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New Motor Vehicle Sales

January 2012



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Statistics Canada
Distributive Trades Division

New Motor Vehicle Sales

January 2012

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- . 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
- * significantly different from reference category ($p < 0.05$)

Note to users

Figures may not add up to totals because of rounding.

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Table of contents

Highlights	5
Analysis – January 2012	6
Sales grow for both passenger cars and trucks	6
Sales increase most in Ontario and Quebec	7
Related products	9
Statistical tables	
1 Monthly sales of new motor vehicles, by type and origin	11
1-1 in units	11
1-2 in dollars	13
2 Average monthly prices of passenger cars, by origin	15
3 Monthly market share of new passenger car sales (units), by origin, Canada	16
4 Provincial sales of new motor vehicles, by type and origin, in units and dollars, January	17
5 Year to date provincial sales of new motor vehicles, by type and origin	19
5-1 in units, January	19
5-2 in dollars, January	21
6 Annual sales of new motor vehicles, by type and origin, in units and dollars, Canada	23
7 Canada, monthly sales of new motor vehicles, in units, by type and origin, seasonally adjusted	24
8 Monthly sales of new motor vehicles, in units, by province, seasonally adjusted	25
Data quality, concepts and methodology	
Definitions	27
Appendix	
I Scope of the survey	28
II List of North American motor vehicle manufacturers	31

Table of contents – continued

Charts

1. New motor vehicle sales, seasonally adjusted, in units, 2009 to 2012	6
2. Truck, van and bus sales, seasonally adjusted, in units, 2009 to 2012	7
3. Passenger car sales, seasonally adjusted, in units, 2009 to 2012	7
4. Monthly distribution of the Canadian motor vehicle market (passenger cars), by origin, 2009 to 2012	8
5. Cumulative sales of new passenger cars, by origin, in units, 2009 to 2011	8

Highlights

January 2012

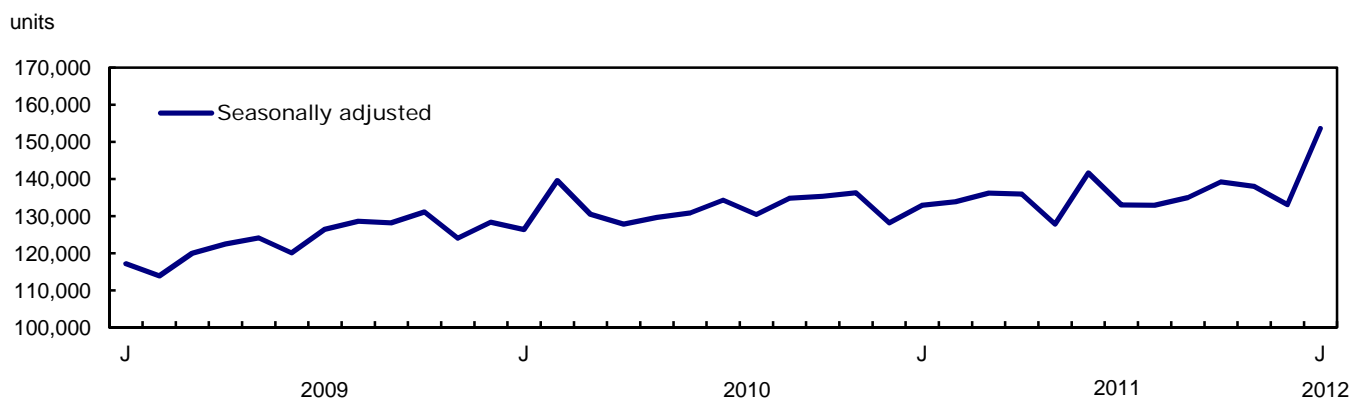
The number of new motor vehicles sold in January rose 15.4% to 153,623 units. A significant factor in January's growth was the resumption of supply for certain models of passenger cars.

Analysis – January 2012

The number of new motor vehicles sold in January rose 15.4% to 153,623 units. A significant factor in January's growth was the resumption of supply for certain models of passenger cars.

Chart 1

New motor vehicle sales, seasonally adjusted, in units, 2009 to 2012



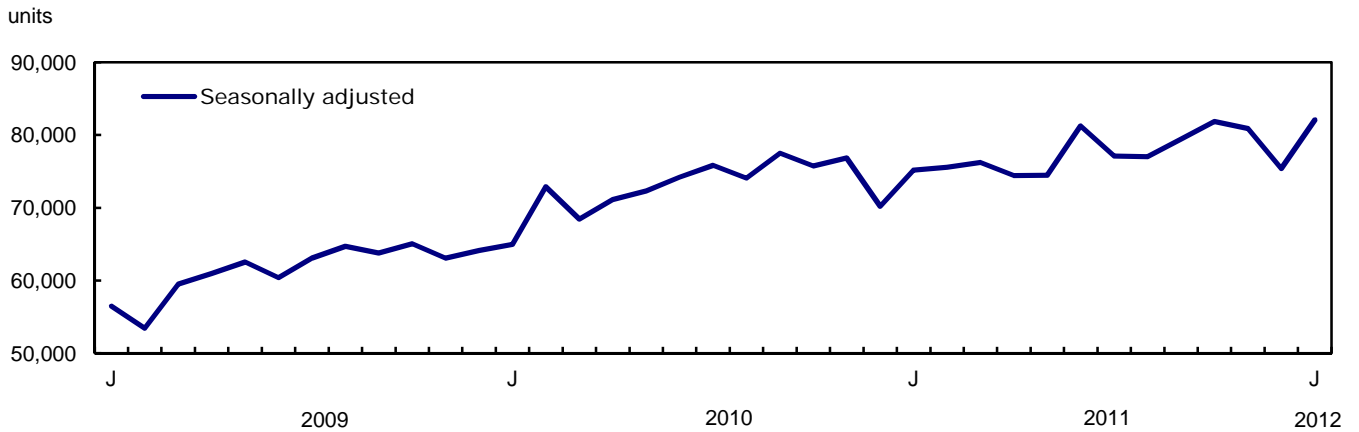
Preliminary industry data indicate that the number of new motor vehicles sold in February fell 7%.

Sales grow for both passenger cars and trucks

Passenger car sales rose 23.9% to 71,539 units, mainly reflecting higher sales of lower-cost vehicles. North-American built passenger cars led the growth, rising 28.5%. Sales of overseas-built passenger cars (+16.8%) rose for a fifth consecutive month.

Sales of trucks (which include minivans, sport-utility vehicles, light and heavy trucks, vans and buses) increased 8.8% in January, offsetting declines in November and December.

Chart 2
Truck, van and bus sales, seasonally adjusted, in units, 2009 to 2012



Sales increase most in Ontario and Quebec

New motor vehicle sales were up in every province in January.

Ontario (+23.7%) reported the largest increase in the number of new motor vehicles sold—the fifth increase in six months.

Sales of new motor vehicles in Quebec (+9.8%) grew for the fifth consecutive month.

Among the Western provinces, Alberta (+16.3%) registered the largest increase in unit sales. January’s gain more than offset declines in November and December.

The largest increase in units sold among the Atlantic provinces was in Nova Scotia (+11.0%).

