



Catalogue no. 63-007-XIE

New motor vehicle sales

February 2006



Statistics
Canada

Statistique
Canada

Canada

How to obtain more information

Specific inquiries about this product and related statistics or services should be directed to: Marketing and Clients Services, Statistics Canada, Ottawa, Ontario, K1A 0T6 (telephone: (613) 951-3549).

For information on the wide range of data available from Statistics Canada, you can contact us by calling one of our toll free numbers. You can also contact us by e-mail or by visiting our website at www.statcan.ca.

National inquiries line **1 800 263-1136**

National telecommunications device for the hearing impaired **1 800 363-7629**

Depository Services Program inquiries **1 800 700-1033**

Fax line for Depository Services Program **1 800 889-9734**

E-mail inquiries infostats@statcan.ca

Website www.statcan.ca

This product, Catalogue no. 63-007-XIE, is published monthly in electronic format on the Statistics Canada Internet site at a single price of CAN\$14.00 per issue (PDF) and CAN\$133.00 for a one-year subscription. To obtain single issues or to subscribe, visit our website at www.statcan.ca, and select Our Products and Services.

Standards of service to the public

Statistics Canada is committed to serving its clients in a prompt, reliable and courteous manner and in the official language of their choice. To this end, the Agency has developed *standards of service* which its employees observe in serving its clients. To obtain a copy of these service standards, please contact Statistics Canada toll free at 1 800 263-1136. The service standards are also published on www.statcan.ca under About Statistics Canada > Providing services to Canadians.



Statistics Canada
Marketing and Clients Services

New motor vehicle sales

February 2006

Published by authority of the Minister responsible for Statistics Canada

© Minister of Industry, 2006

All rights reserved. This product cannot be reproduced and/or transmitted to any person or organization outside of the licensee's organization. Reasonable rights of use of the content of this product are granted solely for personal, corporate or public policy research, or for educational purposes. This permission includes the use of the content in analyses and the reporting of results and conclusions, including the citation of limited amounts of supporting data extracted from this product. These materials are solely for non-commercial purposes. In such cases, the source of the data must be acknowledged as follows: Source (or "Adapted from", if appropriate): Statistics Canada, year of publication, name of product, catalogue number, volume and issue numbers, reference period and page(s). Otherwise, users shall seek prior written permission of Licensing Services, Client Services Division, Statistics Canada, Ottawa, Ontario, Canada, K1A 0T6.

April 2006

Catalogue no. 63-007-XIE, Vol. 78, No. 2

ISSN 1209-1146

Frequency: Monthly

Ottawa

La version française de cette publication est disponible sur demande (n° 63-007-XIF au catalogue).

Note of appreciation

Canada owes the success of its statistical system to a long standing partnership between Statistics Canada, the citizens of Canada, its businesses, governments and other institutions. Accurate and timely statistical information could not be produced without their continued cooperation and goodwill.

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.

Acknowledgements

This publication was prepared under the direction of:

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

Table of contents

Highlights	4
Analysis – February 2006	5
Car and truck sales edge down	6
Strength in the West	6
Related products	8
Statistical tables	
1 Monthly sales of new motor vehicles, by type and origin	10
1-1 in units	10
1-2 in dollars	12
2 Average monthly prices of passenger cars, by origin	14
3 Monthly market share of new passenger car sales (units), by origin, Canada	15
4 Provincial sales of new motor vehicles, by type and origin, in units and dollars, February	16
5 Year to date provincial sales of new motor vehicles, by type and origin	18
5-1 in units, January to February	18
5-2 in dollars, January to February	20
6 Annual sales of new motor vehicles, by type and origin, in units and dollars, Canada	22
7 Canada, monthly sales of new motor vehicles, in units, by type and origin, seasonally adjusted	23
8 Monthly sales of new motor vehicles, in units, by province, seasonally adjusted	24
Definitions	26
Appendix	
I. Scope of the survey	27
II. List of North American motor vehicle manufacturers	30
Charts	
1. New motor vehicle sales, seasonally adjusted, in units, 2003-2006	5
2. Truck, van and bus sales, seasonally adjusted, in units, 2003-2006	6
3. Passenger car sales, seasonally adjusted, in units, 2003-2006	7
4. Monthly distribution of the Canadian motor vehicle market (passenger cars), by origin, 2003-2006	7
5. Cumulative sales of new passenger cars, by origin, in units, 2004-2006	7

