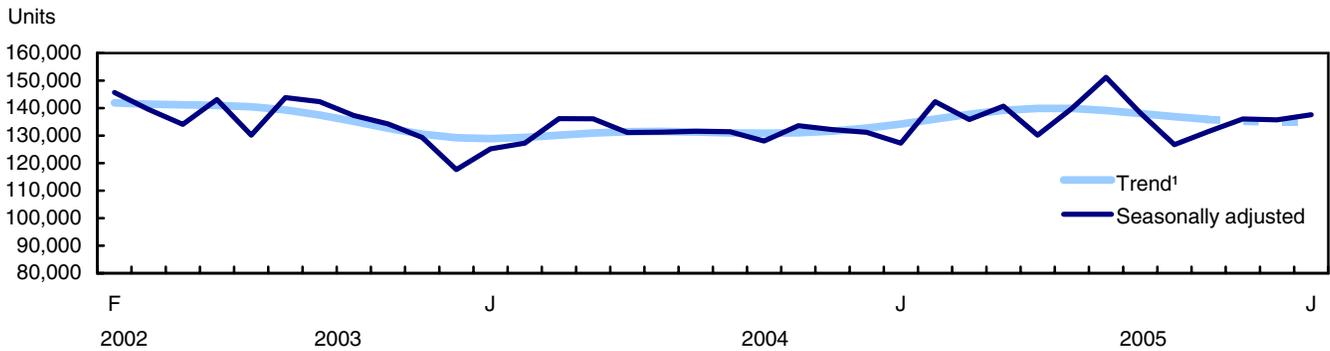
In January, 7 out of 10 provinces saw improved sales results compared to December. The majority of the provinces posted either slight gains or losses during the month. However, there were three notable exceptions.

On the plus side, vehicle sales in Nova Scotia surged by 23.2% in January compared to the previous month. This was the largest sales gain since July 2003, and the third consecutive increase for the province. Prince Edward Island also had a notable 10.1% increase, although the gain came on the heels of an even larger drop in December.

Among the few provinces that did not post higher sales in January, Saskatchewan stood out with a 5.0% decrease. While sales in most provinces were weak in the autumn before recovering somewhat at the end of 2005, sales in Saskatchewan have continued to trend downwards since the end of last summer. In January, 3,005 new vehicles were sold in Saskatchewan, the third lowest monthly sales result in the past five years.

Chart 1

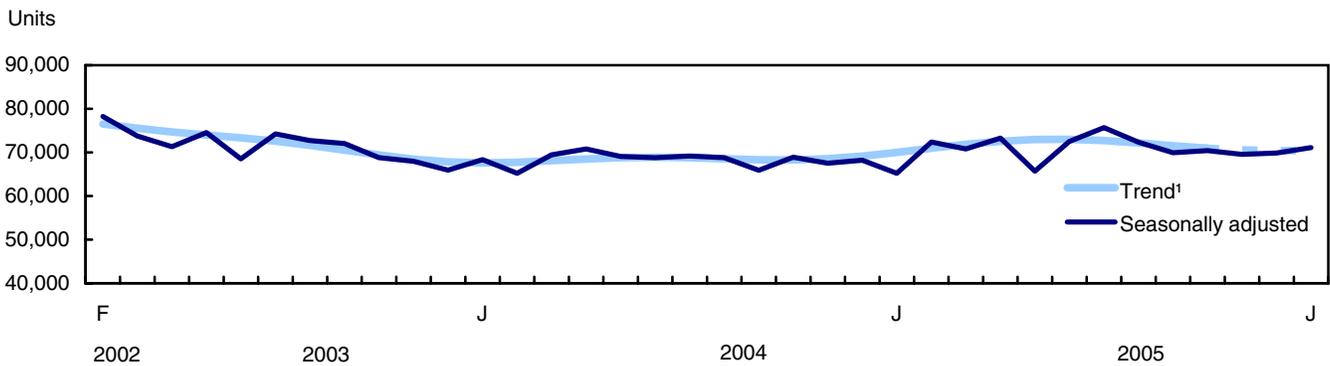
New motor vehicle sales, seasonally adjusted, in units, 2003-2006



