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New Motor Vehicle Sales

January 2007



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Statistics Canada
Distributive Trades Division

New Motor Vehicle Sales

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Note of appreciation

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User information

Symbols

The following standard symbols are used in Statistics Canada publications:

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

Note

Components may not add to totals due to rounding.

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Highlights

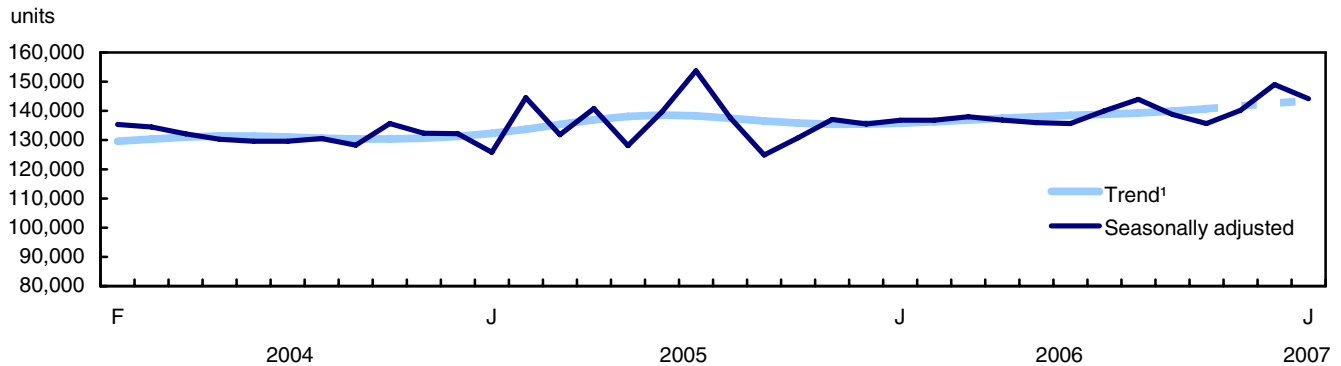
January 2007

- Following two strong monthly increases, new motor vehicle sales declined 3.3% in January.

Analysis – January 2007

Following two strong monthly increases, new motor vehicle sales declined 3.3% in January. However, the 144,136 vehicles sold in January was the second highest sales level in the last 18 months, exceeded only by December 2006.

Chart 1
New motor vehicle sales, seasonally adjusted, in units, 2004 to 2007



1. Trends represent smoothed seasonally adjusted data

Sales of new motor vehicles finished strongly in 2006, after a weak September and October following the removal of dealer incentive programs. Sales through the summer months were helped by dealer promotions such as employee pricing and cash-back rewards. Before the summer spike, sales had been relatively stable from the end of 2005 through the first half of 2006.

Based on preliminary sales data from the automotive industry, the number of new motor vehicles sold in February declined approximately 4% due to lower sales for both passenger cars and trucks.

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.

Sales plunge for North American-built passenger cars

Passenger car sales fell 7.0% in January to 70,722 vehicles. This decrease was due entirely to lower sales of North American-built passenger cars which plunged 11.0%. This decline in North American-built passenger cars follows two large monthly sales gains in November (+9.4%) and December (+8.4%). Sales of overseas-built passenger cars increased 1.4% in January, a second consecutive monthly increase.

Declines in passenger car sales in January partially offset the gains in the preceding two months. Sales had rebounded in November (+5.4%) and December (+6.1%) following a 7.7% decline in October. Previously, passenger car sales had been relatively flat during the second half of 2005 through to the third quarter of 2006.

Consumers purchased more trucks than cars

Consumers preferred trucks over passenger cars in January, purchasing 73,415 trucks for an increase of 0.5% over December. This was the fourth consecutive monthly increase for trucks (which include minivans, sport-utility vehicles, light and heavy trucks, vans and buses), and the highest sales level since July 2005.

At the beginning of 2006, truck sales were fairly flat before spiking in August with the introduction of dealer incentive programs. Sales fell in September, offsetting some of the gains made in July and August. Truck sales rebounded in the fourth quarter, and continued to rise at the start of 2007.

Truck sales took 51% of the new motor vehicle market share in January. This was only the second time in eight years that more trucks were sold than passenger cars. In 2006, the average market share for trucks was about 48%.

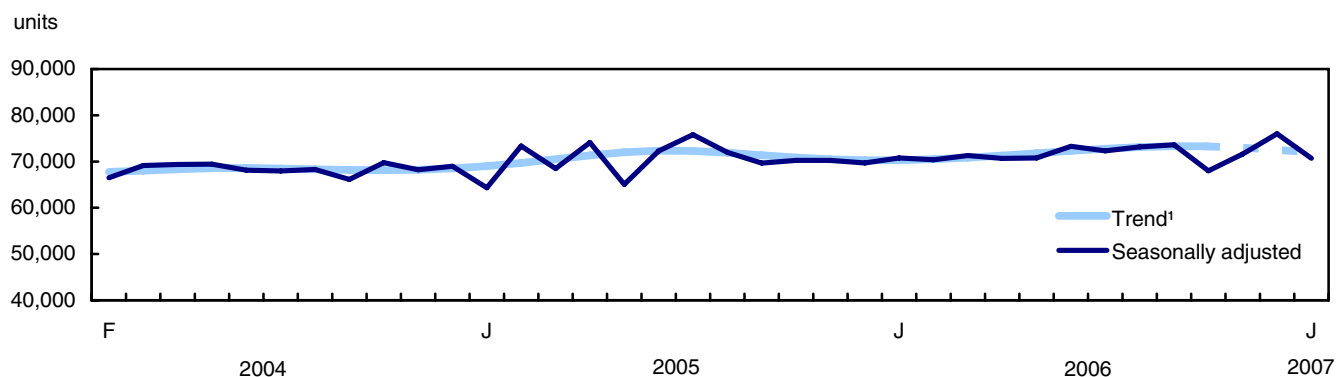
Sales down in most provinces

Six provinces posted lower new motor vehicle sales in January. Manitoba (-6.1%) posted the largest drop, offsetting a 6.0% gain in December. British Columbia and Quebec followed, each with a decline of 4.6% during the month. Sales in Ontario also fell in January, declining 4.0%. After three consecutive monthly increases, sales of new motor vehicles also decreased in Newfoundland and Labrador (-4.5%) and New Brunswick (-1.0%) in January.

On the heels of a 12.4% surge in new motor vehicles sales in December, Alberta sales edged up an additional 0.2% in January to 22,342 vehicles. Sales of new motor vehicles in Alberta had been strong through the first half of 2006 before slowing in September.