Highlights

February 2006

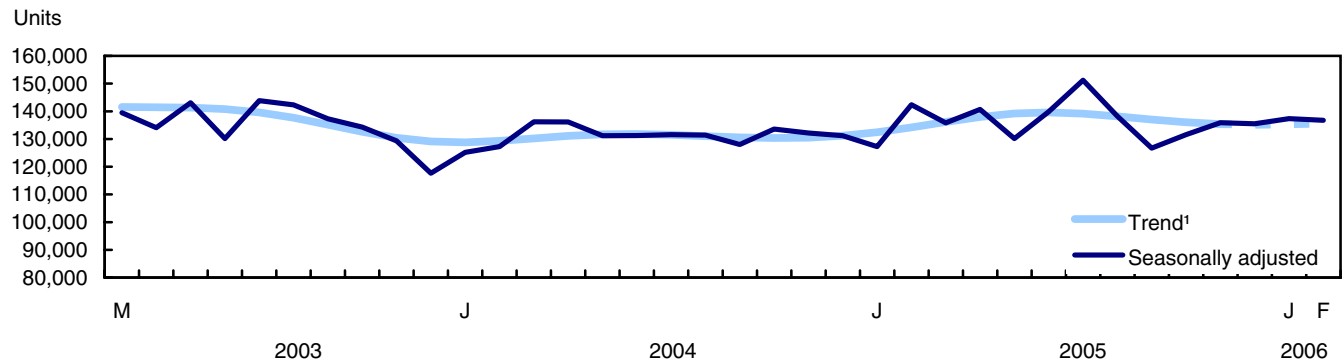
New motor vehicle sales dipped slightly in February, extending a pattern of generally stable sales.

Analysis – February 2006

New motor vehicle sales edged down 0.4% in February. Consumers drove away 136,767 new vehicles in February, a decrease of about 600 vehicles compared to the previous month.

Chart 1

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



1. Trends represent smoothed seasonally adjusted data

Month-to-month movements in auto sales continued to be relatively subdued in recent months following major sales swings throughout much of 2005, which were influenced by "employee pricing" and other special incentive programs. After a steep decline at the end of 2003, new motor vehicle sales partially recovered and then remained relatively stable in 2004.

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 March increased by about 1.0%. Both passenger car and truck sales gained during the month.

Car and truck sales edge down

Sales of both new cars and trucks dipped slightly in February. Passenger car sales decreased 0.5%, or by about 350 vehicles compared to January. There was a decline of 1.0% in the sales of North American built vehicles during the month, reversing some of the gains realized in January. Sales of overseas built cars went in the opposite direction, gaining 0.6% in February after two months of sagging sales.

Truck sales (which include minivans, sport-utility vehicles, light and heavy trucks, vans and buses) also declined in February, edging down 0.4% from the previous month. Sales have remained largely unchanged over the past three months.

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

Strength in the West

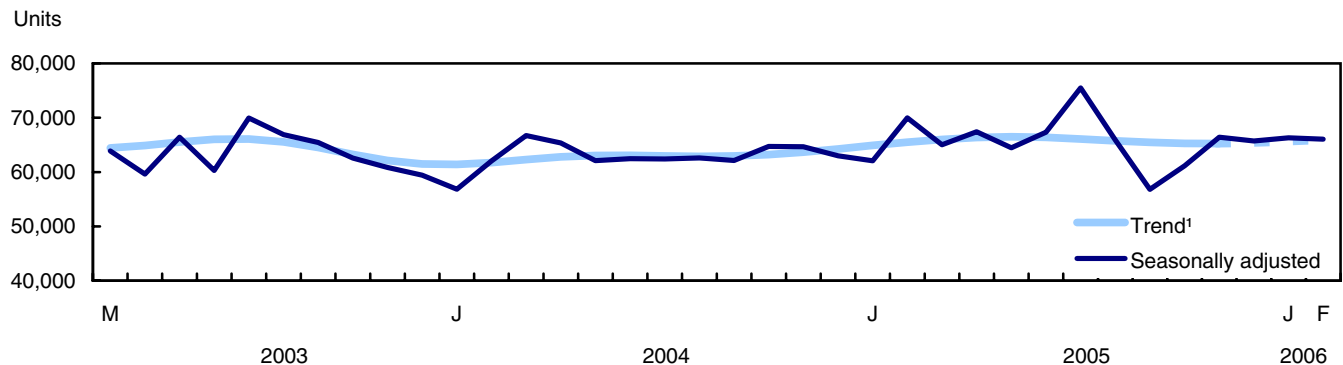
Sales results by province were mixed in February, with half of the provinces posting increases. The strongest percentage gains were seen in Saskatchewan (+9.4%) and Prince Edward Island (+8.0%). The gain in Saskatchewan followed several months of weaker sales.

The primary strength in new motor vehicle sales in recent months has come from out West. Alberta has seen four consecutive monthly sales increases. This is currently the longest string of gains in the country, with over 20,700 vehicles sold in February alone. The region formed by British Columbia and the territories has also seen strong sales of late, with three consecutive months of growth.

There were two main sources of weakness in February in terms of units sold. New motor vehicle sales plummeted 13.5% in Nova Scotia compared to January, a decrease of about 600 vehicles. However, the decline in Nova Scotia followed an extremely strong January when vehicle sales had increased by over 20%. Dealers in Ontario also had about 600 fewer vehicles roll off their lots in February, a decrease of 1.1%.