Chart 3
Passenger car sales, seasonally adjusted, in units, 2009 to 2012

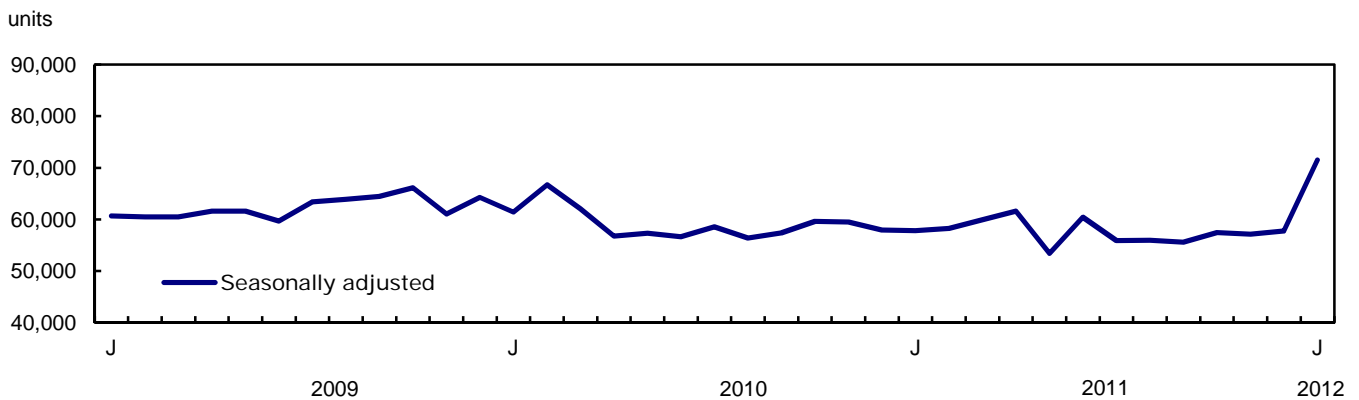


Chart 4
Monthly distribution of the Canadian motor vehicle market (passenger cars), by origin, 2009 to 2012

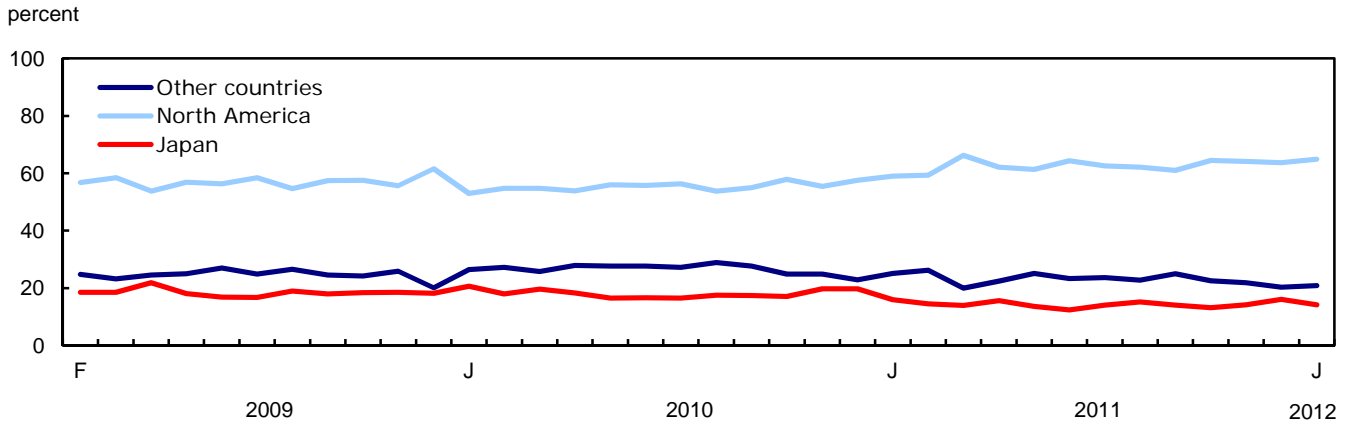
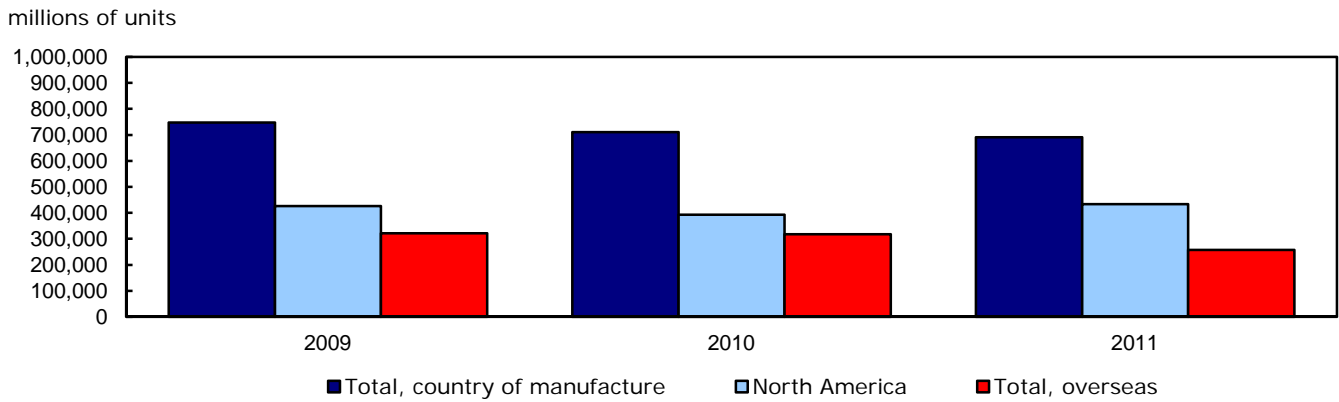


Chart 5
Cumulative sales of new passenger cars, by origin, in units, 2009 to 2011
January to December



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

079-0003	New motor vehicle sales, Canada, provinces and territories, monthly
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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 province (monthly)*
- *Economic indicators, by province and territory (monthly and quarterly)*
- *New motor vehicle sales*
- *New motor vehicle sales, by province*