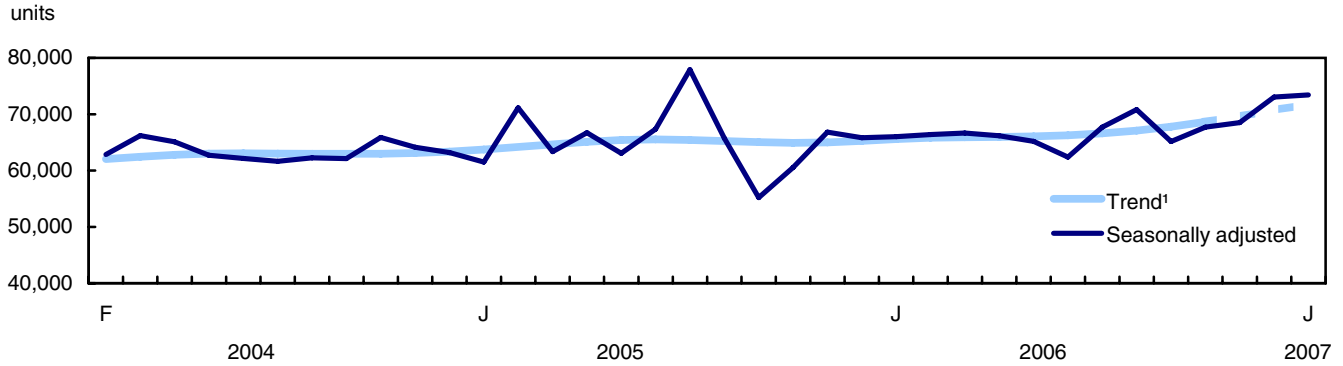
Prince Edward Island (+7.7%) posted the largest sales gain, achieving the highest sales level since November 2005. Saskatchewan (+1.2%) and Nova Scotia (+0.7%) also posted sales gains in January.

Chart 2
Passenger car sales, seasonally adjusted, in units, 2004 to 2007



1. Trends represent smoothed seasonally adjusted data

Chart 3
Truck, van and bus sales, seasonally adjusted, in units, 2004 to 2007



1. Trends represent smoothed seasonally adjusted data

Chart 4
Monthly distribution of the Canadian motor vehicle market (passenger cars), by origin, 2004 to 2007

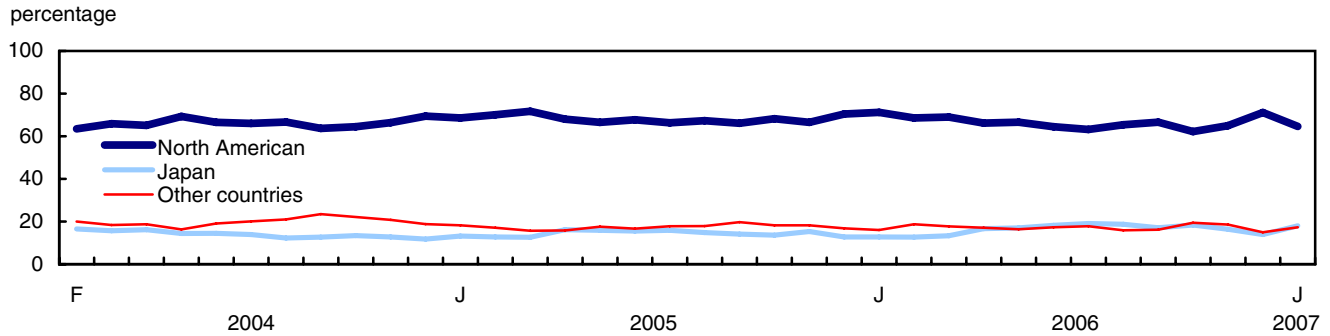
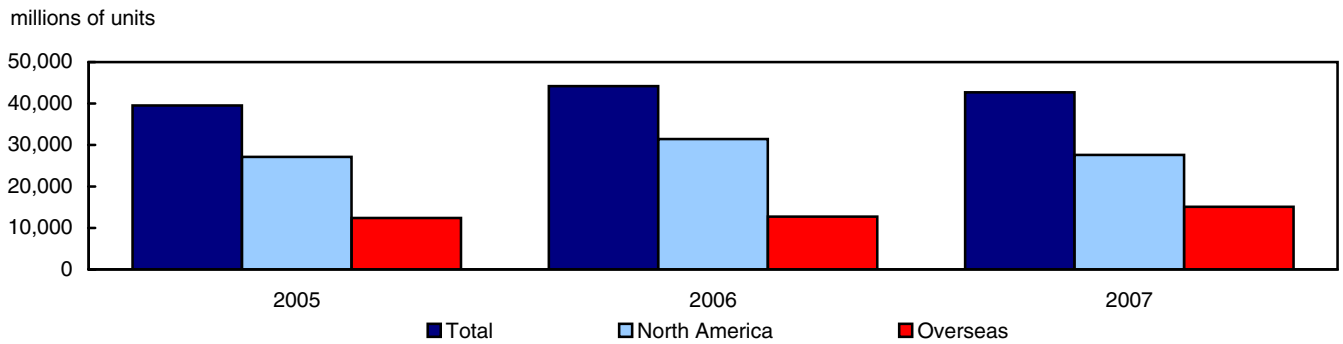


Chart 5
Cumulative sales of new passenger cars, by origin, in units, 2005 to 2007
January to December



Related products

Selected publications from Statistics Canada

63-005-X	Retail Trade
63-210-X	Retail Chain and Department Stores
63-236-X	Wholesaling and Retailing in Canada
63-541-X	Retail Commodity Survey, 1989
63F0006X	New Motor Vehicle Sales Seasonal Factors

Selected CANSIM tables from Statistics Canada

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

Selected surveys from Statistics Canada

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

- *New motor vehicle sales, by provinces (monthly)*
- *Economic indicators, by province and territory (monthly and quarterly)*
- *New motor vehicle sales*
- *New motor vehicle sales, by provinces*

Statistical tables

Table 1-1
Monthly sales of new motor vehicles, by type and origin in units

	Total new motor vehicles		Passenger cars							
			North America		Japan		Other countries		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	No.	%	No.	%	No.	%	No.	%	No.	%
2005										
January	82,019	-3.8	27,144	-4.2	5,222	-26.2	7,178	-7.0	39,544	-8.3
February	106,064	11.9	35,421	21.1	6,488	-14.7	8,650	-5.8	50,559	9.8
March	148,296	-0.9	54,630	9.7	9,576	-19.3	11,991	-13.6	76,197	0.9
April	167,441	4.5	62,166	10.2	14,823	5.8	14,406	-11.2	91,395	5.5
May	161,865	-2.6	58,678	-9.3	14,029	4.3	15,550	2.5	88,257	-5.4
June	166,024	7.7	57,953	8.7	13,309	14.7	14,337	-6.4	85,599	6.7
July	158,796	16.3	53,318	11.4	12,749	26.0	14,345	-1.6	80,412	10.8
August	146,862	7.8	53,093	7.7	11,710	28.9	14,139	-9.1	78,942	6.8
September	128,431	-1.7	46,428	9.1	9,927	16.7	13,878	-11.5	70,233	5.3
October	118,993	-3.7	43,844	6.5	8,739	1.9	11,666	-17.4	64,249	0.5
November	124,111	3.2	41,318	2.9	9,508	23.3	11,287	-10.4	62,113	2.7
December	121,408	3.0	40,646	1.8	7,402	8.7	9,674	-10.7	57,722	0.3
Year	1,630,310	3.5	574,639	5.9	123,482	6.1	147,101	-8.6	845,222	3.1
2006										
January	89,422	9.0	31,445	15.8	5,653	8.3	7,086	-1.3	44,184	11.7
February	100,740	-5.0	33,450	-5.6	6,204	-4.4	9,104	5.2	48,758	-3.6
March	155,990	5.2	54,748	0.2	10,553	10.2	14,062	17.3	79,363	4.2
April	159,436	-4.8	57,142	-8.1	14,388	-2.9	14,728	2.2	86,258	-5.6
May	173,291	7.1	64,032	9.1	16,352	16.6	15,791	1.5	96,175	9.0
June	162,029	-2.4	56,827	-1.9	15,991	20.2	15,237	6.3	88,055	2.9
July	145,521	-8.4	48,349	-9.3	14,618	14.7	13,589	-5.3	76,556	-4.8
August	157,868	7.5	53,812	1.4	15,340	31.0	13,092	-7.4	82,244	4.2
September	140,065	9.1	48,497	4.5	12,486	25.8	11,832	-14.7	72,815	3.7
October	123,076	3.4	38,841	-11.4	11,468	31.2	12,139	4.1	62,448	-2.8
November	127,732	2.9	41,464	0.4	10,425	9.6	11,867	5.1	63,756	2.6
December	131,157	8.0	44,495	9.5	8,681	17.3	9,373	-3.1	62,549	8.4
Year	1,666,327	2.2	573,102	-0.3	142,159	15.1	147,900	0.5	863,161	2.1
2007										
January ^p	94,422	5.6	27,594	-12.2	7,704	36.3	7,407	4.5	42,705	-3.3