1. Trends represent smoothed seasonally adjusted data

Chart 2

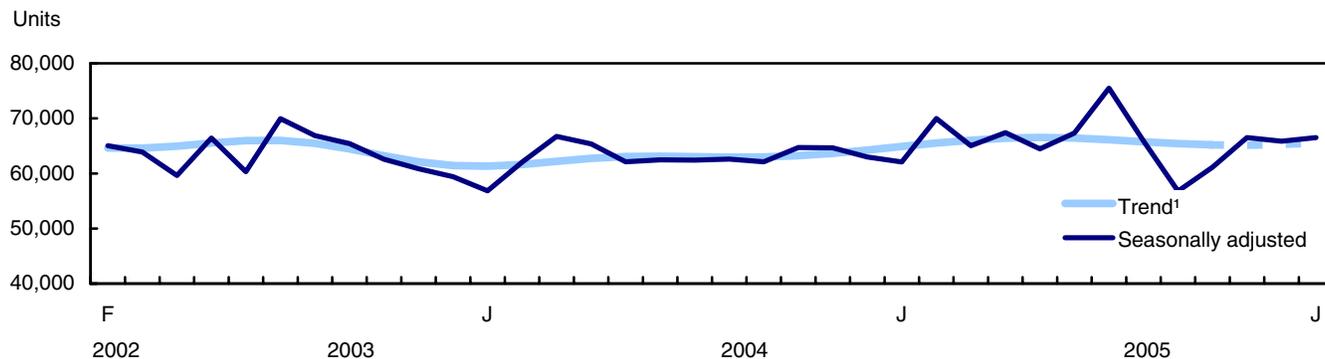
Passenger car sales, seasonally adjusted, in units, 2003-2006



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

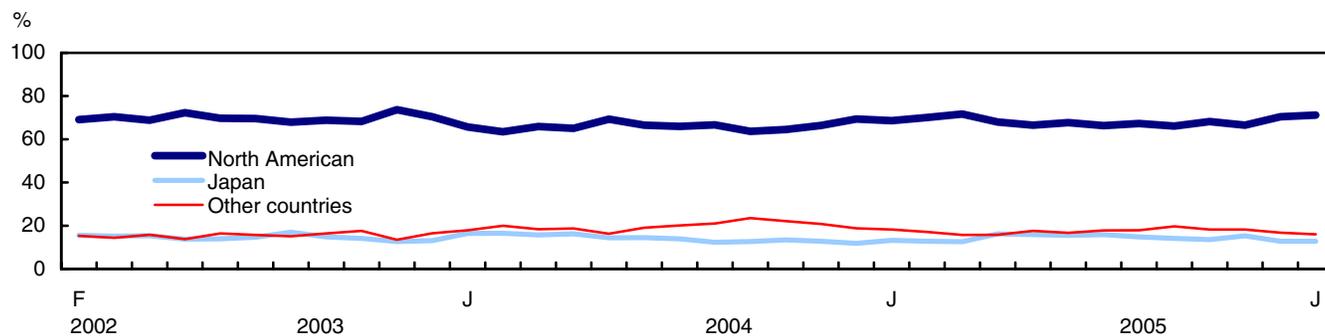
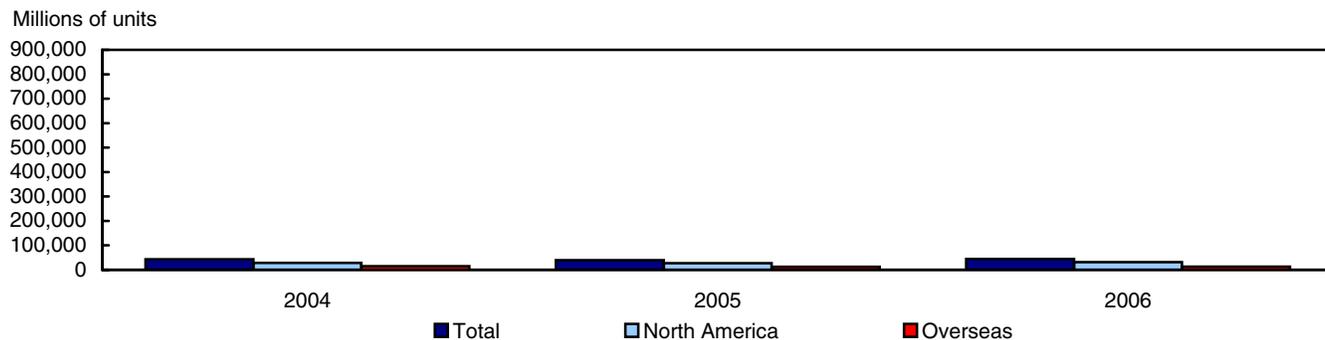


Chart 5

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

Selected surveys from Statistics Canada

2402	New Motor Vehicle Sales Survey
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Selected tables of Canadian statistics 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	53,168	7.8	11,710	28.9	14,139	-9.1	79,017	6.9
September	128,431	-1.7	46,500	9.3	9,927	16.7	13,878	-11.5	70,305	5.4
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	574,786	5.9	123,482	6.1	147,101	-8.6	845,369	3.1
2006										
January	89,422	9.0	31,445	15.8	5,653	8.3	7,086	-1.3	44,184	11.7

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	56,869	8.3	10,976	12.6	67,845	9.0
September	128,431	-1.7	49,301	-9.3	8,825	-8.4	58,126	-9.1
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 ^r	121,408	3.0	54,509	5.8	9,177	5.3	63,686	5.7
Year	1,630,310	3.5	673,058	3.0	111,883	10.3	784,941	4.0
2006								
January ^p	89,422	9.0	39,038	7.1	6,200	3.1	45,238	6.5
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	%
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	1,273,032	6.1	279,738	32.1	395,205	-3.7	1,947,975	6.9
September	4,131,585	-1.7	1,121,399	7.2	243,568	22.3	389,540	-8.0	1,754,507	5.1
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	4,040,805	4.8	1,011,223	2.5	180,607	11.7	289,343	-8.5	1,481,173	1.1
Year	52,511,328	5.8	14,056,990	6.0	2,928,424	8.7	4,240,519	-6.5	21,225,931	3.6
2006										
January	2,975,032	10.7	784,573	17.7	141,207	17.9	202,686	2.0	1,128,466	14.5