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
	number	%	number	%	number	%	number	%	number	%
2010										
January	83,512	6.0	18,910	-12.4	7,361	6.6	9,403	29.6	35,674	-0.2
February	101,788	24.1	24,871	7.5	8,180	8.2	12,366	22.5	45,417	11.4
March	148,052	14.0	38,427	0.2	13,746	13.2	18,079	18.9	70,252	6.9
April	152,187	4.2	37,922	-6.3	12,908	-21.4	19,682	6.7	70,512	-6.4
May	157,082	0.7	41,793	-11.8	12,296	-18.1	20,591	-1.0	74,680	-10.2
June	156,891	11.7	40,601	-2.5	12,069	-2.7	20,212	1.2	72,882	-1.5
July	150,800	6.5	38,018	-11.4	11,170	-8.7	18,394	0.6	67,582	-8.0
August	138,210	0.9	32,796	-12.1	10,669	-17.6	17,632	-2.7	61,097	-10.7
September	137,349	4.6	32,803	-15.3	10,398	-14.6	16,449	-0.6	59,650	-11.6
October	125,731	1.7	32,086	-9.1	9,496	-15.8	13,809	-7.0	55,391	-9.8
November	118,521	13.3	28,371	-0.5	10,069	6.2	12,763	-3.9	51,203	-0.1
December	114,376	0.7	26,372	-16.0	9,027	-2.9	10,475	2.2	45,874	-9.9
Year	1,584,499	6.7	392,970	-7.9	127,389	-7.6	189,855	3.7	710,214	-5.0
2011										
January	86,320	3.4	18,983	0.4	5,131	-30.3	8,069	-14.2	32,183	-9.8
February	98,147	-3.6	23,456	-5.7	5,735	-29.9	10,388	-16.0	39,579	-12.9
March	156,452	5.7	45,830	19.3	9,636	-29.9	13,789	-23.7	69,255	-1.4
April	162,613	6.9	46,962	23.8	11,774	-8.8	16,948	-13.9	75,684	7.3
May	152,064	-3.2	42,526	1.8	9,433	-23.3	17,444	-15.3	69,403	-7.1
June	168,119	7.2	49,009	20.7	9,482	-21.4	17,782	-12.0	76,273	4.7
July	144,171	-4.4	39,273	3.3	8,776	-21.4	14,819	-19.4	62,868	-7.0
August	143,653	3.9	37,489	14.3	9,164	-14.1	13,733	-22.1	60,386	-1.2
September	137,660	0.2	34,587	5.4	7,934	-23.7	14,154	-14.0	56,675	-5.0
October	129,049	2.6	33,743	5.2	6,860	-27.8	11,761	-14.8	52,364	-5.5
November	124,466	5.0	32,521	14.6	7,134	-29.1	11,108	-13.0	50,763	-0.9
December	117,863	3.0	29,073	10.2	7,327	-18.8	9,246	-11.7	45,646	-0.5
Year	1,620,577	2.3	433,452	10.3	98,386	-22.8	159,241	-16.1	691,079	-2.7
2012										
January	100,444	16.4	26,345	38.8	5,738	11.8	8,502	5.4	40,585	26.1

See notes 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
	number	%	number	%	number	%	number	%
2010								
January	83,512	6.0	41,566	12.4	6,272	3.0	47,838	11.1
February	101,788	24.1	49,174	40.7	7,197	14.0	56,371	36.6
March	148,052	14.0	67,511	20.3	10,289	28.1	77,800	21.3
April	152,187	4.2	71,606	15.7	10,069	14.3	81,675	15.5
May	157,082	0.7	72,163	14.3	10,239	5.3	82,402	13.1
June	156,891	11.7	73,745	29.2	10,264	9.7	84,009	26.5
July	150,800	6.5	72,977	24.6	10,241	6.4	83,218	22.0
August	138,210	0.9	67,408	13.0	9,705	8.5	77,113	12.4
September	137,349	4.6	68,393	24.2	9,306	6.3	77,699	21.8
October	125,731	1.7	60,511	11.9	9,829	21.0	70,340	13.1
November	118,521	13.3	57,748	25.1	9,570	33.6	67,318	26.2
December	114,376	0.7	58,530	5.0	9,972	43.6	68,502	9.3
Year	1,584,499	6.7	761,332	19.1	112,953	15.4	874,285	18.6
2011								
January	86,320	3.4	45,268	8.9	8,869	41.4	54,137	13.2
February	98,147	-3.6	49,028	-0.3	9,540	32.6	58,568	3.9
March	156,452	5.7	74,065	9.7	13,132	27.6	87,197	12.1
April	162,613	6.9	73,899	3.2	13,030	29.4	86,929	6.4
May	152,064	-3.2	70,239	-2.7	12,422	21.3	82,661	0.3
June	168,119	7.2	78,349	6.2	13,497	31.5	91,846	9.3
July	144,171	-4.4	69,086	-5.3	12,217	19.3	81,303	-2.3
August	143,653	3.9	70,217	4.2	13,050	34.5	83,267	8.0
September	137,660	0.2	67,039	-2.0	13,946	49.9	80,985	4.2
October	129,049	2.6	64,002	5.8	12,683	29.0	76,685	9.0
November	124,466	5.0	60,398	4.6	13,305	39.0	73,703	9.5
December	117,863	3.0	61,451	5.0	10,766	8.0	72,217	5.4
Year	1,620,577	2.3	783,041	2.9	146,457	29.7	929,498	6.3
2012								
January	100,444	16.4	49,786	10.0	10,073	13.6	59,859	10.6

1. Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.
Note(s): Percentage change are year-over-year changes.

Table 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	%
2010										
January	2,834,682	14.6	469,745	-7.4	177,970	7.4	288,085	36.2	935,801	5.8
February	3,307,185	29.4	608,747	10.5	198,112	9.9	379,243	29.8	1,186,103	15.9
March	4,817,510	19.7	942,317	1.9	340,711	18.9	572,310	21.7	1,855,338	10.3
April	4,974,619	12.7	949,951	-2.8	323,502	-12.0	629,029	19.3	1,902,482	1.6
May	4,990,170	3.4	1,023,559	-11.4	304,179	-15.1	650,251	6.0	1,977,988	-7.0
June	5,090,394	14.1	991,474	-3.8	310,286	2.3	655,935	6.4	1,957,694	0.4
July	4,853,046	11.0	933,565	-9.1	280,458	-8.1	584,975	7.3	1,798,998	-4.2
August	4,521,798	3.6	798,994	-11.6	259,445	-18.1	558,506	2.1	1,616,945	-8.5
September	4,549,860	9.2	797,687	-13.7	254,411	-13.1	540,414	8.1	1,592,511	-7.2
October	4,216,887	4.5	778,456	-10.6	238,846	-12.3	475,029	1.2	1,492,330	-7.4
November	4,054,432	18.0	709,588	0.4	245,589	4.6	449,176	8.3	1,404,353	3.6
December	4,105,026	7.9	654,931	-14.8	222,015	-0.8	384,946	17.5	1,261,892	-4.4
Year	52,315,609	11.5	9,659,014	-6.6	3,155,524	-4.6	6,167,899	11.4	18,982,435	-1.1
2011										
January	2,965,868	4.6	466,626	-0.7	126,283	-29.0	270,123	-6.2	863,031	-7.8
February	3,359,312	1.6	568,105	-6.7	138,885	-29.9	349,046	-8.0	1,056,037	-11.0
March	5,159,286	7.1	1,069,637	13.5	239,552	-29.7	491,505	-14.1	1,800,694	-2.9
April	5,325,409	7.1	1,131,746	19.1	283,427	-12.4	588,270	-6.5	2,003,443	5.3
May	5,051,223	1.2	1,049,241	2.5	225,002	-26.0	586,880	-9.7	1,861,123	-5.9
June	5,541,638	8.9	1,222,406	23.3	211,350	-31.9	599,971	-8.5	2,033,727	3.9
July	4,693,564	-3.3	981,319	5.1	198,025	-29.4	489,348	-16.3	1,668,693	-7.2
August	4,780,998	5.7	939,098	17.5	206,380	-20.5	462,090	-17.3	1,607,567	-0.6
September	4,669,021	2.6	853,035	6.9	196,997	-22.6	485,911	-10.1	1,535,943	-3.6
October	4,437,146	5.2	818,568	5.2	177,322	-25.8	420,205	-11.5	1,416,094	-5.1
November	4,167,963	2.8	771,669	8.7	169,779	-30.9	410,139	-8.7	1,351,587	-3.8
December	3,974,503	-3.2	698,069	6.6	172,526	-22.3	339,879	-11.7	1,210,474	-4.1
Year	54,125,931	3.5	10,569,519	9.4	2,345,528	-25.7	5,493,367	-10.9	18,408,413	-3.0
2012										
January	3,346,422	12.8	630,663	35.2	140,362	11.1	296,136	9.6	1,067,161	23.7