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.	%
2005								
January	82,019	-3.8	36,460	0.9	6,015	1.0	42,475	0.9
February	106,064	11.9	48,151	13.0	7,354	19.9	55,505	13.9
March	148,296	-0.9	62,010	-5.4	10,089	18.4	72,099	-2.6
April	167,441	4.5	65,425	1.3	10,621	18.8	76,046	3.4
May	161,865	-2.6	63,273	-1.2	10,335	17.9	73,608	1.1
June	166,024	7.7	69,913	7.5	10,512	18.7	80,425	8.8
July	158,796	16.3	67,772	24.1	10,612	13.4	78,384	22.5
August	146,862	7.8	56,944	8.5	10,976	12.6	67,920	9.1
September	128,431	-1.7	49,373	-9.1	8,825	-8.4	58,198	-9.0
October	118,993	-3.7	45,897	-10.1	8,847	3.0	54,744	-8.2
November	124,111	3.2	53,478	3.7	8,520	3.3	61,998	3.6
December	121,408	3.0	54,509	5.8	9,177	5.3	63,686	5.7
Year	1,630,310	3.5	673,205	3.0	111,883	10.3	785,088	4.0
2006								
January	89,422	9.0	39,038	7.1	6,200	3.1	45,238	6.5
February	100,740	-5.0	44,353	-7.9	7,629	3.7	51,982	-6.3
March	155,990	5.2	65,037	4.9	11,590	14.9	76,627	6.3
April	159,436	-4.8	61,413	-6.1	11,765	10.8	73,178	-3.8
May	173,291	7.1	65,146	3.0	11,970	15.8	77,116	4.8
June	162,029	-2.4	62,927	-10.0	11,047	5.1	73,974	-8.0
July	145,521	-8.4	57,354	-15.4	11,611	9.4	68,965	-12.0
August	157,868	7.5	62,878	10.4	12,746	16.1	75,624	11.3
September	140,065	9.1	55,604	12.6	11,646	32.0	67,250	15.6
October	123,076	3.4	51,157	11.5	9,471	7.1	60,628	10.7
November	127,732	2.9	55,453	3.7	8,523	0.0	63,976	3.2
December	131,157	8.0	60,884	11.7	7,724	-15.8	68,608	7.7
Year	1,666,327	2.2	681,244	1.2	121,922	9.0	803,166	2.3
2007								
January ^p	94,422	5.6	45,055	15.4	6,662	7.5	51,717	14.3
Year								

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

Note(s): Percentage change are year-over-year changes.

Table 1-2
Monthly sales of new motor vehicles, by type and origin in dollars

	Total new motor vehicles		Passenger cars							
			North America		Japan		Other countries		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	\$'000	%	\$'000	%	\$'000	%	\$'000	%	\$'000	%
2005										
January	2,687,357	-0.9	666,757	-2.9	119,763	-23.1	198,787	-6.3	985,307	-6.6
February	3,481,340	15.8	874,955	22.2	150,732	-12.0	245,344	-7.5	1,271,031	10.3
March	4,750,643	1.6	1,352,574	11.9	229,750	-16.5	354,295	-11.8	1,936,618	2.7
April	5,287,013	8.1	1,526,182	11.6	347,827	7.3	424,652	-11.5	2,298,661	5.8
May	5,142,342	2.2	1,453,486	-7.1	326,975	5.2	452,678	-1.4	2,233,139	-4.3
June	5,357,018	11.3	1,421,874	9.2	309,365	15.9	421,970	-4.4	2,153,209	7.1
July	5,018,709	17.9	1,282,543	9.4	293,788	24.5	401,275	5.3	1,977,606	10.5
August	4,666,863	9.9	1,270,479	5.9	279,738	32.1	395,205	-3.7	1,945,421	6.8
September	4,131,585	-1.7	1,118,829	6.9	243,568	22.3	389,540	-8.0	1,751,937	5.0
October	3,842,930	-4.2	1,063,921	4.0	219,053	9.0	334,761	-12.8	1,617,735	0.6
November	4,104,723	4.2	1,009,044	2.0	227,258	25.1	332,669	-7.1	1,568,970	2.6
December	4,041,060	4.8	1,011,223	2.5	180,607	11.7	289,343	-8.5	1,481,173	1.1
Year	52,511,583	5.8	14,051,867	6.0	2,928,424	8.7	4,240,519	-6.5	21,220,807	3.6
2006										
January	2,981,292	10.9	783,654	17.5	141,207	17.9	202,686	2.0	1,127,547	14.4
February	3,367,054	-3.3	839,753	-4.0	155,157	2.9	262,755	7.1	1,257,665	-1.1
March	5,115,156	7.7	1,363,846	0.8	264,322	15.0	426,170	20.3	2,054,338	6.1
April	5,102,271	-3.5	1,412,732	-7.4	341,109	-1.9	439,582	3.5	2,193,423	-4.6
May	5,575,030	8.4	1,591,591	9.5	397,061	21.4	470,374	3.9	2,459,025	10.1
June	5,248,505	-2.0	1,417,848	-0.3	384,257	24.2	434,507	3.0	2,236,612	3.9
July	4,648,939	-7.4	1,197,134	-6.7	348,305	18.6	377,516	-5.9	1,922,955	-2.8
August	5,056,399	8.3	1,329,192	4.6	366,042	30.9	361,956	-8.4	2,057,190	5.7
September	4,593,076	11.2	1,185,371	5.9	303,344	24.5	359,256	-7.8	1,847,970	5.5
October	4,145,042	7.9	952,835	-10.4	278,233	27.0	347,059	3.7	1,578,126	-2.4
November	4,264,990	3.9	1,025,403	1.6	263,541	16.0	347,538	4.5	1,636,482	4.3
December	4,470,802	10.6	1,151,510	13.9	226,814	25.6	306,354	5.9	1,684,679	13.7
Year	54,568,556	3.9	14,250,869	1.4	3,469,392	18.5	4,335,753	2.2	22,056,012	3.9
2007										
January ^p	3,189,081	7.0	683,602	-12.8	191,902	35.9	226,609	11.8	1,102,113	-2.3