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	2,325,759	12.3	393,129	11.1	2,718,888	12.1
September	4,131,585	-1.7	2,057,211	-5.6	319,867	-10.1	2,377,078	-6.2
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	4,040,805	4.8	2,231,319	8.1	328,313	0.3	2,559,632	7.0
Year	52,511,328	5.8	27,226,927	7.3	4,058,470	7.8	31,285,398	7.3
2006								
January P	2,975,032	10.7	1,620,203	9.3	226,363	2.8	1,846,565	8.5

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
	\$	%	\$	%	\$	%
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	23,944	-1.6	23,889	2.5	27,951	5.9
September	24,116	-1.9	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	24,456	0.1	23,715	2.5	28,827	2.3
2006						
January P	24,951	1.6	24,979	8.9	28,604	3.3
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.	%	
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	79,017	100.0	53,168	67.3	11,710	14.8	14,139	17.9
September	70,305	100.0	46,500	66.1	9,927	14.1	13,878	19.7
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	845,369	100.0	574,786	68.0	123,482	14.6	147,101	17.4
2006								
January P	44,184	100.0	31,445	71.2	5,653	12.8	7,086	16.0
Year								

Table 4

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

Type and origin of vehicles	Canada	Newfoundland and Labrador	Prince Edward Island	Nova Scotia	New Brunswick	Quebec
Total, new motor vehicles						
2004 (No.)	85,238	971	205	2,245	1,884	19,906
2005 (No.)	82,019	957	202	2,115	1,580	19,603
2006 (No.)	89,422	1,069	209	2,792	1,747	19,288
2006 / 2005 %	9.0	11.7	3.5	32.0	10.6	-1.6
2004 (\$'000)	2,711,635	26,766	5,392	65,297	55,269	567,975
2005 (\$'000)	2,687,357	26,882	5,497	61,020	47,862	575,589
2006 (\$'000)	2,975,032	29,151	5,412	84,129	50,657	571,300
2006 / 2005 %	10.7	8.4	-1.5	37.9	5.8	-0.7
Passenger cars, manufactured in North America						
2004 (No.)	28,346	298	91	824	730	6,547
2005 (No.)	27,144	335	67	881	576	7,005
2006 (No.)	31,445	426	88	1,238	677	7,245
2006 / 2005 %	15.8	27.2	31.3	40.5	17.5	3.4
2004 (\$'000)	686,549	6,822	2,072	19,365	16,572	153,225
2005 (\$'000)	666,757	7,642	1,619	20,644	13,631	165,190
2006 (\$'000)	784,573	9,850	2,020	28,900	16,022	170,980
2006 / 2005 %	17.7	28.9	24.8	40.0	17.5	3.5
Passenger cars, manufactured in Japan						
2004 (No.)	7,074	x	x	131	x	3,087
2005 (No.)	5,222	x	x	86	x	2,030
2006 (No.)	5,653	x	x	115	x	2,075
2006 / 2005 %	8.3	x	x	33.7	x	2.2
2004 (\$'000)	155,729	x	x	2,919	x	60,835
2005 (\$'000)	119,763	x	x	1,858	x	39,916
2006 (\$'000)	141,207	x	x	2,655	x	45,389
2006 / 2005 %	17.9	x	x	42.9	x	13.7
Passenger cars, manufactured in other countries						
2004 (No.)	7,722	x	x	177	x	3,002
2005 (No.)	7,178	x	x	133	x	2,567
2006 (No.)	7,086	x	x	287	x	2,262
2006 / 2005 %	-1.3	x	x	115.8	x	-11.9
2004 (\$'000)	212,100	x	x	3,714	x	67,696
2005 (\$'000)	198,787	x	x	3,098	x	60,265
2006 (\$'000)	202,686	x	x	6,191	x	53,964
2006 / 2005 %	2.0	x	x	99.8	x	-10.5
Trucks ¹, manufactured in North America						
2004 (No.)	36,140	x	x	971	837	5,881
2005 (No.)	36,460	x	x	879	757	6,583
2006 (No.)	39,038	x	x	997	765	6,322
2006 / 2005 %	7.1	x	x	13.4	1.1	-4.0
2004 (\$'000)	1,433,529	x	x	34,269	31,526	235,686
2005 (\$'000)	1,481,819	x	x	30,969	28,508	261,552
2006 (\$'000)	1,620,203	x	x	41,354	27,776	253,663
2006 / 2005 %	9.3	x	x	33.5	-2.6	-3.0
Trucks ¹, manufactured overseas						
2004 (No.)	5,956	x	x	142	68	1,389
2005 (No.)	6,015	x	x	136	67	1,418
2006 (No.)	6,200	x	x	155	106	1,384
2006 / 2005 %	3.1	x	x	14.0	58.2	-2.4
2004 (\$'000)	223,728	x	x	5,030	2,236	50,533
2005 (\$'000)	220,231	x	x	4,449	2,096	48,667
2006 (\$'000)	226,363	x	x	5,030	3,177	47,304
2006 / 2005 %	2.8	x	x	13.1	51.6	-2.8