See notes 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	%
2010								
January	2,834,682	14.6	1,645,833	21.5	253,049	7.7	1,898,881	19.4
February	3,307,185	29.4	1,837,516	42.7	283,567	16.2	2,121,082	38.5
March	4,817,510	19.7	2,549,284	25.7	412,888	31.5	2,962,172	26.5
April	4,974,619	12.7	2,671,908	21.7	400,230	15.2	3,072,138	20.8
May	4,990,170	3.4	2,615,304	12.9	396,878	3.7	3,012,182	11.6
June	5,090,394	14.1	2,729,176	27.6	403,524	8.6	3,132,699	24.7
July	4,853,046	11.0	2,647,060	24.9	406,988	8.6	3,054,048	22.4
August	4,521,798	3.6	2,516,585	12.2	388,269	9.6	2,904,853	11.8
September	4,549,860	9.2	2,573,332	22.7	384,017	8.9	2,957,349	20.7
October	4,216,887	4.5	2,326,945	11.2	397,611	19.6	2,724,556	12.4
November	4,054,432	18.0	2,276,030	27.8	374,048	24.7	2,650,078	27.3
December	4,105,026	7.9	2,460,958	12.2	382,176	30.7	2,843,134	14.4
Year	52,315,609	11.5	28,849,931	21.0	4,483,245	14.9	33,333,172	20.1
2011								
January	2,965,868	4.6	1,767,583	7.4	335,254	32.5	2,102,837	10.7
February	3,359,312	1.6	1,937,636	5.4	365,640	28.9	2,303,276	8.6
March	5,159,286	7.1	2,857,077	12.1	501,516	21.5	3,358,593	13.4
April	5,325,409	7.1	2,823,472	5.7	498,495	24.6	3,321,967	8.1
May	5,051,223	1.2	2,714,825	3.8	475,275	19.8	3,190,100	5.9
June	5,541,638	8.9	3,007,699	10.2	500,212	24.0	3,507,911	12.0
July	4,693,564	-3.3	2,579,350	-2.6	445,521	9.5	3,024,871	-1.0
August	4,780,998	5.7	2,695,535	7.1	477,896	23.1	3,173,431	9.2
September	4,669,021	2.6	2,625,290	2.0	507,789	32.2	3,133,079	5.9
October	4,437,146	5.2	2,551,206	9.6	469,846	18.2	3,021,052	10.9
November	4,167,963	2.8	2,324,843	2.1	491,534	31.4	2,816,377	6.3
December	3,974,503	-3.2	2,352,675	-4.4	411,354	7.6	2,764,029	-2.8
Year	54,125,931	3.5	30,237,191	4.8	5,480,332	22.2	35,717,523	7.2
2012								
January	3,346,422	12.8	1,898,682	7.4	380,578	13.5	2,279,260	8.4

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	Total, country of manufacture		North America		Total, overseas		Japan		Other countries	
	Amount	Change	Amount	Change	Amount	Change	Amount	Change	Amount	Change
	\$	%	\$	%	\$	%	\$	%	\$	%
2010										
January	26,232	6.0	24,841	5.7	27,801	4.4	24,177	0.8	30,638	5.1
February	26,116	4.1	24,476	2.7	28,101	5.0	24,219	1.6	30,668	6.0
March	26,410	3.2	24,522	1.7	28,689	3.7	24,786	5.0	31,656	2.4
April	26,981	8.6	25,050	3.8	29,228	13.9	25,062	12.0	31,960	11.8
May	26,486	3.6	24,491	0.4	29,021	7.0	24,738	3.7	31,579	7.1
June	26,861	2.0	24,420	-1.3	29,932	5.3	25,709	5.1	32,453	5.1
July	26,619	4.1	24,556	2.6	29,273	5.1	25,108	0.6	31,802	6.7
August	26,465	2.4	24,363	0.6	28,902	4.0	24,318	-0.6	31,676	5.0
September	26,698	4.9	24,318	2.0	29,606	7.3	24,467	1.7	32,854	8.7
October	26,942	2.7	24,262	-1.6	30,632	7.9	25,152	4.3	34,400	8.7
November	27,427	3.7	25,011	0.9	30,429	6.6	24,391	-1.5	35,194	12.7
December	27,508	6.2	24,834	1.5	31,123	10.3	24,595	2.2	36,749	14.9
Year	26,728	4.1	24,580	1.4	29,389	6.7	24,771	3.3	32,487	7.5
2011										
January	26,816	2.2	24,581	-1.0	30,031	8.0	24,612	1.8	33,477	9.3
February	26,682	2.2	24,220	-1.0	30,263	7.7	24,217	0.0	33,601	9.6
March	26,001	-1.5	23,339	-4.8	31,208	8.8	24,860	0.3	35,645	12.6
April	26,471	-1.9	24,099	-3.8	30,349	3.8	24,072	-3.9	34,710	8.6
May	26,816	1.2	24,673	0.7	30,207	4.1	23,853	-3.6	33,644	6.5
June	26,664	-0.7	24,942	2.1	29,758	-0.6	22,290	-13.3	33,740	4.0
July	26,543	-0.3	24,987	1.8	29,132	-0.5	22,564	-10.1	33,022	3.8
August	26,622	0.6	25,050	2.8	29,195	1.0	22,521	-7.4	33,648	6.2
September	27,101	1.5	24,663	1.4	30,918	4.4	24,829	1.5	34,330	4.5
October	27,043	0.4	24,259	0.0	32,089	4.8	25,849	2.8	35,729	3.9
November	26,625	-2.9	23,728	-5.1	31,790	4.5	23,799	-2.4	36,923	4.9
December	26,519	-3.6	24,011	-3.3	30,918	-0.7	23,547	-4.3	36,760	0.0
Year	26,637	-0.3	24,385	-0.8	30,427	3.5	23,840	-3.8	34,497	6.2
2012										
January	26,294	-1.9	23,939	-2.6	30,653	2.1	24,462	-0.6	34,831	4.0