Chart 2

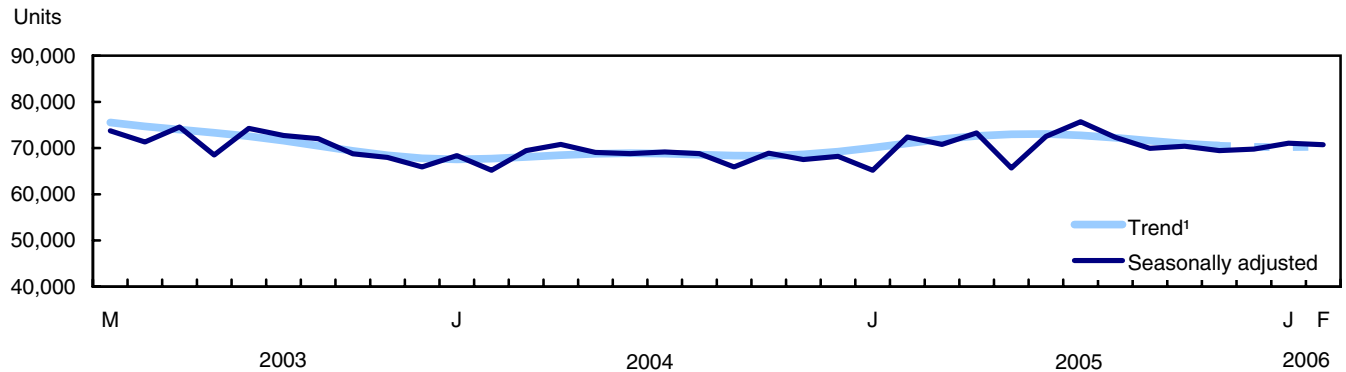
Truck, van and bus sales, seasonally adjusted, in units, 2003-2006



1. Trends represent smoothed seasonally adjusted data

Chart 3

Passenger car 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

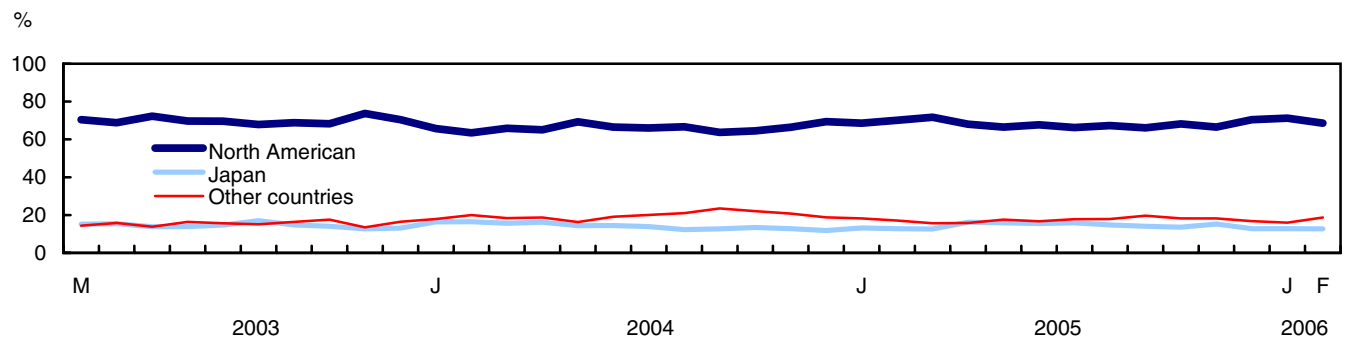
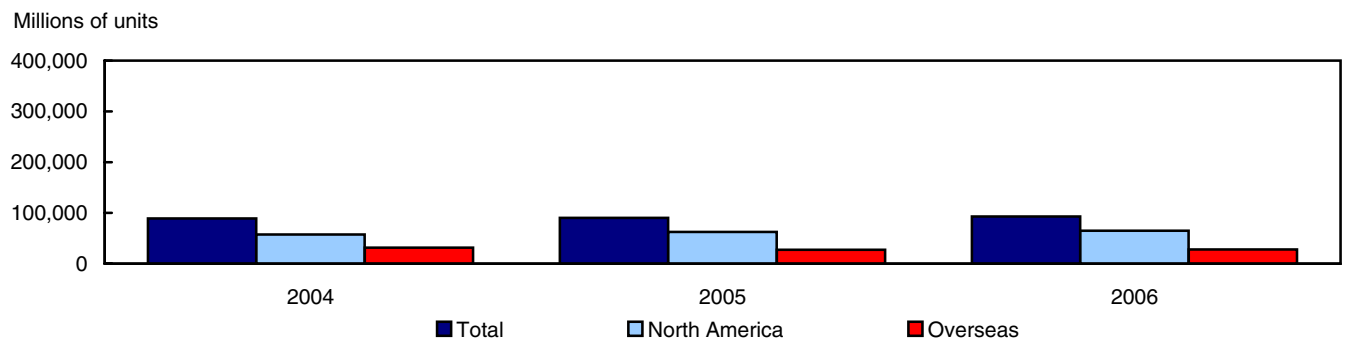


Chart 5

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
------	--------------------------------

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 ^r	89,422	9.0	31,445	15.8	5,653	8.3	7,086	-1.3	44,184	11.7
February ^p	100,740	-5.0	33,450	-5.6	6,204	-4.4	9,104	5.2	48,758	-3.6