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	%
2005								
January	2,687,357	-0.9	1,481,819	3.4	220,231	-1.6	1,702,050	2.7
February	3,481,340	15.8	1,950,551	20.8	259,759	9.1	2,210,310	19.3
March	4,750,643	1.6	2,455,779	-0.5	358,245	11.7	2,814,024	0.9
April	5,287,013	8.1	2,609,244	9.2	379,108	15.4	2,988,352	10.0
May	5,142,342	2.2	2,532,694	6.8	376,509	16.5	2,909,203	7.9
June	5,357,018	11.3	2,825,480	14.2	378,329	15.3	3,203,809	14.3
July	5,018,709	17.9	2,665,886	25.1	375,217	11.8	3,041,103	23.3
August	4,666,863	9.9	2,328,313	12.4	393,129	11.1	2,721,442	12.2
September	4,131,585	-1.7	2,059,780	-5.5	319,867	-10.1	2,379,648	-6.1
October	3,842,930	-4.2	1,887,791	-9.3	337,404	4.6	2,225,196	-7.5
November	4,104,723	4.2	2,203,394	4.8	332,359	8.2	2,535,753	5.2
December	4,041,060	4.8	2,231,319	8.1	328,568	0.4	2,559,887	7.0
Year	52,511,583	5.8	27,232,050	7.3	4,058,725	7.8	31,290,777	7.3
2006								
January	2,981,292	10.9	1,627,382	9.8	226,363	2.8	1,853,745	8.9
February	3,367,054	-3.3	1,835,118	-5.9	274,272	5.6	2,109,390	-4.6
March	5,115,156	7.7	2,645,573	7.7	415,246	15.9	3,060,818	8.8
April	5,102,271	-3.5	2,484,723	-4.8	424,125	11.9	2,908,848	-2.7
May	5,575,030	8.4	2,680,734	5.8	435,271	15.6	3,116,005	7.1
June	5,248,505	-2.0	2,613,375	-7.5	398,518	5.3	3,011,893	-6.0
July	4,648,939	-7.4	2,317,597	-13.1	408,387	8.8	2,725,984	-10.4
August	5,056,399	8.3	2,547,021	9.4	452,188	15.0	2,999,209	10.2
September	4,593,076	11.2	2,320,088	12.6	425,018	32.9	2,745,106	15.4
October	4,145,042	7.9	2,208,598	17.0	358,318	6.2	2,566,916	15.4
November	4,264,990	3.9	2,301,554	4.5	326,954	-1.6	2,628,508	3.7
December	4,470,802	10.6	2,487,289	11.5	298,834	-9.0	2,786,123	8.8
Year	54,568,556	3.9	28,069,052	3.1	4,443,494	9.5	32,512,545	3.9
2007								
January ^p	3,189,081	7.0	1,833,387	12.7	253,581	12.0	2,086,968	12.6

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

Note(s): Percentage change are year-over-year changes.

Table 2
Average monthly prices of passenger cars, by origin

Period	North America		Japan		Other countries	
	Amount	Change	Amount	Change	Amount	Change
	\$	%	\$	%	\$	%
2005						
January	24,564	1.4	22,934	4.2	27,694	0.8
February	24,702	0.9	23,232	3.2	28,363	-1.8
March	24,759	2.0	23,992	3.5	29,547	2.2
April	24,550	1.3	23,465	1.4	29,477	-0.4
May	24,771	2.5	23,307	0.9	29,111	-3.8
June	24,535	0.5	23,245	1.1	29,432	2.1
July	24,055	-1.8	23,044	-1.2	27,973	7.0
August	23,929	-1.6	23,889	2.5	27,951	5.9
September	24,098	-2.0	24,536	4.8	28,069	4.0
October	24,266	-2.3	25,066	7.0	28,695	5.6
November	24,421	-0.9	23,902	1.5	29,474	3.6
December	24,879	0.7	24,400	2.7	29,909	2.4
Year	24,453	0.1	23,715	2.5	28,827	2.3
2006						
January	24,921	1.5	24,979	8.9	28,604	3.3
February	25,105	1.6	25,009	7.6	28,861	1.8
March	24,911	0.6	25,047	4.4	30,306	2.6
April	24,723	0.7	23,708	1.0	29,847	1.3
May	24,856	0.3	24,282	4.2	29,787	2.3
June	24,950	1.7	24,030	3.4	28,517	-3.1
July	24,760	2.9	23,827	3.4	27,781	-0.7
August	24,701	3.2	23,862	-0.1	27,647	-1.1
September	24,442	1.4	24,295	-1.0	30,363	8.2
October	24,532	1.1	24,262	-3.2	28,590	-0.4
November	24,730	1.3	25,280	5.8	29,286	-0.6
December	25,880	4.0	26,128	7.1	32,685	9.3
Year	24,866	1.7	24,405	2.9	29,315	1.7
2007						
January P	24,774	-0.6	24,909	-0.3	30,594	7.0
Year						

Note(s): Percentage changes shown are year-to-year changes.

Table 3
Monthly market share of new passenger car sales (units), by origin, Canada