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, January

Type and origin of vehicles	Canada	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia ¹
Total, new motor vehicles						
2004 (No.)	85,238	33,402	2,403	2,026	11,302	10,894
2005 (No.)	82,019	31,692	2,227	1,793	11,651	10,199
2006 (No.)	89,422	34,140	2,399	1,906	14,524	11,348
2006 / 2005 %	9.0	7.7	7.7	6.3	24.7	11.3
2004 (\$'000)	2,711,635	1,096,436	80,225	68,722	392,465	353,088
2005 (\$'000)	2,687,357	1,072,589	77,633	62,912	429,677	327,696
2006 (\$'000)	2,975,032	1,140,677	83,950	72,486	540,221	397,048
2006 / 2005 %	10.7	6.3	8.1	15.2	25.7	21.2
Passenger cars, manufactured in North America						
2004 (No.)	28,346	11,652	813	609	3,213	3,569
2005 (No.)	27,144	10,654	663	436	3,211	3,316
2006 (No.)	31,445	12,385	726	468	4,271	3,921
2006 / 2005 %	15.8	16.2	9.5	7.3	33.0	18.2
2004 (\$'000)	686,549	291,235	20,133	15,160	77,150	84,814
2005 (\$'000)	666,757	270,012	16,308	11,058	79,844	80,808
2006 (\$'000)	784,573	318,367	17,967	12,045	110,547	97,875
2006 / 2005 %	17.7	17.9	10.2	8.9	38.5	21.1
Passenger cars, manufactured in Japan						
2004 (No.)	7,074	2,015	109	69	436	1,042
2005 (No.)	5,222	1,676	81	53	415	750
2006 (No.)	5,653	1,862	110	43	478	851
2006 / 2005 %	8.3	11.1	35.8	-18.9	15.2	13.5
2004 (\$'000)	155,729	48,386	2,473	1,644	10,638	25,220
2005 (\$'000)	119,763	43,190	1,920	1,307	10,371	18,738
2006 (\$'000)	141,207	50,896	2,742	1,362	13,381	22,391
2006 / 2005 %	17.9	17.8	42.8	4.2	29.0	19.5
Passenger cars, manufactured in other countries						
2004 (No.)	7,722	2,663	121	90	476	934
2005 (No.)	7,178	2,539	128	86	597	899
2006 (No.)	7,086	2,527	125	90	566	987
2006 / 2005 %	-1.3	-0.5	-2.3	4.7	-5.2	9.8
2004 (\$'000)	212,100	85,263	3,113	1,849	14,662	30,830
2005 (\$'000)	198,787	78,389	3,188	1,902	17,625	29,733
2006 (\$'000)	202,686	82,380	3,096	2,096	16,313	34,230
2006 / 2005 %	2.0	5.1	-2.9	10.2	-7.4	15.1
Trucks², manufactured in North America						
2004 (No.)	36,140	14,589	1,232	1,163	6,568	4,377
2005 (No.)	36,460	14,318	1,236	1,105	6,696	4,397
2006 (No.)	39,038	14,758	1,305	1,200	8,480	4,700
2006 / 2005 %	7.1	3.1	5.6	8.6	26.6	6.9
2004 (\$'000)	1,433,529	577,207	49,818	46,744	266,575	174,305
2005 (\$'000)	1,481,819	585,617	52,285	44,745	294,549	166,589
2006 (\$'000)	1,620,203	590,360	55,747	53,185	372,477	208,782
2006 / 2005 %	9.3	0.8	6.6	18.9	26.5	25.3
Trucks², manufactured overseas						
2004 (No.)	5,956	2,483	128	95	609	972
2005 (No.)	6,015	2,505	119	113	732	837
2006 (No.)	6,200	2,608	133	105	729	889
2006 / 2005 %	3.1	4.1	11.8	-7.1	-0.4	6.2
2004 (\$'000)	223,728	94,345	4,688	3,324	23,439	37,919
2005 (\$'000)	220,231	95,380	3,931	3,900	27,288	31,828
2006 (\$'000)	226,363	98,675	4,398	3,798	27,503	33,770
2006 / 2005 %	2.8	3.5	11.9	-2.6	0.8	6.1