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	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 r	89,422	9.0	39,038	7.1	6,200	3.1	45,238	6.5
February p	100,740	-5.0	44,353	-7.9	7,629	3.7	51,982	-6.3
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 ^r	2,981,292	10.9	783,654	17.5	141,207	17.9	202,686	2.0	1,127,547	14.4
February ^p	3,367,054	-3.3	839,753	-4.0	155,157	2.9	262,755	7.1	1,257,665	-1.1

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 ^r	2,981,292	10.9	1,627,382	9.8	226,363	2.8	1,853,745	8.9
February ^p	3,367,054	-3.3	1,835,118	-5.9	274,272	5.6	2,109,390	-4.6

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 ^r	24,921	1.5	24,979	8.9	28,604	3.3
February ^p	25,105	1.6	25,009	7.6	28,861	1.8
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 ^r	44,184	100.0	31,445	71.2	5,653	12.8	7,086	16.0
February ^p	48,758	100.0	33,450	68.6	6,204	12.7	9,104	18.7
Year								

Table 4

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

Type and origin of vehicles	Canada	Newfoundland and Labrador	Prince Edward Island	Nova Scotia	New Brunswick	Quebec
Total, new motor vehicles						
2004 (No.)	94,777	1,111	231	2,254	2,052	23,009
2005 (No.)	106,064	1,339	282	2,817	2,211	25,244
2006 (No.)	100,740	1,145	284	2,747	2,037	23,064
2006 / 2005 %	-5.0	-14.5	0.7	-2.5	-7.9	-8.6
2004 (\$'000)	3,005,344	29,875	6,322	65,590	60,395	661,844
2005 (\$'000)	3,481,340	37,595	7,639	84,708	65,337	749,557
2006 (\$'000)	3,367,054	32,280	7,598	83,510	58,463	702,847
2006 / 2005 %	-3.3	-14.1	-0.5	-1.4	-10.5	-6.2
Passenger cars, manufactured in North America						
2004 (No.)	29,238	385	85	745	705	7,481
2005 (No.)	35,421	495	124	1,076	862	9,179
2006 (No.)	33,450	369	125	969	720	8,179
2006 / 2005 %	-5.6	-25.5	0.8	-9.9	-16.5	-10.9
2004 (\$'000)	715,763	8,801	1,888	17,490	16,135	177,615
2005 (\$'000)	874,955	11,337	2,802	25,402	20,254	217,649
2006 (\$'000)	839,753	8,466	2,892	22,971	17,226	195,927
2006 / 2005 %	-4.0	-25.3	3.2	-9.6	-15.0	-10.0
Passenger cars, manufactured in Japan						
2004 (No.)	7,608	x	x	134	x	3,345
2005 (No.)	6,488	x	x	123	x	2,751
2006 (No.)	6,204	x	x	183	x	2,499
2006 / 2005 %	-4.4	x	x	48.8	x	-9.2
2004 (\$'000)	171,197	x	x	2,838	x	67,304
2005 (\$'000)	150,732	x	x	2,707	x	56,405
2006 (\$'000)	155,157	x	x	4,031	x	55,317
2006 / 2005 %	2.9	x	x	48.9	x	-1.9
Passenger cars, manufactured in other countries						
2004 (No.)	9,183	x	x	240	x	3,412
2005 (No.)	8,650	x	x	266	x	3,022
2006 (No.)	9,104	x	x	319	x	3,198
2006 / 2005 %	5.2	x	x	19.9	x	5.8
2004 (\$'000)	265,210	x	x	5,032	x	81,906
2005 (\$'000)	245,344	x	x	5,704	x	71,557
2006 (\$'000)	262,755	x	x	6,451	x	79,305
2006 / 2005 %	7.1	x	x	13.1	x	10.8
Trucks 1, manufactured in North America						
2004 (No.)	42,613	x	x	1,010	977	7,198
2005 (No.)	48,151	x	x	1,206	984	8,372
2006 (No.)	44,353	x	x	1,056	842	7,245
2006 / 2005 %	-7.9	x	x	-12.4	-14.4	-13.5
2004 (\$'000)	1,615,037	x	x	35,741	35,960	276,024
2005 (\$'000)	1,950,551	x	x	46,264	36,700	339,207
2006 (\$'000)	1,835,118	x	x	42,832	29,517	307,848
2006 / 2005 %	-5.9	x	x	-7.4	-19.6	-9.2
Trucks 1, manufactured overseas						
2004 (No.)	6,135	x	x	125	83	1,573
2005 (No.)	7,354	x	x	146	109	1,920
2006 (No.)	7,629	x	x	220	173	1,943
2006 / 2005 %	3.7	x	x	50.7	58.7	1.2
2004 (\$'000)	238,137	x	x	4,490	2,799	58,995
2005 (\$'000)	259,759	x	x	4,630	3,250	64,738
2006 (\$'000)	274,272	x	x	7,224	5,560	64,450
2006 / 2005 %	5.6	x	x	56.0	71.1	-0.4