Period	Total		Passenger cars					
			North America		Japan		Other countries	
	Units	Market share	Units	Market share	Units	Market share	Units	Market share
	No.	%	No.	%	No.	%	No.	%
2005								
January	39,544	100.0	27,144	68.6	5,222	13.2	7,178	18.2
February	50,559	100.0	35,421	70.1	6,488	12.8	8,650	17.1
March	76,197	100.0	54,630	71.7	9,576	12.6	11,991	15.7
April	91,395	100.0	62,166	68.0	14,823	16.2	14,406	15.8
May	88,257	100.0	58,678	66.5	14,029	15.9	15,550	17.6
June	85,599	100.0	57,953	67.7	13,309	15.5	14,337	16.7
July	80,412	100.0	53,318	66.3	12,749	15.9	14,345	17.8
August	78,942	100.0	53,093	67.3	11,710	14.8	14,139	17.9
September	70,233	100.0	46,428	66.1	9,927	14.1	13,878	19.8
October	64,249	100.0	43,844	68.2	8,739	13.6	11,666	18.2
November	62,113	100.0	41,318	66.5	9,508	15.3	11,287	18.2
December	57,722	100.0	40,646	70.4	7,402	12.8	9,674	16.8
Year	845,222	100.0	574,639	68.0	123,482	14.6	147,101	17.4
2006								
January	44,184	100.0	31,445	71.2	5,653	12.8	7,086	16.0
February	48,758	100.0	33,450	68.6	6,204	12.7	9,104	18.7
March	79,363	100.0	54,748	69.0	10,553	13.3	14,062	17.7
April	86,258	100.0	57,142	66.2	14,388	16.7	14,728	17.1
May	96,175	100.0	64,032	66.6	16,352	17.0	15,791	16.4
June	88,055	100.0	56,827	64.5	15,991	18.2	15,237	17.3
July	76,556	100.0	48,349	63.2	14,618	19.1	13,589	17.8
August	82,244	100.0	53,812	65.4	15,340	18.7	13,092	15.9
September	72,815	100.0	48,497	66.6	12,486	17.1	11,832	16.2
October	62,448	100.0	38,841	62.2	11,468	18.4	12,139	19.4
November	63,756	100.0	41,464	65.0	10,425	16.4	11,867	18.6
December	62,549	100.0	44,495	71.1	8,681	13.9	9,373	15.0
Year	863,161	100.0	573,102	66.4	142,159	16.5	147,900	17.1
2007								
January P	42,705	100.0	27,594	64.6	7,704	18.0	7,407	17.3
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						
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
2007 (No.)	94,422	1,164	243	2,422	2,020	20,683
2007 / 2006 %	5.6	8.9	16.3	-13.3	15.6	7.2
2005 (\$'000)	2,687,357	26,882	5,497	61,020	47,862	575,589
2006 (\$'000)	2,981,292	29,179	5,409	83,907	50,477	571,751
2007 (\$'000)	3,189,081	33,010	6,445	73,756	62,147	626,280
2007 / 2006 %	7.0	13.1	19.2	-12.1	23.1	9.5
Passenger cars, manufactured in North America						
2005 (No.)	27,144	335	67	881	576	7,005
2006 (No.)	31,445	426	88	1,238	677	7,245
2007 (No.)	27,594	366	104	801	726	6,756
2007 / 2006 %	-12.2	-14.1	18.2	-35.3	7.2	-6.7
2005 (\$'000)	666,757	7,642	1,619	20,644	13,631	165,190
2006 (\$'000)	783,654	9,763	1,999	28,478	15,655	172,044
2007 (\$'000)	683,602	8,418	2,440	19,133	17,103	161,659
2007 / 2006 %	-12.8	-13.8	22.1	-32.8	9.2	-6.0
Passenger cars, manufactured in Japan						
2005 (No.)	5,222	x	x	86	x	2,030
2006 (No.)	5,653	x	x	115	x	2,075
2007 (No.)	7,704	63	16	180	117	2,773
2007 / 2006 %	36.3	x	x	56.5	x	33.6
2005 (\$'000)	119,763	x	x	1,858	x	39,916
2006 (\$'000)	141,207	x	x	2,655	x	45,389
2007 (\$'000)	191,902	1,270	338	4,540	2,396	59,906
2007 / 2006 %	35.9	x	x	71.0	x	32.0
Passenger cars, manufactured in other countries						
2005 (No.)	7,178	x	x	133	x	2,567
2006 (No.)	7,086	x	x	287	x	2,262
2007 (No.)	7,407	89	17	214	152	2,372
2007 / 2006 %	4.5	x	x	-25.4	x	4.9
2005 (\$'000)	198,787	x	x	3,098	x	60,265
2006 (\$'000)	202,686	x	x	6,191	x	53,964
2007 (\$'000)	226,609	1,701	330	4,400	3,271	59,998
2007 / 2006 %	11.8	x	x	-28.9	x	11.2
Trucks 1, manufactured in North America						
2005 (No.)	36,460	x	x	879	757	6,583
2006 (No.)	39,038	x	x	997	765	6,322
2007 (No.)	45,055	566	83	1,074	901	7,325
2007 / 2006 %	15.4	x	x	7.7	17.8	15.9
2005 (\$'000)	1,481,819	x	x	30,969	28,508	261,552
2006 (\$'000)	1,627,382	x	x	41,554	27,964	253,049
2007 (\$'000)	1,833,387	18,953	2,585	40,646	35,136	291,825
2007 / 2006 %	12.7	x	x	-2.2	25.6	15.3
Trucks 1, manufactured overseas						
2005 (No.)	6,015	x	x	136	67	1,418
2006 (No.)	6,200	x	x	155	106	1,384
2007 (No.)	6,662	80	23	153	124	1,457
2007 / 2006 %	7.5	x	x	-1.3	17.0	5.3
2005 (\$'000)	220,231	x	x	4,449	2,096	48,667
2006 (\$'000)	226,363	x	x	5,030	3,177	47,304
2007 (\$'000)	253,581	2,667	752	5,037	4,241	52,892
2007 / 2006 %	12.0	x	x	0.1	33.5	11.8

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 ²
Total, new motor vehicles						
2005 (No.)	82,019	31,692	2,227	1,793	11,651	10,199
2006 (No.)	89,422	34,140	2,399	1,906	14,458	11,414
2007 (No.)	94,422	34,418	2,530	2,439	16,469	12,034
2007 / 2006 %	5.6	0.8	5.5	28.0	13.9	5.4
2005 (\$'000)	2,687,357	1,072,589	77,633	62,912	429,677	327,696
2006 (\$'000)	2,981,292	1,140,648	84,563	73,131	541,505	400,721
2007 (\$'000)	3,189,081	1,158,557	94,203	88,290	598,894	447,499
2007 / 2006 %	7.0	1.6	11.4	20.7	10.6	11.7
Passenger cars, manufactured in North America						
2005 (No.)	27,144	10,654	663	436	3,211	3,316
2006 (No.)	31,445	12,385	726	468	4,265	3,927
2007 (No.)	27,594	11,036	721	507	3,392	3,185
2007 / 2006 %	-12.2	-10.9	-0.7	8.3	-20.5	-18.9
2005 (\$'000)	666,757	270,012	16,308	11,058	79,844	80,808
2006 (\$'000)	783,654	317,974	18,011	12,080	110,570	97,078
2007 (\$'000)	683,602	279,867	17,502	12,867	85,908	78,706
2007 / 2006 %	-12.8	-12.0	-2.8	6.5	-22.3	-18.9
Passenger cars, manufactured in Japan						
2005 (No.)	5,222	1,676	81	53	415	750
2006 (No.)	5,653	1,862	110	43	478	851
2007 (No.)	7,704	2,474	97	64	753	1,167
2007 / 2006 %	36.3	32.9	-11.8	48.8	57.5	37.1
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
2007 (\$'000)	191,902	68,969	2,517	1,703	20,955	29,309
2007 / 2006 %	35.9	35.5	-8.2	25.0	56.6	30.9
Passenger cars, manufactured in other countries						
2005 (No.)	7,178	2,539	128	86	597	899
2006 (No.)	7,086	2,527	125	90	566	987
2007 (No.)	7,407	2,556	135	82	640	1,150
2007 / 2006 %	4.5	1.1	8.0	-8.9	13.1	16.5
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
2007 (\$'000)	226,609	90,532	3,452	1,855	21,012	40,059
2007 / 2006 %	11.8	9.9	11.5	-11.5	28.8	17.0
Trucks¹, manufactured in North America						
2005 (No.)	36,460	14,318	1,236	1,105	6,696	4,397
2006 (No.)	39,038	14,758	1,305	1,200	8,420	4,760
2007 (No.)	45,055	15,955	1,430	1,638	10,617	5,466
2007 / 2006 %	15.4	8.1	9.6	36.5	26.1	14.8
2005 (\$'000)	1,481,819	585,617	52,285	44,745	294,549	166,589
2006 (\$'000)	1,627,382	590,723	56,316	53,795	373,738	213,251
2007 (\$'000)	1,833,387	625,101	65,457	66,271	429,688	257,725
2007 / 2006 %	12.7	5.8	16.2	23.2	15.0	20.9
Trucks¹, manufactured overseas						
2005 (No.)	6,015	2,505	119	113	732	837
2006 (No.)	6,200	2,608	133	105	729	889
2007 (No.)	6,662	2,397	147	148	1,067	1,066
2007 / 2006 %	7.5	-8.1	10.5	41.0	46.4	19.9
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
2007 (\$'000)	253,581	94,088	5,276	5,595	41,331	41,701
2007 / 2006 %	12.0	-4.6	20.0	47.3	50.3	23.5