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

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.	%
2004										
Newfoundland and Labrador	971	0.7	298	-3.6	x	x	x	x	470	-3.3
Prince Edward Island	205	-2.4	91	16.7	x	x	x	x	114	7.5
Nova Scotia	2,245	-4.4	824	-6.5	131	-3.0	177	6.6	1,132	-4.2
New Brunswick	1,884	-1.6	730	0.3	x	x	x	x	979	0.6
Quebec	19,906	-9.6	6,547	-20.9	3,087	17.2	3,002	0.9	12,636	-9.0
Ontario	33,402	-10.9	11,652	-16.8	2,015	-27.6	2,663	-5.0	16,330	-16.6
Manitoba	2,403	-10.9	813	-10.9	109	-0.9	121	-10.4	1,043	-9.9
Saskatchewan	2,026	-17.2	609	-12.2	69	-37.3	90	-25.6	768	-17.0
Alberta	11,302	-9.9	3,213	-15.5	436	-28.4	476	-6.1	4,125	-16.2
British Columbia ¹	10,894	-15.1	3,569	-23.5	1,042	5.9	934	-8.9	5,545	-16.9
Canada	85,238	-10.7	28,346	-17.5	7,074	-6.9	7,722	-2.8	43,142	-13.5
2005										
Newfoundland and Labrador	957	-1.4	335	12.4	x	x	x	x	474	0.9
Prince Edward Island	202	-1.5	67	-26.4	x	x	x	x	108	-5.3
Nova Scotia	2,115	-5.8	881	6.9	86	-34.4	133	-24.9	1,100	-2.8
New Brunswick	1,580	-16.1	576	-21.1	x	x	x	x	756	-22.8
Quebec	19,603	-1.5	7,005	7.0	2,030	-34.2	2,567	-14.5	11,602	-8.2
Ontario	31,692	-5.1	10,654	-8.6	1,676	-16.8	2,539	-4.7	14,869	-8.9
Manitoba	2,227	-7.3	663	-18.5	81	-25.7	128	5.8	872	-16.4
Saskatchewan	1,793	-11.5	436	-28.4	53	-23.2	86	-4.4	575	-25.1
Alberta	11,651	3.1	3,211	-0.1	415	-4.8	597	25.4	4,223	2.4
British Columbia ¹	10,199	-6.4	3,316	-7.1	750	-28.0	899	-3.7	4,965	-10.5
Canada	82,019	-3.8	27,144	-4.2	5,222	-26.2	7,178	-7.0	39,544	-8.3
2006										
Newfoundland and Labrador	1,069	11.7	426	27.2	x	x	x	x	567	19.6
Prince Edward Island	209	3.5	88	31.3	x	x	x	x	109	0.9
Nova Scotia	2,792	32.0	1,238	40.5	115	33.7	287	115.8	1,640	49.1
New Brunswick	1,747	10.6	677	17.5	x	x	x	x	876	15.9
Quebec	19,288	-1.6	7,245	3.4	2,075	2.2	2,262	-11.9	11,582	-0.2
Ontario	34,140	7.7	12,385	16.2	1,862	11.1	2,527	-0.5	16,774	12.8
Manitoba	2,399	7.7	726	9.5	110	35.8	125	-2.3	961	10.2
Saskatchewan	1,906	6.3	468	7.3	43	-18.9	90	4.7	601	4.5
Alberta	14,524	24.7	4,271	33.0	478	15.2	566	-5.2	5,315	25.9
British Columbia ¹	11,348	11.3	3,921	18.2	851	13.5	987	9.8	5,759	16.0
Canada	89,422	9.0	31,445	15.8	5,653	8.3	7,086	-1.3	44,184	11.7