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, February

Type and origin of vehicles	Canada	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia ¹
Total, new motor vehicles						
2004 (No.)	94,777	36,564	2,814	2,451	12,395	11,896
2005 (No.)	106,064	41,810	3,088	2,327	14,026	12,920
2006 (No.)	100,740	37,568	2,543	2,376	16,038	12,938
2006 / 2005 %	-5.0	-10.1	-17.6	2.1	14.3	0.1
2004 (\$'000)	3,005,344	1,190,858	95,262	82,615	427,023	385,560
2005 (\$'000)	3,481,340	1,413,803	108,332	80,491	504,368	429,511
2006 (\$'000)	3,367,054	1,245,625	88,932	84,596	600,490	462,714
2006 / 2005 %	-3.3	-11.9	-17.9	5.1	19.1	7.7
Passenger cars, manufactured in North America						
2004 (No.)	29,238	11,553	855	557	3,025	3,847
2005 (No.)	35,421	14,640	966	544	3,380	4,155
2006 (No.)	33,450	13,770	746	634	4,071	3,867
2006 / 2005 %	-5.6	-5.9	-22.8	16.5	20.4	-6.9
2004 (\$'000)	715,763	292,054	21,240	13,995	75,418	91,128
2005 (\$'000)	874,955	374,194	24,082	13,843	84,456	100,936
2006 (\$'000)	839,753	354,735	18,749	16,244	106,536	96,006
2006 / 2005 %	-4.0	-5.2	-22.1	17.3	26.1	-4.9
Passenger cars, manufactured in Japan						
2004 (No.)	7,608	2,081	114	65	554	1,094
2005 (No.)	6,488	1,903	93	63	488	925
2006 (No.)	6,204	1,649	78	65	609	937
2006 / 2005 %	-4.4	-13.3	-16.1	3.2	24.8	1.3
2004 (\$'000)	171,197	52,830	2,466	1,489	13,454	26,595
2005 (\$'000)	150,732	49,837	2,312	1,484	12,680	22,471
2006 (\$'000)	155,157	45,914	1,889	1,949	16,888	25,173
2006 / 2005 %	2.9	-7.9	-18.3	31.3	33.2	12.0
Passenger cars, manufactured in other countries						
2004 (No.)	9,183	3,304	184	133	588	1,002
2005 (No.)	8,650	3,109	116	108	629	1,053
2006 (No.)	9,104	3,239	113	105	657	1,142
2006 / 2005 %	5.2	4.2	-2.6	-2.8	4.5	8.5
2004 (\$'000)	265,210	109,409	4,411	2,709	18,405	37,103
2005 (\$'000)	245,344	99,368	3,097	2,276	19,191	37,301
2006 (\$'000)	262,755	105,453	3,017	2,404	20,468	39,201
2006 / 2005 %	7.1	6.1	-2.6	5.6	6.7	5.1
Trucks², manufactured in North America						
2004 (No.)	42,613	17,169	1,556	1,568	7,570	5,015
2005 (No.)	48,151	19,263	1,770	1,466	8,753	5,675
2006 (No.)	44,353	16,061	1,426	1,418	9,777	5,927
2006 / 2005 %	-7.9	-16.6	-19.4	-3.3	11.7	4.4
2004 (\$'000)	1,615,037	639,099	63,284	59,776	294,101	192,686
2005 (\$'000)	1,950,551	784,615	73,795	58,244	360,452	227,989
2006 (\$'000)	1,835,118	632,548	59,076	58,580	422,220	261,877
2006 / 2005 %	-5.9	-19.4	-19.9	0.6	17.1	14.9
Trucks², manufactured overseas						
2004 (No.)	6,135	2,457	105	128	658	938
2005 (No.)	7,354	2,895	143	146	776	1,112
2006 (No.)	7,629	2,849	180	154	924	1,065
2006 / 2005 %	3.7	-1.6	25.9	5.5	19.1	-4.2
2004 (\$'000)	238,137	97,465	3,862	4,646	25,644	38,048
2005 (\$'000)	259,759	105,789	5,045	4,644	27,588	40,815
2006 (\$'000)	274,272	106,975	6,200	5,419	34,378	40,456
2006 / 2005 %	5.6	1.1	22.9	16.7	24.6	-0.9