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

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

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.	%
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	14,458	24.1	4,265	32.8	478	15.2	566	-5.2	5,309	25.7
British Columbia ¹	11,414	11.9	3,927	18.4	851	13.5	987	9.8	5,765	16.1
Canada	89,422	9.0	31,445	15.8	5,653	8.3	7,086	-1.3	44,184	11.7
2007										
Newfoundland and Labrador	1,164	8.9	366	-14.1	63	x	89	x	518	-8.6
Prince Edward Island	243	16.3	104	18.2	16	x	17	x	137	25.7
Nova Scotia	2,422	-13.3	801	-35.3	180	56.5	214	-25.4	1,195	-27.1
New Brunswick	2,020	15.6	726	7.2	117	x	152	x	995	13.6
Quebec	20,683	7.2	6,756	-6.7	2,773	33.6	2,372	4.9	11,901	2.8
Ontario	34,418	0.8	11,036	-10.9	2,474	32.9	2,556	1.1	16,066	-4.2
Manitoba	2,530	5.5	721	-0.7	97	-11.8	135	8.0	953	-0.8
Saskatchewan	2,439	28.0	507	8.3	64	48.8	82	-8.9	653	8.7
Alberta	16,469	13.9	3,392	-20.5	753	57.5	640	13.1	4,785	-9.9
British Columbia ¹	12,034	5.4	3,185	-18.9	1,167	37.1	1,150	16.5	5,502	-4.6
Canada	94,422	5.6	27,594	-12.2	7,704	36.3	7,407	4.5	42,705	-3.3

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.	%
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	14,458	24.1	8,420	25.7	729	-0.4	9,149	23.2
British Columbia ¹	11,414	11.9	4,760	8.3	889	6.2	5,649	7.9
Canada	89,422	9.0	39,038	7.1	6,200	3.1	45,238	6.5
2007								
Newfoundland and Labrador	1,164	8.9	566	x	80	x	646	28.7
Prince Edward Island	243	16.3	83	x	23	x	106	6.0
Nova Scotia	2,422	-13.3	1,074	7.7	153	-1.3	1,227	6.5
New Brunswick	2,020	15.6	901	17.8	124	17.0	1,025	17.7
Quebec	20,683	7.2	7,325	15.9	1,457	5.3	8,782	14.0
Ontario	34,418	0.8	15,955	8.1	2,397	-8.1	18,352	5.7
Manitoba	2,530	5.5	1,430	9.6	147	10.5	1,577	9.7
Saskatchewan	2,439	28.0	1,638	36.5	148	41.0	1,786	36.9
Alberta	16,469	13.9	10,617	26.1	1,067	46.4	11,684	27.7
British Columbia ¹	12,034	5.4	5,466	14.8	1,066	19.9	6,532	15.6
Canada	94,422	5.6	45,055	15.4	6,662	7.5	51,717	14.3

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

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

Note(s): Percentage changes shown are year-to-year changes.

Table 5-2
Year to date provincial sales of new motor vehicles, by type and origin in dollars, January

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	%
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	29,179	8.5	9,763	27.8	x	x	x	x	12,526	21.3
Prince Edward Island	5,409	-1.6	1,999	23.5	x	x	x	x	2,362	0.1
Nova Scotia	83,907	37.5	28,478	37.9	2,655	42.9	6,191	99.8	37,324	45.8
New Brunswick	50,477	5.5	15,655	14.8	x	x	x	x	19,336	12.0
Quebec	571,751	-0.7	172,044	4.1	45,389	13.7	53,964	-10.5	271,398	2.3
Ontario	1,140,648	6.3	317,974	17.8	50,896	17.8	82,380	5.1	451,250	15.2
Manitoba	84,563	8.9	18,011	10.4	2,742	42.8	3,096	-2.9	23,850	11.4
Saskatchewan	73,131	16.2	12,080	9.2	1,362	4.2	2,096	10.2	15,538	8.9
Alberta	541,505	26.0	110,570	38.5	13,381	29.0	16,313	-7.4	140,264	30.1
British Columbia ¹	400,721	22.3	97,078	20.1	22,391	19.5	34,230	15.1	153,700	18.9
Canada	2,981,292	10.9	783,654	17.5	141,207	17.9	202,686	2.0	1,127,547	14.4
2007										
Newfoundland and Labrador	33,010	13.1	8,418	-13.8	1,270	x	1,701	x	11,389	-9.1
Prince Edward Island	6,445	19.2	2,440	22.1	338	x	330	x	3,108	31.6
Nova Scotia	73,756	-12.1	19,133	-32.8	4,540	71.0	4,400	-28.9	28,073	-24.8
New Brunswick	62,147	23.1	17,103	9.2	2,396	x	3,271	x	22,770	17.8
Quebec	626,280	9.5	161,659	-6.0	59,906	32.0	59,998	11.2	281,563	3.7
Ontario	1,158,557	1.6	279,867	-12.0	68,969	35.5	90,532	9.9	439,368	-2.6
Manitoba	94,203	11.4	17,502	-2.8	2,517	-8.2	3,452	11.5	23,470	-1.6
Saskatchewan	88,290	20.7	12,867	6.5	1,703	25.0	1,855	-11.5	16,424	5.7
Alberta	598,894	10.6	85,908	-22.3	20,955	56.6	21,012	28.8	127,875	-8.8
British Columbia ¹	447,499	11.7	78,706	-18.9	29,309	30.9	40,059	17.0	148,074	-3.7
Canada	3,189,081	7.0	683,602	-12.8	191,902	35.9	226,609	11.8	1,102,113	-2.3

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	%
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	29,179	8.5	x	x	x	x	16,653	0.6
Prince Edward Island	5,409	-1.6	x	x	x	x	3,047	-2.9
Nova Scotia	83,907	37.5	41,554	34.2	5,030	13.1	46,583	31.5
New Brunswick	50,477	5.5	27,964	-1.9	3,177	51.6	31,141	1.8
Quebec	571,751	-0.7	253,049	-3.3	47,304	-2.8	300,353	-3.2
Ontario	1,140,648	6.3	590,723	0.9	98,675	3.5	689,398	1.2
Manitoba	84,563	8.9	56,316	7.7	4,398	11.9	60,714	8.0
Saskatchewan	73,131	16.2	53,795	20.2	3,798	-2.6	57,593	18.4
Alberta	541,505	26.0	373,738	26.9	27,503	0.8	401,241	24.7
British Columbia ¹	400,721	22.3	213,251	28.0	33,770	6.1	247,021	24.5
Canada	2,981,292	10.9	1,627,382	9.8	226,363	2.8	1,853,745	8.9
2007								
Newfoundland and Labrador	33,010	13.1	18,953	x	2,667	x	21,621	29.8
Prince Edward Island	6,445	19.2	2,585	x	752	x	3,337	9.5
Nova Scotia	73,756	-12.1	40,646	-2.2	5,037	0.1	45,683	-1.9
New Brunswick	62,147	23.1	35,136	25.6	4,241	33.5	39,377	26.4
Quebec	626,280	9.5	291,825	15.3	52,892	11.8	344,718	14.8
Ontario	1,158,557	1.6	625,101	5.8	94,088	-4.6	719,189	4.3
Manitoba	94,203	11.4	65,457	16.2	5,276	20.0	70,733	16.5
Saskatchewan	88,290	20.7	66,271	23.2	5,595	47.3	71,866	24.8
Alberta	598,894	10.6	429,688	15.0	41,331	50.3	471,019	17.4
British Columbia ¹	447,499	11.7	257,725	20.9	41,701	23.5	299,426	21.2
Canada	3,189,081	7.0	1,833,387	12.7	253,581	12.0	2,086,968	12.6

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

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

Note(s): Percentage changes shown are year-to-year changes.