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

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	971	0.7	x	x	x	x	501	4.8
Prince Edward Island	205	-2.4	x	x	x	x	91	-12.5
Nova Scotia	2,245	-4.4	971	-3.9	142	-9.0	1,113	-4.5
New Brunswick	1,884	-1.6	837	1.8	68	-42.9	905	-3.8
Quebec	19,906	-9.6	5,881	-12.2	1,389	-4.3	7,270	-10.8
Ontario	33,402	-10.9	14,589	-3.9	2,483	-9.0	17,072	-4.6
Manitoba	2,403	-10.9	1,232	-13.8	128	16.4	1,360	-11.6
Saskatchewan	2,026	-17.2	1,163	-15.9	95	-31.2	1,258	-17.3
Alberta	11,302	-9.9	6,568	-6.3	609	-2.1	7,177	-5.9
British Columbia ¹	10,894	-15.1	4,377	-13.6	972	-10.4	5,349	-13.1
Canada	85,238	-10.7	36,140	-7.6	5,956	-8.2	42,096	-7.7
2005								
Newfoundland and Labrador	957	-1.4	x	x	x	x	483	-3.6
Prince Edward Island	202	-1.5	x	x	x	x	94	3.3
Nova Scotia	2,115	-5.8	879	-9.5	136	-4.2	1,015	-8.8
New Brunswick	1,580	-16.1	757	-9.6	67	-1.5	824	-9.0
Quebec	19,603	-1.5	6,583	11.9	1,418	2.1	8,001	10.1
Ontario	31,692	-5.1	14,318	-1.9	2,505	0.9	16,823	-1.5
Manitoba	2,227	-7.3	1,236	0.3	119	-7.0	1,355	-0.4
Saskatchewan	1,793	-11.5	1,105	-5.0	113	18.9	1,218	-3.2
Alberta	11,651	3.1	6,696	1.9	732	20.2	7,428	3.5
British Columbia ¹	10,199	-6.4	4,397	0.5	837	-13.9	5,234	-2.1
Canada	82,019	-3.8	36,460	0.9	6,015	1.0	42,475	0.9
2006								
Newfoundland and Labrador	1,069	11.7	x	x	x	x	502	3.9
Prince Edward Island	209	3.5	x	x	x	x	100	6.4
Nova Scotia	2,792	32.0	997	13.4	155	14.0	1,152	13.5
New Brunswick	1,747	10.6	765	1.1	106	58.2	871	5.7
Quebec	19,288	-1.6	6,322	-4.0	1,384	-2.4	7,706	-3.7
Ontario	34,140	7.7	14,758	3.1	2,608	4.1	17,366	3.2
Manitoba	2,399	7.7	1,305	5.6	133	11.8	1,438	6.1
Saskatchewan	1,906	6.3	1,200	8.6	105	-7.1	1,305	7.1
Alberta	14,524	24.7	8,480	26.6	729	-0.4	9,209	24.0
British Columbia ¹	11,348	11.3	4,700	6.9	889	6.2	5,589	6.8
Canada	89,422	9.0	39,038	7.1	6,200	3.1	45,238	6.5

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

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	26,766	4.1	6,822	-2.1	x	x	x	x	10,090	-2.9
Prince Edward Island	5,392	-2.3	2,072	17.2	x	x	x	x	2,455	7.7
Nova Scotia	65,297	-6.5	19,365	-3.9	2,919	-1.2	3,714	9.1	25,998	-1.9
New Brunswick	55,269	2.8	16,572	-2.1	x	x	x	x	21,507	-2.6
Quebec	567,975	-8.7	153,225	-17.9	60,835	9.4	67,696	-6.4	281,757	-10.5
Ontario	1,096,436	-6.2	291,235	-15.8	48,386	-31.6	85,263	-13.4	424,884	-17.5
Manitoba	80,225	-9.8	20,133	-9.8	2,473	-6.8	3,113	-13.5	25,719	-10.0
Saskatchewan	68,722	-14.4	15,160	-10.6	1,644	-39.5	1,849	-39.7	18,653	-18.0
Alberta	392,465	-6.4	77,150	-18.7	10,638	-26.9	14,662	-7.4	102,451	-18.2
British Columbia ¹	353,088	-13.4	84,814	-24.4	25,220	2.5	30,830	-17.9	140,864	-19.2
Canada	2,711,635	-7.8	686,549	-16.8	155,729	-12.9	212,100	-11.1	1,054,378	-15.1
2005										
Newfoundland and Labrador	26,882	0.4	7,642	12.0	x	x	x	x	10,326	2.3
Prince Edward Island	5,497	1.9	1,619	-21.9	x	x	x	x	2,359	-3.9
Nova Scotia	61,020	-6.6	20,644	6.6	1,858	-36.3	3,098	-16.6	25,601	-1.5
New Brunswick	47,862	-13.4	13,631	-17.7	x	x	x	x	17,259	-19.8
Quebec	575,589	1.3	165,190	7.8	39,916	-34.4	60,265	-11.0	265,370	-5.8
Ontario	1,072,589	-2.2	270,012	-7.3	43,190	-10.7	78,389	-8.1	391,591	-7.8
Manitoba	77,633	-3.2	16,308	-19.0	1,920	-22.4	3,188	2.4	21,417	-16.7
Saskatchewan	62,912	-8.5	11,058	-27.1	1,307	-20.5	1,902	2.9	14,266	-23.5
Alberta	429,677	9.5	79,844	3.5	10,371	-2.5	17,625	20.2	107,840	5.3
British Columbia ¹	327,696	-7.2	80,808	-4.7	18,738	-25.7	29,733	-3.6	129,278	-8.2
Canada	2,687,357	-0.9	666,757	-2.9	119,763	-23.1	198,787	-6.3	985,307	-6.6
2006										
Newfoundland and Labrador	29,151	8.4	9,850	28.9	x	x	x	x	12,613	22.1
Prince Edward Island	5,412	-1.5	2,020	24.8	x	x	x	x	2,384	1.1
Nova Scotia	84,129	37.9	28,900	40.0	2,655	42.9	6,191	99.8	37,745	47.4
New Brunswick	50,657	5.8	16,022	17.5	x	x	x	x	19,703	14.2
Quebec	571,300	-0.7	170,980	3.5	45,389	13.7	53,964	-10.5	270,333	1.9
Ontario	1,140,677	6.3	318,367	17.9	50,896	17.8	82,380	5.1	451,642	15.3
Manitoba	83,950	8.1	17,967	10.2	2,742	42.8	3,096	-2.9	23,805	11.2
Saskatchewan	72,486	15.2	12,045	8.9	1,362	4.2	2,096	10.2	15,503	8.7
Alberta	540,221	25.7	110,547	38.5	13,381	29.0	16,313	-7.4	140,241	30.0
British Columbia ¹	397,048	21.2	97,875	21.1	22,391	19.5	34,230	15.1	154,497	19.5
Canada	2,975,032	10.7	784,573	17.7	141,207	17.9	202,686	2.0	1,128,466	14.5