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 February

Province	Total new motor vehicles		Passenger cars							
			North America		Japan		Other countries		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	No.	%	No.	%	No.	%	No.	%	No.	%
2004										
Newfoundland and Labrador	2,082	-10.8	683	-21.2	x	x	x	x	1,080	-15.7
Prince Edward Island	436	-4.8	176	-2.2	x	x	x	x	228	-1.3
Nova Scotia	4,499	-11.3	1,569	-20.9	265	-13.4	417	16.8	2,251	-14.9
New Brunswick	3,936	-7.3	1,435	-14.4	x	x	x	x	1,971	-10.4
Quebec	42,915	-9.8	14,028	-23.5	6,432	11.1	6,414	2.4	26,874	-11.6
Ontario	69,966	-11.4	23,205	-20.9	4,096	-29.0	5,967	3.4	33,268	-18.6
Manitoba	5,217	-6.6	1,668	-10.1	223	1.8	305	16.9	2,196	-6.0
Saskatchewan	4,477	-9.8	1,166	-17.6	134	-35.0	223	-2.6	1,523	-17.7
Alberta	23,697	-5.7	6,238	-11.1	990	-14.8	1,064	13.2	8,292	-9.1
British Columbia ¹	22,790	-14.2	7,416	-21.3	2,136	-1.3	1,936	-4.2	11,488	-15.6
Canada	180,015	-10.4	57,584	-20.1	14,682	-9.0	16,905	3.6	89,171	-14.7
2005										
Newfoundland and Labrador	2,296	10.3	830	21.5	x	x	x	x	1,177	9.0
Prince Edward Island	484	11.0	191	8.5	x	x	x	x	257	12.7
Nova Scotia	4,932	9.6	1,957	24.7	209	-21.1	399	-4.3	2,565	13.9
New Brunswick	3,791	-3.7	1,438	0.2	x	x	x	x	1,874	-4.9
Quebec	44,847	4.5	16,184	15.4	4,781	-25.7	5,589	-12.9	26,554	-1.2
Ontario	73,502	5.1	25,294	9.0	3,579	-12.6	5,648	-5.3	34,521	3.8
Manitoba	5,315	1.9	1,629	-2.3	174	-22.0	244	-20.0	2,047	-6.8
Saskatchewan	4,120	-8.0	980	-16.0	116	-13.4	194	-13.0	1,290	-15.3
Alberta	25,677	8.4	6,591	5.7	903	-8.8	1,226	15.2	8,720	5.2
British Columbia ¹	23,119	1.4	7,471	0.7	1,675	-21.6	1,952	0.8	11,098	-3.4
Canada	188,083	4.5	62,565	8.6	11,710	-20.2	15,828	-6.4	90,103	1.0
2006										
Newfoundland and Labrador	2,214	-3.6	795	-4.2	x	x	x	x	1,116	-5.2
Prince Edward Island	493	1.9	213	11.5	x	x	x	x	267	3.9
Nova Scotia	5,539	12.3	2,207	12.8	298	42.6	606	51.9	3,111	21.3
New Brunswick	3,784	-0.2	1,397	-2.9	x	x	x	x	1,898	1.3
Quebec	42,352	-5.6	15,424	-4.7	4,574	-4.3	5,460	-2.3	25,458	-4.1
Ontario	71,708	-2.4	26,155	3.4	3,511	-1.9	5,766	2.1	35,432	2.6
Manitoba	4,942	-7.0	1,472	-9.6	188	8.0	238	-2.5	1,898	-7.3
Saskatchewan	4,282	3.9	1,102	12.4	108	-6.9	195	0.5	1,405	8.9
Alberta	30,496	18.8	8,336	26.5	1,087	20.4	1,223	-0.2	10,646	22.1
British Columbia ¹	24,352	5.3	7,794	4.3	1,788	6.7	2,129	9.1	11,711	5.5
Canada	190,162	1.1	64,895	3.7	11,857	1.3	16,190	2.3	92,942	3.2

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 February

Province	Total new motor vehicles		Trucks ²					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	No.	%	No.	%	No.	%	No.	%
2004								
Newfoundland and Labrador	2,082	-10.8	x	x	x	x	1,002	-4.9
Prince Edward Island	436	-4.8	x	x	x	x	208	-8.4
Nova Scotia	4,499	-11.3	1,981	-5.8	267	-18.3	2,248	-7.5
New Brunswick	3,936	-7.3	1,814	0.1	151	-34.9	1,965	-3.9
Quebec	42,915	-9.8	13,079	-6.8	2,962	-6.1	16,041	-6.7
Ontario	69,966	-11.4	31,758	-1.6	4,940	-15.0	36,698	-3.6
Manitoba	5,217	-6.6	2,788	-7.1	233	-7.2	3,021	-7.1
Saskatchewan	4,477	-9.8	2,731	-3.5	223	-21.2	2,954	-5.1
Alberta	23,697	-5.7	14,138	-3.7	1,267	-4.4	15,405	-3.8
British Columbia ¹	22,790	-14.2	9,392	-13.1	1,910	-10.8	11,302	-12.7
Canada	180,015	-10.4	78,753	-4.7	12,091	-11.8	90,844	-5.7
2005								
Newfoundland and Labrador	2,296	10.3	x	x	x	x	1,119	11.7
Prince Edward Island	484	11.0	x	x	x	x	227	9.1
Nova Scotia	4,932	9.6	2,085	5.2	282	5.6	2,367	5.3
New Brunswick	3,791	-3.7	1,741	-4.0	176	16.6	1,917	-2.4
Quebec	44,847	4.5	14,955	14.3	3,338	12.7	18,293	14.0
Ontario	73,502	5.1	33,581	5.7	5,400	9.3	38,981	6.2
Manitoba	5,315	1.9	3,006	7.8	262	12.4	3,268	8.2
Saskatchewan	4,120	-8.0	2,571	-5.9	259	16.1	2,830	-4.2
Alberta	25,677	8.4	15,449	9.3	1,508	19.0	16,957	10.1
British Columbia ¹	23,119	1.4	10,072	7.2	1,949	2.0	12,021	6.4
Canada	188,083	4.5	84,611	7.4	13,369	10.6	97,980	7.9
2006								
Newfoundland and Labrador	2,214	-3.6	x	x	x	x	1,098	-1.9
Prince Edward Island	493	1.9	x	x	x	x	226	-0.4
Nova Scotia	5,539	12.3	2,053	-1.5	375	33.0	2,428	2.6
New Brunswick	3,784	-0.2	1,607	-7.7	279	58.5	1,886	-1.6
Quebec	42,352	-5.6	13,567	-9.3	3,327	-0.3	16,894	-7.6
Ontario	71,708	-2.4	30,819	-8.2	5,457	1.1	36,276	-6.9
Manitoba	4,942	-7.0	2,731	-9.1	313	19.5	3,044	-6.9
Saskatchewan	4,282	3.9	2,618	1.8	259	0.0	2,877	1.7
Alberta	30,496	18.8	18,197	17.8	1,653	9.6	19,850	17.1
British Columbia ¹	24,352	5.3	10,687	6.1	1,954	0.3	12,641	5.2
Canada	190,162	1.1	83,391	-1.4	13,829	3.4	97,220	-0.8