Table 6
Annual sales of new motor vehicles, by type and origin, in units and dollars, Canada

Year	Total	Passenger cars				Trucks ¹		
		Total	North America	Japan	Other countries	Total	North America	Overseas
No.								
1984	1,283,502	971,210	724,932	171,204	75,074	312,292	273,604	38,688
1985	1,530,410	1,137,216	794,965	199,221	143,030	393,194	344,871	48,323
1986	1,515,920	1,095,313	761,169	203,304	130,840	420,607	368,423	52,184
1987	1,533,637	1,065,093	700,930	243,288	120,875	468,544	417,189	51,355
1988	1,565,501	1,056,310	724,733	243,835	87,742	509,191	459,777	49,414
1989	1,483,875	988,134	675,340	239,548	73,246	495,741	422,398	73,343
1990	1,317,869	884,564	580,397	239,603	64,564	433,305	361,403	71,902
1991	1,287,790	873,184	573,297	237,701	62,186	414,606	347,671	66,935
1992	1,227,419	798,023	503,460	236,675	57,888	429,396	370,422	58,974
1993	1,192,934	739,049	493,759	196,310	48,980	453,885	402,112	51,773
1994	1,260,056	748,666	573,361	129,547	45,759	511,390	475,444	35,946
1995	1,166,535	670,190	553,265	71,493	45,432	496,345	469,590	26,755
1996	1,204,557	660,769	572,581	47,901	40,287	543,788	517,738	26,050
1997	1,424,380	738,550	629,488	66,297	42,765	685,830	628,214	57,616
1998	1,428,932	740,809	590,667	98,275	51,867	688,123	627,256	60,867
1999	1,542,041	806,450	625,292	103,016	78,142	735,591	672,444	63,147
2000	1,587,561	849,171	640,856	106,937	101,378	738,390	669,492	68,898
2001	1,597,964	868,633	619,810	122,998	125,825	729,331	647,987	81,344
2002	1,733,318	934,704	651,305	144,596	138,803	798,614	698,870	99,744
2003	1,626,468	865,475	604,726	126,908	133,841	760,993	654,136	106,857
2004	1,575,195	820,103	542,814	116,426	160,863	755,092	653,637	101,455
2005	1,630,310	845,222	574,639	123,482	147,101	785,088	673,205	111,883
2006	1,666,327	863,161	573,102	142,159	147,900	803,166	681,244	121,922
\$'000								
1984	15,679,760	11,138,931	8,176,591	1,928,031	1,034,309	4,540,829	4,136,482	404,347
1985	19,890,119	13,707,637	9,545,156	2,325,922	1,836,559	6,182,482	5,641,518	540,964
1986	21,841,550	14,669,730	9,856,684	2,811,893	2,001,153	7,171,820	6,441,827	729,993
1987	24,471,752	15,748,410	10,031,338	3,567,223	2,149,849	8,723,342	7,930,138	793,204
1988	26,865,327	16,709,476	11,080,866	3,784,902	1,843,708	10,155,851	9,369,528	786,323
1989	26,959,378	16,541,801	11,034,684	3,887,341	1,619,774	10,417,577	9,059,482	1,358,095
1990	24,888,751	15,245,831	9,784,293	4,015,958	1,445,580	9,642,918	8,210,502	1,432,416
1991	22,855,626	14,103,545	9,038,584	3,789,001	1,275,960	8,752,081	7,503,659	1,248,422
1992	23,484,453	13,691,747	8,450,515	4,053,784	1,187,448	9,792,706	8,613,980	1,178,726
1993	24,630,368	13,278,183	8,620,651	3,560,912	1,096,620	11,352,185	10,227,081	1,125,104
1994	27,893,795	14,182,894	10,595,001	2,346,168	1,241,727	13,710,902	12,846,447	864,453
1995	28,168,806	13,882,004	11,070,368	1,492,451	1,319,184	14,286,804	13,544,980	741,824
1996	31,485,777	14,510,882	12,062,092	1,118,289	1,330,501	16,974,894	16,115,584	859,309
1997	38,986,224	16,836,615	13,809,161	1,519,604	1,507,852	22,149,610	20,341,263	1,808,346
1998	40,255,777	17,054,244	13,101,703	2,110,330	1,842,211	23,201,534	21,165,239	2,036,296
1999	45,317,914	19,017,278	14,138,902	2,246,522	2,631,853	26,300,638	24,055,653	2,244,986
2000	46,930,514	20,790,660	15,089,665	2,431,251	3,269,743	26,139,852	23,745,933	2,393,922
2001	46,886,252	21,168,628	14,575,745	2,882,386	3,710,497	25,717,623	22,958,458	2,759,162
2002	52,227,499	23,191,483	15,521,295	3,501,294	4,168,898	29,036,014	25,633,136	3,402,877
2003	50,493,308	21,685,587	14,565,218	2,988,274	4,132,093	28,807,720	24,845,915	3,961,804
2004	49,639,223	20,489,761	13,261,753	2,694,970	4,533,035	29,149,463	25,384,561	3,764,904
2005	52,511,583	21,220,807	14,051,867	2,928,424	4,240,519	31,290,777	27,232,050	4,058,725
2006	54,568,556	22,056,012	14,250,869	3,469,392	4,335,753	32,512,545	28,069,052	4,443,494

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

Table 7
Canada, monthly sales of new motor vehicles, in units, by type and origin, seasonally adjusted

Period	Total new motor vehicles		Passenger cars				Trucks ¹	
	Units	Month/month change	North America		Overseas		Total	
			Units	Month/month change	Units	Month/month change	Units	Month/month change
	No.	%	No.	%	No.	%	No.	%
2005								
January	125,826	-4.8	42,575	-8.6	21,757	-2.9	61,494	-2.7
February	144,504	14.8	51,796	21.7	21,567	-0.9	71,141	15.7
March	131,837	-8.8	49,244	-4.9	19,247	-10.8	63,345	-11.0
April	140,800	6.8	50,961	3.5	23,141	20.2	66,698	5.3
May	128,115	-9.0	42,225	-17.1	22,834	-1.3	63,056	-5.5
June	139,639	9.0	49,393	17.0	22,889	0.2	67,357	6.8
July	153,722	10.1	49,754	0.7	26,051	13.8	77,917	15.7
August	137,690	-10.4	48,935	-1.6	23,039	-11.6	65,717	-15.7
September	124,870	-9.3	47,673	-2.6	21,995	-4.5	55,202	-16.0
October	130,773	4.7	47,989	0.7	22,246	1.1	60,538	9.7
November	137,043	4.8	46,547	-3.0	23,687	6.5	66,808	10.4
December	135,492	-1.1	47,547	2.1	22,131	-6.6	65,815	-1.5
2006								
January	136,795	1.0	49,341	3.8	21,447	-3.1	66,007	0.3
February	136,780	0.0	48,703	-1.3	21,681	1.1	66,395	0.6
March	137,973	0.9	48,847	0.3	22,456	3.6	66,670	0.4
April	136,849	-0.8	46,397	-5.0	24,270	8.1	66,182	-0.7
May	135,969	-0.6	46,469	0.2	24,312	0.2	65,189	-1.5
June	135,683	-0.2	47,975	3.2	25,315	4.1	62,393	-4.3
July	140,009	3.2	45,678	-4.8	26,620	5.2	67,712	8.5
August	143,951	2.8	48,621	6.4	24,524	-7.9	70,807	4.6
September	138,764	-3.6	49,343	1.5	24,273	-1.0	65,148	-8.0
October ^r	135,687	-2.2	43,049	-12.8	24,931	2.7	67,706	3.9
November ^r	140,144	3.3	47,114	9.4	24,508	-1.7	68,521	1.2
December ^r	149,044	6.4	51,083	8.4	24,924	1.7	73,037	6.6
2007								
January ^p	144,136	-3.3	45,451	-11.0	25,271	1.4	73,415	0.5

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

Note(s): Percentage changes shown are month-to-month changes.