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

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	26,766	4.1	x	x	x	x	16,676	8.9
Prince Edward Island	5,392	-2.3	x	x	x	x	2,937	-9.4
Nova Scotia	65,297	-6.5	34,269	-10.1	5,030	-3.4	39,299	-9.3
New Brunswick	55,269	2.8	31,526	13.3	2,236	-41.6	33,762	6.6
Quebec	567,975	-8.7	235,686	-8.6	50,533	2.1	286,218	-6.9
Ontario	1,096,436	-6.2	577,207	4.1	94,345	-4.9	671,552	2.7
Manitoba	80,225	-9.8	49,818	-11.4	4,688	13.6	54,506	-9.7
Saskatchewan	68,722	-14.4	46,744	-11.3	3,324	-31.0	50,068	-12.9
Alberta	392,465	-6.4	266,575	-1.8	23,439	3.4	290,014	-1.4
British Columbia ¹	353,088	-13.4	174,305	-9.8	37,919	-5.6	212,224	-9.1
Canada	2,711,635	-7.8	1,433,529	-2.3	223,728	-3.6	1,657,257	-2.5
2005								
Newfoundland and Labrador	26,882	0.4	x	x	x	x	16,556	-0.7
Prince Edward Island	5,497	1.9	x	x	x	x	3,138	6.8
Nova Scotia	61,020	-6.6	30,969	-9.6	4,449	-11.6	35,419	-9.9
New Brunswick	47,862	-13.4	28,508	-9.6	2,096	-6.3	30,604	-9.4
Quebec	575,589	1.3	261,552	11.0	48,667	-3.7	310,219	8.4
Ontario	1,072,589	-2.2	585,617	1.5	95,380	1.1	680,997	1.4
Manitoba	77,633	-3.2	52,285	5.0	3,931	-16.1	56,216	3.1
Saskatchewan	62,912	-8.5	44,745	-4.3	3,900	17.3	48,645	-2.8
Alberta	429,677	9.5	294,549	10.5	27,288	16.4	321,837	11.0
British Columbia ¹	327,696	-7.2	166,589	-4.4	31,828	-16.1	198,417	-6.5
Canada	2,687,357	-0.9	1,481,819	3.4	220,231	-1.6	1,702,050	2.7
2006								
Newfoundland and Labrador	29,151	8.4	x	x	x	x	16,538	-0.1
Prince Edward Island	5,412	-1.5	x	x	x	x	3,028	-3.5
Nova Scotia	84,129	37.9	41,354	33.5	5,030	13.1	46,384	31.0
New Brunswick	50,657	5.8	27,776	-2.6	3,177	51.6	30,954	1.1
Quebec	571,300	-0.7	253,663	-3.0	47,304	-2.8	300,966	-3.0
Ontario	1,140,677	6.3	590,360	0.8	98,675	3.5	689,035	1.2
Manitoba	83,950	8.1	55,747	6.6	4,398	11.9	60,144	7.0
Saskatchewan	72,486	15.2	53,185	18.9	3,798	-2.6	56,983	17.1
Alberta	540,221	25.7	372,477	26.5	27,503	0.8	399,980	24.3
British Columbia ¹	397,048	21.2	208,782	25.3	33,770	6.1	242,552	22.2
Canada	2,975,032	10.7	1,620,203	9.3	226,363	2.8	1,846,565	8.5

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.								
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	1,575,195	820,103	542,814	116,426	160,863	755,092	653,637	101,455
2005	1,630,310	845,369	574,786	123,482	147,101	784,941	673,058	111,883
\$'000								
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	49,639,223	20,489,761	13,261,753	2,694,970	4,533,035	29,149,463	25,384,561	3,764,904
2005	52,511,328	21,225,931	14,056,990	2,928,424	4,240,519	31,285,398	27,226,927	4,058,470