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
	number	%	number	%	number	%	number	%
2010								
January	35,674	100.0	18,910	53.0	7,361	20.6	9,403	26.4
February	45,417	100.0	24,871	54.8	8,180	18.0	12,366	27.2
March	70,252	100.0	38,427	54.7	13,746	19.6	18,079	25.7
April	70,512	100.0	37,922	53.8	12,908	18.3	19,682	27.9
May	74,680	100.0	41,793	56.0	12,296	16.5	20,591	27.6
June	72,882	100.0	40,601	55.7	12,069	16.6	20,212	27.7
July	67,582	100.0	38,018	56.3	11,170	16.5	18,394	27.2
August	61,097	100.0	32,796	53.7	10,669	17.5	17,632	28.9
September	59,650	100.0	32,803	55.0	10,398	17.4	16,449	27.6
October	55,391	100.0	32,086	57.9	9,496	17.1	13,809	24.9
November	51,203	100.0	28,371	55.4	10,069	19.7	12,763	24.9
December	45,874	100.0	26,372	57.5	9,027	19.7	10,475	22.8
Year	710,214	100.0	392,970	55.3	127,389	17.9	189,855	26.7
2011								
January	32,183	100.0	18,983	59.0	5,131	15.9	8,069	25.1
February	39,579	100.0	23,456	59.3	5,735	14.5	10,388	26.2
March	69,255	100.0	45,830	66.2	9,636	13.9	13,789	19.9
April	75,684	100.0	46,962	62.1	11,774	15.6	16,948	22.4
May	69,403	100.0	42,526	61.3	9,433	13.6	17,444	25.1
June	76,273	100.0	49,009	64.3	9,482	12.4	17,782	23.3
July	62,868	100.0	39,273	62.5	8,776	14.0	14,819	23.6
August	60,386	100.0	37,489	62.1	9,164	15.2	13,733	22.7
September	56,675	100.0	34,587	61.0	7,934	14.0	14,154	25.0
October	52,364	100.0	33,743	64.4	6,860	13.1	11,761	22.5
November	50,763	100.0	32,521	64.1	7,134	14.1	11,108	21.9
December	45,646	100.0	29,073	63.7	7,327	16.1	9,246	20.3
Year	691,079	100.0	433,452	62.7	98,386	14.2	159,241	23.0
2012								
January	40,585	100.0	26,345	64.9	5,738	14.1	8,502	20.9

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						
2010 (number)	83,512	1,545	297	2,566	2,013	19,400
2011 (number)	86,320	1,546	239	2,303	2,047	19,905
2012 (number)	100,444	1,700	345	2,776	2,159	22,411
2012 / 2011 (%)	16.4	10.0	44.4	20.5	5.5	12.6
2010 \$'000	2,834,682	44,503	8,077	77,619	62,360	601,630
2011 \$'000	2,965,868	47,105	7,506	69,145	67,002	634,200
2012 \$'000	3,346,422	50,115	9,388	80,836	69,485	683,481
2012 / 2011 (%)	12.8	6.4	25.1	16.9	3.7	7.8
Passenger cars, manufactured in North America						
2010 (number)	18,910	437	84	736	458	4,716
2011 (number)	18,983	409	55	589	525	5,216
2012 (number)	26,345	418	96	946	590	6,888
2012 / 2011 (%)	38.8	2.2	74.5	60.6	12.4	32.1
2010 \$'000	469,745	9,443	1,946	17,163	10,953	110,240
2011 \$'000	466,626	9,145	1,301	13,629	12,374	121,352
2012 \$'000	630,663	9,452	1,926	22,527	13,461	155,965
2012 / 2011 (%)	35.2	3.4	48.0	65.3	8.8	28.5
Passenger cars, manufactured in Japan						
2010 (number)	7,361	x	x	217	x	2,632
2011 (number)	5,131	x	x	111	x	1,817
2012 (number)	5,738	x	x	155	x	2,165
2012 / 2011 (%)	11.8	x	x	39.6	x	19.2
2010 \$'000	177,970	x	x	5,033	x	58,726
2011 \$'000	126,283	x	x	2,475	x	40,975
2012 \$'000	140,362	x	x	3,603	x	47,843
2012 / 2011 (%)	11.1	x	x	45.6	x	16.8
Passenger cars, manufactured in other countries						
2010 (number)	9,403	x	x	270	x	3,190
2011 (number)	8,069	x	x	290	x	2,603
2012 (number)	8,502	x	x	212	x	2,673
2012 / 2011 (%)	5.4	x	x	-26.9	x	2.7
2010 \$'000	288,085	x	x	6,202	x	86,846
2011 \$'000	270,123	x	x	7,373	x	78,779
2012 \$'000	296,136	x	x	5,520	x	82,024
2012 / 2011 (%)	9.6	x	x	-25.1	x	4.1
Trucks ¹, manufactured in North America						
2010 (number)	41,566	x	x	1,244	1,102	7,226
2011 (number)	45,268	x	x	1,149	1,123	7,893
2012 (number)	49,786	x	x	1,240	1,157	8,172
2012 / 2011 (%)	10.0	x	x	7.9	3.0	3.5
2010 \$'000	1,645,833	x	x	45,492	39,934	283,913
2011 \$'000	1,767,583	x	x	39,899	43,312	307,762
2012 \$'000	1,898,682	x	x	41,600	44,658	307,888
2012 / 2011 (%)	7.4	x	x	4.3	3.1	0.0
Trucks ¹, manufactured overseas						
2010 (number)	6,272	x	x	99	121	1,636
2011 (number)	8,869	x	x	164	165	2,376
2012 (number)	10,073	x	x	223	179	2,513
2012 / 2011 (%)	13.6	x	x	36.0	8.5	5.8
2010 \$'000	253,049	x	x	3,729	4,033	61,905
2011 \$'000	335,254	x	x	5,770	5,476	85,333
2012 \$'000	380,578	x	x	7,587	5,783	89,760
2012 / 2011 (%)	13.5	x	x	31.5	5.6	5.2

See notes 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 and the Territories ²
Total, new motor vehicles						
2010 (number)	83,512	29,728	2,340	2,992	12,525	10,106
2011 (number)	86,320	31,588	2,564	3,131	13,124	9,873
2012 (number)	100,444	37,454	2,902	3,716	16,217	10,764
2012 / 2011 (%)	16.4	18.6	13.2	18.7	23.6	9.0
2010 \$'000	2,834,682	995,265	81,600	110,999	459,809	392,820
2011 \$'000	2,965,868	1,092,694	89,763	113,748	496,047	348,657
2012 \$'000	3,346,422	1,228,477	101,887	132,259	609,800	380,695
2012 / 2011 (%)	12.8	12.4	13.5	16.3	22.9	9.2
Passenger cars, manufactured in North America						
2010 (number)	18,910	6,934	509	499	2,432	2,105
2011 (number)	18,983	7,517	449	440	1,737	2,046
2012 (number)	26,345	11,231	649	571	2,628	2,328
2012 / 2011 (%)	38.8	49.4	44.5	29.8	51.3	13.8
2010 \$'000	469,745	177,021	12,665	12,674	64,971	52,670
2011 \$'000	466,626	188,315	11,175	11,114	45,738	52,483
2012 \$'000	630,663	270,612	15,682	14,743	69,519	56,777
2012 / 2011 (%)	35.2	43.7	40.3	32.7	52.0	8.2
Passenger cars, manufactured in Japan						
2010 (number)	7,361	2,291	108	105	502	1,292
2011 (number)	5,131	1,694	91	38	458	775
2012 (number)	5,738	1,949	92	53	527	633
2012 / 2011 (%)	11.8	15.1	1.1	39.5	15.1	-18.3
2010 \$'000	177,970	59,620	2,722	2,707	13,401	31,148
2011 \$'000	126,283	44,801	2,192	1,046	11,945	19,539
2012 \$'000	140,362	52,184	2,267	1,308	13,452	16,043
2012 / 2011 (%)	11.1	16.5	3.4	25.0	12.6	-17.9
Passenger cars, manufactured in other countries						
2010 (number)	9,403	3,271	174	142	747	1,194
2011 (number)	8,069	2,934	148	91	568	1,136
2012 (number)	8,502	3,442	138	99	580	1,061
2012 / 2011 (%)	5.4	17.3	-6.8	8.8	2.1	-6.6
2010 \$'000	288,085	111,666	4,754	3,692	25,318	40,626
2011 \$'000	270,123	105,116	4,210	2,416	20,906	44,060
2012 \$'000	296,136	130,605	4,289	3,231	21,757	41,518
2012 / 2011 (%)	9.6	24.2	1.9	33.7	4.1	-5.8
Trucks¹, manufactured in North America						
2010 (number)	41,566	14,958	1,410	2,106	7,994	4,597
2011 (number)	45,268	16,246	1,680	2,354	9,016	4,816
2012 (number)	49,786	17,053	1,762	2,774	10,967	5,544
2012 / 2011 (%)	10.0	5.0	4.9	17.8	21.6	15.1
2010 \$'000	1,645,833	551,257	56,046	86,457	322,562	228,341
2011 \$'000	1,767,583	629,560	65,073	91,620	367,540	187,449
2012 \$'000	1,898,682	627,491	70,865	104,365	448,711	216,508
2012 / 2011 (%)	7.4	-0.3	8.9	13.9	22.1	15.5
Trucks¹, manufactured overseas						
2010 (number)	6,272	2,274	139	140	850	918
2011 (number)	8,869	3,197	196	208	1,345	1,100
2012 (number)	10,073	3,779	261	219	1,515	1,198
2012 / 2011 (%)	13.6	18.2	33.2	5.3	12.6	8.9
2010 \$'000	253,049	95,700	5,414	5,470	33,558	40,035
2011 \$'000	335,254	124,902	7,113	7,551	49,919	45,125
2012 \$'000	380,578	147,585	8,784	8,613	56,361	49,849
2012 / 2011 (%)	13.5	18.2	23.5	14.1	12.9	10.5