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

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

Table 5-2

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

Province	Total new motor vehicles		Passenger cars							
			North America		Japan		Other countries		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	'000\$	%	'000\$	%	'000\$	%	'000\$	%	'000\$	%
2004										
Newfoundland and Labrador	56,641	-10.1	15,623	-20.6	x	x	x	x	23,310	-15.8
Prince Edward Island	11,714	-3.2	3,960	-0.9	x	x	x	x	4,879	-1.9
Nova Scotia	130,887	-10.7	36,855	-19.6	5,757	-15.5	8,746	8.4	51,357	-15.4
New Brunswick	115,664	-4.5	32,707	-16.6	x	x	x	x	43,143	-13.8
Quebec	1,229,819	-9.1	330,840	-20.4	128,139	5.2	149,602	-3.2	608,582	-12.1
Ontario	2,287,294	-7.4	583,289	-19.2	101,216	-32.0	194,672	-3.9	879,178	-18.1
Manitoba	175,487	-5.5	41,373	-8.4	4,939	-8.6	7,524	8.9	53,835	-6.3
Saskatchewan	151,337	-6.8	29,155	-15.8	3,133	-40.6	4,558	-18.8	36,846	-19.0
Alberta	819,488	-4.3	152,568	-12.7	24,092	-17.3	33,067	8.4	209,729	-10.5
British Columbia ¹	738,648	-12.8	175,942	-21.9	51,815	-5.5	67,933	-9.7	295,691	-16.8
Canada	5,716,979	-8.1	1,402,312	-18.8	326,926	-14.6	477,310	-3.1	2,206,549	-15.2
2005										
Newfoundland and Labrador	64,477	13.8	18,979	21.5	x	x	x	x	25,734	10.4
Prince Edward Island	13,136	12.1	4,421	11.6	x	x	x	x	5,640	15.6
Nova Scotia	145,728	11.3	46,046	24.9	4,565	-20.7	8,802	0.6	59,414	15.7
New Brunswick	113,199	-2.1	33,885	3.6	x	x	x	x	42,646	-1.2
Quebec	1,325,146	7.8	382,839	15.7	96,321	-24.8	131,822	-11.9	610,982	0.4
Ontario	2,486,392	8.7	644,206	10.4	93,027	-8.1	177,757	-8.7	914,990	4.1
Manitoba	185,965	6.0	40,390	-2.4	4,232	-14.3	6,285	-16.5	50,908	-5.4
Saskatchewan	143,403	-5.2	24,901	-14.6	2,791	-10.9	4,178	-8.3	31,869	-13.5
Alberta	934,045	14.0	164,300	7.7	23,051	-4.3	36,816	11.3	224,168	6.9
British Columbia ¹	757,207	2.5	181,744	3.3	41,209	-20.5	67,034	-1.3	289,986	-1.9
Canada	6,168,697	7.9	1,541,712	9.9	270,495	-17.3	444,131	-7.0	2,256,338	2.3
2006										
Newfoundland and Labrador	61,459	-4.7	18,229	-4.0	x	x	x	x	24,623	-4.3
Prince Edward Island	13,007	-1.0	4,891	10.6	x	x	x	x	5,915	4.9
Nova Scotia	167,417	14.9	51,449	11.7	6,686	46.5	12,642	43.6	70,777	19.1
New Brunswick	108,940	-3.8	32,881	-3.0	x	x	x	x	42,722	0.2
Quebec	1,274,598	-3.8	367,971	-3.9	100,706	4.6	133,269	1.1	601,947	-1.5
Ontario	2,386,273	-4.0	672,709	4.4	96,810	4.1	187,833	5.7	957,352	4.6
Manitoba	173,495	-6.7	36,760	-9.0	4,631	9.4	6,113	-2.7	47,505	-6.7
Saskatchewan	157,727	10.0	28,324	13.7	3,311	18.6	4,500	7.7	36,134	13.4
Alberta	1,141,995	22.3	217,106	32.1	30,269	31.3	36,781	-0.1	284,156	26.8
British Columbia ¹	863,435	14.0	193,084	6.2	47,564	15.4	73,431	9.5	314,081	8.3
Canada	6,348,346	2.9	1,623,407	5.3	296,364	9.6	465,441	4.8	2,385,212	5.7