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	125,205	-0.1	44,928	0.4	23,432	10.7	56,844	-4.3
February	127,268	1.6	42,213	-6.0	22,998	-1.9	62,058	9.2
March	136,198	7.0	45,493	7.8	23,971	4.2	66,735	7.5
April	136,145	0.0	47,142	3.6	23,645	-1.4	65,358	-2.1
May	131,171	-3.7	45,869	-2.7	23,195	-1.9	62,107	-5.0
June	131,241	0.1	45,941	0.2	22,841	-1.5	62,459	0.6
July	131,584	0.3	46,246	0.7	22,920	0.3	62,418	-0.1
August	131,396	-0.1	46,357	0.2	22,429	-2.1	62,610	0.3
September	128,035	-2.6	43,298	-6.6	22,611	0.8	62,127	-0.8
October	133,589	4.3	45,178	4.3	23,702	4.8	64,709	4.2
November	132,171	-1.1	44,183	-2.2	23,321	-1.6	64,666	-0.1
December	131,192	-0.7	45,966	4.0	22,225	-4.7	63,001	-2.6
2005								
January	127,281	-3.0	43,720	-4.9	21,480	-3.4	62,080	-1.5
February	142,361	11.8	50,940	16.5	21,452	-0.1	69,969	12.7
March	135,832	-4.6	49,736	-2.4	21,070	-1.8	65,027	-7.1
April	140,686	3.6	50,693	1.9	22,582	7.2	67,410	3.7
May	130,151	-7.5	42,812	-15.5	22,871	1.3	64,468	-4.4
June	139,867	7.5	49,571	15.8	22,954	0.4	67,342	4.5
July	151,202	8.1	50,093	1.1	25,612	11.6	75,497	12.1
August	138,237	-8.6	49,243	-1.7	23,093	-9.8	65,902	-12.7
September	126,739	-8.3	47,711	-3.1	22,225	-3.8	56,803	-13.8
October ^r	131,548	3.8	48,043	0.7	22,360	0.6	61,145	7.6
November ^r	136,074	3.4	46,665	-2.9	22,900	2.4	66,510	8.8
December ^r	135,718	-0.3	47,722	2.3	22,133	-3.3	65,863	-1.0
2006								
January ^p	137,614	1.4	49,562	3.9	21,535	-2.7	66,517	1.0

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
2004						
January	125,205	1,858	363	3,674	2,913	32,307
February	127,268	1,756	368	3,247	2,852	32,687
March	136,198	1,858	398	3,944	2,940	36,141
April	136,145	1,908	443	3,904	2,822	35,025
May	131,171	1,899	378	3,851	2,674	33,541
June	131,241	1,833	387	4,055	2,747	34,180
July	131,584	1,866	388	3,762	2,923	34,007
August	131,396	1,921	386	3,785	2,953	33,312
September	128,035	1,948	404	3,712	2,903	32,513
October	133,589	2,203	395	4,012	3,238	33,794
November	132,171	1,951	378	3,640	2,771	34,015
December	131,192	1,897	409	3,580	2,780	33,559
2005						
January	127,281	1,887	389	3,652	2,560	34,110
February	142,361	2,105	457	4,137	3,082	35,346
March	135,832	2,134	389	3,725	2,805	34,843
April	140,686	2,193	414	4,055	2,947	35,581
May	130,151	2,067	388	3,755	2,582	32,604
June	139,867	2,041	422	3,884	2,872	35,011
July	151,202	2,318	433	4,202	3,354	35,842
August	138,237	1,761	434	4,117	2,950	33,699
September	126,739	1,814	321	3,788	2,530	29,793
October r	131,548	2,087	381	3,637	2,823	33,618
November r	136,074	2,309	485	3,805	2,817	35,178
December r	135,718	2,171	358	3,840	2,815	33,546
2006						
January P	137,614	2,236	394	4,730	2,843	32,985

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	125,205	48,707	3,576	2,697	15,150	13,959
February	127,268	49,706	3,722	3,410	15,968	13,551
March	136,198	52,019	3,786	3,285	16,340	15,487
April	136,145	52,465	4,099	3,394	16,526	15,560
May	131,171	50,230	3,809	3,186	16,136	15,468
June	131,241	49,618	3,809	3,305	15,867	15,439
July	131,584	50,012	3,711	3,260	16,169	15,486
August	131,396	50,163	3,824	3,363	16,309	15,381
September	128,035	48,094	3,721	3,175	16,336	15,230
October	133,589	50,315	3,799	3,322	17,069	15,442
November	132,171	49,816	3,714	3,288	17,252	15,347
December	131,192	49,783	3,762	3,136	17,032	15,255
2005						
January	127,281	48,507	3,502	2,570	16,398	13,706
February	142,361	56,285	4,039	3,210	18,138	15,562
March	135,832	51,127	3,969	3,313	17,699	15,829
April	140,686	52,935	3,924	3,561	18,986	16,091
May	130,151	49,231	3,610	3,295	17,054	15,565
June	139,867	52,718	3,998	3,512	19,117	16,292
July	151,202	58,453	4,695	3,855	21,409	16,641
August	138,237	51,897	3,991	3,347	19,377	16,664
September	126,739	47,421	3,655	3,193	18,597	15,627
October ^r	131,548	49,290	3,586	2,811	18,263	15,051
November ^r	136,074	51,427	3,606	3,244	18,623	14,580
December ^r	135,718	51,280	3,941	3,163	19,223	15,382
2006						
January ^p	137,614	52,179	3,886	3,005	19,962	15,395

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 = 9 for North American passenger cars. MCD = 4 for Overseas passenger cars. MCD = 11 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.