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
	number	%	number	%	number	%	number	%	number	%
2010										
Newfoundland and Labrador	1,545	37.3	437	51.2	x	x	x	x	688	36.5
Prince Edward Island	297	18.8	84	-14.3	x	x	x	x	130	-12.2
Nova Scotia	2,566	19.5	736	9.0	217	14.2	270	11.1	1,223	10.4
New Brunswick	2,013	13.2	458	-4.0	x	x	x	x	790	6.5
Quebec	19,400	10.0	4,716	-9.0	2,632	6.9	3,190	26.1	10,538	3.6
Ontario	29,728	7.2	6,934	-18.2	2,291	8.6	3,271	36.6	12,496	-3.8
Manitoba	2,340	-3.7	509	-17.1	108	-20.6	174	10.1	791	-12.9
Saskatchewan	2,992	9.4	499	-17.9	105	16.7	142	63.2	746	-5.0
Alberta	12,525	-4.8	2,432	-9.2	502	-20.4	747	11.8	3,681	-7.4
British Columbia and the Territories ¹	10,106	2.8	2,105	-15.2	1,292	21.1	1,194	37.7	4,591	4.0
Canada	83,512	6.0	18,910	-12.4	7,361	6.6	9,403	29.6	35,674	-0.2
2011										
Newfoundland and Labrador	1,546	0.1	409	-6.4	x	x	x	x	585	-15.0
Prince Edward Island	239	-19.5	55	-34.5	x	x	x	x	91	-30.0
Nova Scotia	2,303	-10.2	589	-20.0	111	-48.8	290	7.4	990	-19.1
New Brunswick	2,047	1.7	525	14.6	x	x	x	x	759	-3.9
Quebec	19,905	2.6	5,216	10.6	1,817	-31.0	2,603	-18.4	9,636	-8.6
Ontario	31,588	6.3	7,517	8.4	1,694	-26.1	2,934	-10.3	12,145	-2.8
Manitoba	2,564	9.6	449	-11.8	91	-15.7	148	-14.9	688	-13.0
Saskatchewan	3,131	4.6	440	-11.8	38	-63.8	91	-35.9	569	-23.7
Alberta	13,124	4.8	1,737	-28.6	458	-8.8	568	-24.0	2,763	-24.9
British Columbia and the Territories ¹	9,873	-2.3	2,046	-2.8	775	-40.0	1,136	-4.9	3,957	-13.8
Canada	86,320	3.4	18,983	0.4	5,131	-30.3	8,069	-14.2	32,183	-9.8
2012										
Newfoundland and Labrador	1,700	10.0	418	2.2	x	x	x	x	600	2.6
Prince Edward Island	345	44.4	96	74.5	x	x	x	x	142	56.0
Nova Scotia	2,776	20.5	946	60.6	155	39.6	212	-26.9	1,313	32.6
New Brunswick	2,159	5.5	590	12.4	x	x	x	x	823	8.4
Quebec	22,411	12.6	6,888	32.1	2,165	19.2	2,673	2.7	11,726	21.7
Ontario	37,454	18.6	11,231	49.4	1,949	15.1	3,442	17.3	16,622	36.9
Manitoba	2,902	13.2	649	44.5	92	1.1	138	-6.8	879	27.8
Saskatchewan	3,716	18.7	571	29.8	53	39.5	99	8.8	723	27.1
Alberta	16,217	23.6	2,628	51.3	527	15.1	580	2.1	3,735	35.2
British Columbia and the Territories ¹	10,764	9.0	2,328	13.8	633	-18.3	1,061	-6.6	4,022	1.6
Canada	100,444	16.4	26,345	38.8	5,738	11.8	8,502	5.4	40,585	26.1

See notes 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
	number	%	number	%	number	%	number	%
2010								
Newfoundland and Labrador	1,545	37.3	x	x	x	x	857	38.0
Prince Edward Island	297	18.8	x	x	x	x	167	63.7
Nova Scotia	2,566	19.5	1,244	38.8	99	-31.2	1,343	29.1
New Brunswick	2,013	13.2	1,102	19.1	121	8.0	1,223	17.9
Quebec	19,400	10.0	7,226	18.1	1,636	21.8	8,862	18.7
Ontario	29,728	7.2	14,958	20.3	2,274	-1.6	17,232	16.8
Manitoba	2,340	-3.7	1,410	3.2	139	-10.9	1,549	1.8
Saskatchewan	2,992	9.4	2,106	17.5	140	-11.9	2,246	15.1
Alberta	12,525	-4.8	7,994	-3.7	850	-2.7	8,844	-3.6
British Columbia and the Territories ¹	10,106	2.8	4,597	1.5	918	3.6	5,515	1.9
Canada	83,512	6.0	41,566	12.4	6,272	3.0	47,838	11.1
2011								
Newfoundland and Labrador	1,546	0.1	x	x	x	x	961	12.1
Prince Edward Island	239	-19.5	x	x	x	x	148	-11.4
Nova Scotia	2,303	-10.2	1,149	-7.6	164	65.7	1,313	-2.2
New Brunswick	2,047	1.7	1,123	1.9	165	36.4	1,288	5.3
Quebec	19,905	2.6	7,893	9.2	2,376	45.2	10,269	15.9
Ontario	31,588	6.3	16,246	8.6	3,197	40.6	19,443	12.8
Manitoba	2,564	9.6	1,680	19.1	196	41.0	1,876	21.1
Saskatchewan	3,131	4.6	2,354	11.8	208	48.6	2,562	14.1
Alberta	13,124	4.8	9,016	12.8	1,345	58.2	10,361	17.2
British Columbia and the Territories ¹	9,873	-2.3	4,816	4.8	1,100	19.8	5,916	7.3
Canada	86,320	3.4	45,268	8.9	8,869	41.4	54,137	13.2
2012								
Newfoundland and Labrador	1,700	10.0	x	x	x	x	1,100	14.5
Prince Edward Island	345	44.4	x	x	x	x	203	37.2
Nova Scotia	2,776	20.5	1,240	7.9	223	36.0	1,463	11.4
New Brunswick	2,159	5.5	1,157	3.0	179	8.5	1,336	3.7
Quebec	22,411	12.6	8,172	3.5	2,513	5.8	10,685	4.1
Ontario	37,454	18.6	17,053	5.0	3,779	18.2	20,832	7.1
Manitoba	2,902	13.2	1,762	4.9	261	33.2	2,023	7.8
Saskatchewan	3,716	18.7	2,774	17.8	219	5.3	2,993	16.8
Alberta	16,217	23.6	10,967	21.6	1,515	12.6	12,482	20.5
British Columbia and the Territories ¹	10,764	9.0	5,544	15.1	1,198	8.9	6,742	14.0
Canada	100,444	16.4	49,786	10.0	10,073	13.6	59,859	10.6