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 February

Province	Total new motor vehicles		Trucks ²					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	'000\$	%	'000\$	%	'000\$	%	'000\$	%
2004								
Newfoundland and Labrador	56,641	-10.1	x	x	x	x	33,331	-5.6
Prince Edward Island	11,714	-3.2	x	x	x	x	6,835	-4.1
Nova Scotia	130,887	-10.7	70,010	-6.6	9,520	-13.2	79,530	-7.4
New Brunswick	115,664	-4.5	67,486	6.1	5,035	-33.1	72,521	2.0
Quebec	1,229,819	-9.1	511,710	-7.3	109,528	0.7	621,237	-6.0
Ontario	2,287,294	-7.4	1,216,306	3.0	191,810	-11.0	1,408,116	0.8
Manitoba	175,487	-5.5	113,102	-5.2	8,550	-5.4	121,652	-5.2
Saskatchewan	151,337	-6.8	106,520	-0.5	7,970	-19.1	114,490	-2.1
Alberta	819,488	-4.3	560,676	-2.3	49,083	1.0	609,759	-2.0
British Columbia ¹	738,648	-12.8	366,991	-10.9	75,967	-5.3	442,958	-10.0
Canada	5,716,979	-8.1	3,048,566	-2.3	461,865	-6.9	3,510,431	-2.9
2005								
Newfoundland and Labrador	64,477	13.8	x	x	x	x	38,743	16.2
Prince Edward Island	13,136	12.1	x	x	x	x	7,496	9.7
Nova Scotia	145,728	11.3	77,233	10.3	9,079	-4.6	86,313	8.5
New Brunswick	113,199	-2.1	65,208	-3.4	5,346	6.2	70,554	-2.7
Quebec	1,325,146	7.8	600,759	17.4	113,405	3.5	714,164	15.0
Ontario	2,486,392	8.7	1,370,232	12.7	201,169	4.9	1,571,401	11.6
Manitoba	185,965	6.0	126,080	11.5	8,976	5.0	135,057	11.0
Saskatchewan	143,403	-5.2	102,989	-3.3	8,544	7.2	111,533	-2.6
Alberta	934,045	14.0	655,001	16.8	54,876	11.8	709,877	16.4
British Columbia ¹	757,207	2.5	394,578	7.5	72,643	-4.4	467,220	5.5
Canada	6,168,697	7.9	3,432,370	12.6	479,990	3.9	3,912,360	11.4
2006								
Newfoundland and Labrador	61,459	-4.7	x	x	x	x	36,836	-4.9
Prince Edward Island	13,007	-1.0	x	x	x	x	7,092	-5.4
Nova Scotia	167,417	14.9	84,386	9.3	12,254	35.0	96,640	12.0
New Brunswick	108,940	-3.8	57,481	-11.8	8,737	63.4	66,219	-6.1
Quebec	1,274,598	-3.8	560,897	-6.6	111,754	-1.5	672,651	-5.8
Ontario	2,386,273	-4.0	1,223,271	-10.7	205,650	2.2	1,428,921	-9.1
Manitoba	173,495	-6.7	115,392	-8.5	10,598	18.1	125,990	-6.7
Saskatchewan	157,727	10.0	112,375	9.1	9,217	7.9	121,592	9.0
Alberta	1,141,995	22.3	795,958	21.5	61,881	12.8	857,839	20.8
British Columbia ¹	863,435	14.0	475,128	20.4	74,226	2.2	549,354	17.6
Canada	6,348,346	2.9	3,462,500	0.9	500,635	4.3	3,963,135	1.3

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

Note: 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	135,886	3.3	46,534	-3.1	22,927	2.5	66,425	8.6
December ^r	135,507	-0.3	47,601	2.3	22,173	-3.3	65,734	-1.0
2006								
January ^r	137,372	1.4	49,466	3.9	21,599	-2.6	66,307	0.9
February ^p	136,767	-0.4	48,980	-1.0	21,733	0.6	66,053	-0.4

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

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

Table 8

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

Period	Canada	Newfoundland and Labrador	Prince Edward Island	Nova Scotia	New Brunswick	Quebec
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	135,886	2,301	485	3,802	2,819	35,070
December ^r	135,507	2,138	362	3,829	2,819	33,396
2006						
January ^r	137,372	2,193	400	4,689	2,845	32,777
February ^p	136,767	1,926	432	4,057	2,850	32,763

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	135,886	51,316	3,569	3,257	18,678	14,589
December ^r	135,507	51,133	3,895	3,176	19,339	15,420
2006						
January ^r	137,372	51,957	3,823	3,031	20,163	15,494
February ^p	136,767	51,382	3,589	3,315	20,704	15,749

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.