Table 8
Monthly sales of new motor vehicles, in units, by province, seasonally adjusted

Period	Canada	Newfoundland and Labrador	Prince Edward Island	Nova Scotia	New Brunswick	Quebec
2005						
January	125,826	1,809	391	3,598	2,573	33,977
February	144,504	2,185	434	4,040	3,106	36,108
March	131,837	2,139	375	3,625	2,773	33,912
April	140,800	2,181	432	4,089	2,983	35,069
May	128,115	2,055	376	3,693	2,564	32,219
June	139,639	2,072	420	3,910	2,882	35,190
July	153,722	2,392	440	4,288	3,428	36,343
August	137,690	1,788	430	4,068	2,958	33,149
September	124,870	1,789	315	3,733	2,492	29,368
October	130,773	2,048	383	3,517	2,808	33,472
November	137,043	2,319	492	3,792	2,842	35,462
December	135,492	2,122	360	3,801	2,819	33,504
2006						
January	136,795	2,162	396	4,725	2,831	32,735
February	136,780	1,898	429	3,939	2,862	32,920
March	137,973	1,873	417	4,263	2,847	32,970
April	136,849	1,963	396	3,818	2,809	33,163
May	135,969	1,929	414	3,669	2,798	33,030
June	135,683	2,126	399	3,774	2,837	32,505
July	140,009	1,957	419	3,818	2,971	33,538
August	143,951	2,026	434	4,146	3,016	35,481
September	138,764	1,975	391	4,037	2,955	33,785
October ^r	135,687	2,003	388	3,834	2,972	33,262
November ^r	140,144	2,117	429	4,240	3,284	34,522
December ^r	149,044	2,286	428	4,019	3,324	36,661
2007						
January ^p	144,136	2,184	461	4,049	3,291	34,987

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
2005						
January	125,826	47,741	3,498	2,730	15,996	13,512
February	144,504	57,356	4,305	3,236	18,130	15,604
March	131,837	49,775	3,849	3,231	17,458	14,700
April	140,800	52,380	3,930	3,584	18,984	17,167
May	128,115	48,347	3,535	3,244	16,843	15,240
June	139,639	52,299	3,959	3,514	18,995	16,398
July	153,722	59,357	4,766	3,954	21,779	16,975
August	137,690	51,532	3,994	3,362	19,394	17,015
September	124,870	46,676	3,596	3,141	18,391	15,370
October	130,773	49,117	3,551	2,789	18,221	14,868
November	137,043	51,894	3,612	3,289	18,844	14,497
December	135,492	51,241	3,907	3,178	19,326	15,234
2006						
January	136,795	51,791	3,825	3,017	20,016	15,298
February	136,780	51,381	3,589	3,331	20,706	15,726
March	137,973	51,782	3,825	3,310	20,159	16,526
April	136,849	51,609	3,651	3,193	20,228	16,019
May	135,969	50,552	3,623	3,405	20,550	15,998
June	135,683	50,612	3,740	3,362	20,097	16,231
July	140,009	52,145	3,885	3,422	21,569	16,285
August	143,951	52,826	3,823	3,425	22,007	16,768
September	138,764	50,731	3,867	3,393	20,811	16,819
October ^r	135,687	48,749	3,961	3,315	21,053	16,148
November ^r	140,144	52,703	3,962	3,476	19,843	15,568
December ^r	149,044	54,839	4,201	3,601	22,304	17,382
2007						
January ^P	144,136	52,653	3,945	3,645	22,342	16,579

Definitions

Trucks

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

Passenger car

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

Country of origin

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

Motor vehicle sales - units

The number of new motor vehicles sold in Canada.

Motor vehicle sales - dollars

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

Average price of passenger cars

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

Appendix I

Scope of the survey

The interest in and need for detailed statistics on the automobile industry arose years ago, when the industry began playing a prominent role in the Canadian economy. For over 50 years, Statistics Canada has been collecting and disseminating statistical information on the retail sales of new motor vehicles. Not only are these statistics required to produce estimates of Canadian consumer spending for the national accounts and the gross domestic product, but they have also served and continue to serve as one of the most important, most often requested indicators of the health of Canada's economy.¹

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

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

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

Data quality and methodology

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

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

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

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

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

Data confidentiality

Statistics Canada is prohibited by law from publishing any statistics which would divulge information relating to any identifiable business without the previous consent in writing of that business.² The disclosure of data likely to reveal specific information on the activity of a particular company is systematically and rigorously controlled and regulated to prevent the publication or disclosure of any information deemed confidential. The rules regarding confidentiality are therefore applied in such a way that no data are shown for cells (or statistical units). If information is withheld for reasons of confidentiality an "X" will appear in the appropriate cell of this publication.

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

Seasonal adjustment

Time series contain the elements essential to the description, explanation and forecasting of the behaviour of an economic phenomenon: "They are statistical records of the evolution of economic processes through time."³ In using time series to observe economic activity, economists and statisticians have identified four characteristic behavioural components: the long-term movement or trend, the cycle, the seasonal (variations) and the irregular (fluctuations). These movements are caused by various economic, natural or institutional factors. The **seasonal variations** occur periodically on a more or less regular basis over the course of the year as a result of seasonal changes in weather, statutory holidays and other events which occur at fairly regular intervals and thus have a major impact on the rate of economic activity.

In the interest of accurately interpreting the fundamental evolution of an economic phenomenon and producing forecasts of superior quality, Statistics Canada uses the X-11-ARIMA seasonal adjustment method⁴ to seasonally adjust its time series. The ARIMA part of this method minimizes the impact of seasonal variations on the series and essentially consists of adding one year of estimated data onto each end of the original series before it is seasonally adjusted per se. The estimated data are derived from forecasts and back casts using ARIMA (Autoregressive Integrated Moving Average) models of the Box-Jenkins type.

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

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

To assist the user, the Months of Cyclical Dominance number, MCD, is provided.⁵ The MCD is the shortest monthly span for which a certain ratio becomes and remains less than one, that is, the ratio for which the absolute average percentage change of the trend-cycle of the seasonally adjusted series becomes greater than the absolute average per cent change of the irregular component. The MCD can be interpreted as the number of months over which a change in the seasonally adjusted series must move in a given direction before one can be reasonably certain that

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

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

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

5. MCD = 10 for North American passenger cars. MCD = 4 for Overseas passenger cars. MCD = 12 for Commercial vehicles.

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.

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.