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 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	%
2010										
Newfoundland and Labrador	44,503	46.9	9,443	50.1	x	x	x	x	14,662	37.8
Prince Edward Island	8,077	30.7	1,946	-7.3	x	x	x	x	2,881	-6.2
Nova Scotia	77,619	27.1	17,163	11.9	5,033	18.7	6,202	14.6	28,398	13.7
New Brunswick	62,360	13.8	10,953	-0.2	x	x	x	x	18,393	10.8
Quebec	601,630	15.4	110,240	-5.3	58,726	8.3	86,846	39.1	255,811	9.8
Ontario	995,265	14.1	177,021	-11.5	59,620	7.3	111,666	36.2	348,308	3.2
Manitoba	81,600	9.5	12,665	-11.6	2,722	-13.6	4,754	30.3	20,141	-4.7
Saskatchewan	110,999	23.2	12,674	-13.7	2,707	23.9	3,692	72.5	19,073	0.4
Alberta	459,809	4.2	64,971	-2.5	13,401	-17.2	25,318	23.4	103,690	0.3
British Columbia and the Territories ¹	392,820	21.8	52,670	-13.1	31,148	22.0	40,626	40.0	124,445	8.1
Canada	2,834,682	14.6	469,745	-7.4	177,970	7.4	288,085	36.2	935,801	5.8
2011										
Newfoundland and Labrador	47,105	5.8	9,145	-3.2	x	x	x	x	13,084	-10.8
Prince Edward Island	7,506	-7.1	1,301	-33.1	x	x	x	x	2,095	-27.3
Nova Scotia	69,145	-10.9	13,629	-20.6	2,475	-50.8	7,373	18.9	23,476	-17.3
New Brunswick	67,002	7.4	12,374	13.0	x	x	x	x	18,213	-1.0
Quebec	634,200	5.4	121,352	10.1	40,975	-30.2	78,779	-9.3	241,105	-5.7
Ontario	1,092,694	9.8	188,315	6.4	44,801	-24.9	105,116	-5.9	338,232	-2.9
Manitoba	89,763	10.0	11,175	-11.8	2,192	-19.5	4,210	-11.4	17,577	-12.7
Saskatchewan	113,748	2.5	11,114	-12.3	1,046	-61.4	2,416	-34.6	14,576	-23.6
Alberta	496,047	7.9	45,738	-29.6	11,945	-10.9	20,906	-17.4	78,589	-24.2
British Columbia and the Territories ¹	348,657	-11.2	52,483	-0.4	19,539	-37.3	44,060	8.5	116,083	-6.7
Canada	2,965,868	4.6	466,626	-0.7	126,283	-29.0	270,123	-6.2	863,031	-7.8
2012										
Newfoundland and Labrador	50,115	6.4	9,452	3.4	x	x	x	x	13,735	5.0
Prince Edward Island	9,388	25.1	1,926	48.0	x	x	x	x	2,915	39.1
Nova Scotia	80,836	16.9	22,527	65.3	3,603	45.6	5,520	-25.1	31,649	34.8
New Brunswick	69,485	3.7	13,461	8.8	x	x	x	x	19,044	4.6
Quebec	683,481	7.8	155,965	28.5	47,843	16.8	82,024	4.1	285,832	18.6
Ontario	1,228,477	12.4	270,612	43.7	52,184	16.5	130,605	24.2	453,402	34.1
Manitoba	101,887	13.5	15,682	40.3	2,267	3.4	4,289	1.9	22,238	26.5
Saskatchewan	132,259	16.3	14,743	32.7	1,308	25.0	3,231	33.7	19,281	32.3
Alberta	609,800	22.9	69,519	52.0	13,452	12.6	21,757	4.1	104,728	33.3
British Columbia and the Territories ¹	380,695	9.2	56,777	8.2	16,043	-17.9	41,518	-5.8	114,337	-1.5
Canada	3,346,422	12.8	630,663	35.2	140,362	11.1	296,136	9.6	1,067,161	23.7

See notes 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	%
2010								
Newfoundland and Labrador	44,503	46.9	x	x	x	x	29,841	51.8
Prince Edward Island	8,077	30.7	x	x	x	x	5,195	67.2
Nova Scotia	77,619	27.1	45,492	46.2	3,729	-25.2	49,221	36.3
New Brunswick	62,360	13.8	39,934	15.5	4,033	12.0	43,967	15.1
Quebec	601,630	15.4	283,913	19.0	61,905	24.9	345,819	20.0
Ontario	995,265	14.1	551,257	24.6	95,700	3.9	646,957	21.0
Manitoba	81,600	9.5	56,046	16.5	5,414	3.1	61,459	15.2
Saskatchewan	110,999	23.2	86,457	32.1	5,470	-4.1	91,927	29.2
Alberta	459,809	4.2	322,562	6.1	33,558	-1.8	356,119	5.3
British Columbia and the Territories ¹	392,820	21.8	228,341	33.5	40,035	9.8	268,375	29.3
Canada	2,834,682	14.6	1,645,833	21.5	253,049	7.7	1,898,881	19.4
2011								
Newfoundland and Labrador	47,105	5.8	x	x	x	x	34,021	14.0
Prince Edward Island	7,506	-7.1	x	x	x	x	5,411	4.2
Nova Scotia	69,145	-10.9	39,899	-12.3	5,770	54.7	45,669	-7.2
New Brunswick	67,002	7.4	43,312	8.5	5,476	35.8	48,789	11.0
Quebec	634,200	5.4	307,762	8.4	85,333	37.8	393,095	13.7
Ontario	1,092,694	9.8	629,560	14.2	124,902	30.5	754,462	16.6
Manitoba	89,763	10.0	65,073	16.1	7,113	31.4	72,186	17.5
Saskatchewan	113,748	2.5	91,620	6.0	7,551	38.0	99,171	7.9
Alberta	496,047	7.9	367,540	13.9	49,919	48.8	417,459	17.2
British Columbia and the Territories ¹	348,657	-11.2	187,449	-17.9	45,125	12.7	232,574	-13.3
Canada	2,965,868	4.6	1,767,583	7.4	335,254	32.5	2,102,837	10.7
2012								
Newfoundland and Labrador	50,115	6.4	x	x	x	x	36,381	6.9
Prince Edward Island	9,388	25.1	x	x	x	x	6,472	19.6
Nova Scotia	80,836	16.9	41,600	4.3	7,587	31.5	49,187	7.7
New Brunswick	69,485	3.7	44,658	3.1	5,783	5.6	50,441	3.4
Quebec	683,481	7.8	307,888	0.0	89,760	5.2	397,649	1.2
Ontario	1,228,477	12.4	627,491	-0.3	147,585	18.2	775,075	2.7
Manitoba	101,887	13.5	70,865	8.9	8,784	23.5	79,649	10.3
Saskatchewan	132,259	16.3	104,365	13.9	8,613	14.1	112,978	13.9
Alberta	609,800	22.9	448,711	22.1	56,361	12.9	505,072	21.0
British Columbia and the Territories ¹	380,695	9.2	216,508	15.5	49,849	10.5	266,357	14.5
Canada	3,346,422	12.8	1,898,682	7.4	380,578	13.5	2,279,260	8.4

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
number								
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	45,758	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
2007	1,690,538	859,003	551,001	151,298	156,704	831,535	727,909	103,626
2008	1,674,145	894,506	557,422	167,916	169,168	779,639	667,139	112,500
2009	1,484,856	747,671	426,709	137,860	183,102	737,185	639,306	97,879
2010	1,584,499	710,214	392,970	127,389	189,855	874,285	761,332	112,953
2011	1,620,577	691,079	433,452	98,386	159,241	929,498	783,041	146,457
\$'000								
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	23,484,455	13,691,746	8,450,516	4,053,782	1,187,451	9,792,709	8,613,984	1,178,725
1993	24,630,359	13,278,180	8,620,649	3,560,913	1,096,620	11,352,180	10,227,082	1,125,101
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	52,311,147	21,220,807	14,051,867	2,928,424	4,240,519	31,090,339	27,031,615	4,058,725
2006	53,966,261	22,077,502	14,250,869	3,469,392	4,357,245	31,888,757	27,445,267	4,443,494
2007	53,676,866	21,770,114	13,452,878	3,707,820	4,609,417	31,906,752	27,961,186	3,945,567
2008	51,565,539	22,331,952	13,263,053	3,966,400	5,102,499	29,233,586	25,036,422	4,197,166
2009	46,937,588	19,188,411	10,346,359	3,307,036	5,535,011	27,749,177	23,847,949	3,901,228
2010	52,315,609	18,982,435	9,659,014	3,155,524	6,167,899	33,333,172	28,849,931	4,483,245
2011	54,125,931	18,408,413	10,569,519	2,345,528	5,493,367	35,717,523	30,237,191	5,480,332

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	
			North America		Overseas		Total	
	Units	Month/month change	Units	Month/month change	Units	Month/month change	Units	Month/month change
	number	%	number	%	number	%	number	%
2010								
January	126,380	-1.6	33,140	-11.9	28,280	6.1	64,960	1.3
February	139,562	10.4	36,954	11.5	29,711	5.1	72,897	12.2
March	130,520	-6.5	32,608	-11.8	29,450	-0.9	68,462	-6.1
April	127,903	-2.0	31,676	-2.9	25,100	-14.8	71,127	3.9
May	129,651	1.4	30,926	-2.4	26,396	5.2	72,329	1.7
June	130,887	1.0	30,525	-1.3	26,134	-1.0	74,228	2.6
July	134,368	2.7	32,720	7.2	25,806	-1.3	75,842	2.2
August	130,458	-2.9	31,386	-4.1	24,986	-3.2	74,086	-2.3
September	134,883	3.4	32,370	3.1	25,001	0.1	77,512	4.6
October	135,399	0.4	34,674	7.1	24,954	-0.2	75,771	-2.2
November	136,311	0.7	33,611	-3.1	25,854	3.6	76,846	1.4
December	128,178	-6.0	32,380	-3.7	25,572	-1.1	70,226	-8.6
2011								
January	132,963	3.7	34,938	7.9	22,861	-10.6	75,164	7.0
February	133,863	0.7	35,279	1.0	22,995	0.6	75,589	0.6
March	136,193	1.7	38,665	9.6	21,273	-7.5	76,255	0.9
April	135,994	-0.1	39,549	2.3	22,018	3.5	74,427	-2.4
May	127,887	-6.0	32,230	-18.5	21,174	-3.8	74,483	0.1
June	141,651	10.8	38,993	21.0	21,397	1.1	81,261	9.1
July	133,004	-6.1	34,729	-10.9	21,168	-1.1	77,107	-5.1
August	132,952	0.0	35,566	2.4	20,362	-3.8	77,024	-0.1
September	135,046	1.6	34,878	-1.9	20,709	1.7	79,459	3.2
October	139,283	3.1	36,664	5.1	20,755	0.2	81,864	3.0
November	138,045	-0.9	35,936	-2.0	21,219	2.2	80,890	-1.2
December	133,139	-3.6	35,359	-1.6	22,362	5.4	75,418	-6.8
2012								
January	153,623	15.4	45,431	28.5	26,108	16.8	82,084	8.8

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
number						
2010						
January	126,380	2,663	496	4,050	3,072	34,052
February	139,562	2,665	475	4,538	3,558	37,856
March	130,520	2,667	486	3,929	3,143	36,129
April	127,903	2,511	463	4,155	3,263	33,666
May	129,651	2,564	497	3,990	3,142	33,061
June	130,887	2,718	473	4,432	3,123	33,881
July	134,368	2,675	487	3,714	3,311	34,875
August	130,458	2,551	461	3,773	3,152	34,146
September	134,883	2,591	480	4,056	3,299	34,638
October	135,399	2,790	504	3,826	3,232	36,245
November	136,311	2,657	516	3,747	3,465	35,961
December	128,178	2,617	445	3,433	3,017	35,337
2011						
January	132,963	2,762	432	3,798	3,222	35,466
February	133,863	2,607	471	3,863	2,989	34,254
March	136,193	2,572	520	3,927	3,446	34,322
April	135,994	2,383	482	3,617	3,259	34,780
May	127,887	2,315	433	3,470	3,239	32,851
June	141,651	2,445	492	3,847	3,522	35,088
July	133,004	2,366	473	3,899	3,164	33,742
August	132,952	2,531	494	3,774	3,320	32,365
September	135,046	2,617	475	3,795	3,203	34,035
October	139,283	2,787	524	4,185	3,462	34,715
November	138,045	2,733	499	3,828	3,348	35,611
December	133,139	2,719	511	3,926	3,318	36,082
2012						
January	153,623	2,936	566	4,358	3,441	39,618

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
	number					
2010						
January	126,380	45,603	3,536	3,912	15,888	13,108
February	139,562	51,482	4,079	4,612	17,544	12,753
March	130,520	47,990	3,482	3,686	16,350	12,658
April	127,903	47,118	3,647	3,808	16,536	12,736
May	129,651	48,862	3,885	3,747	16,805	13,098
June	130,887	48,392	3,883	3,917	17,021	13,047
July	134,368	50,888	3,979	3,888	17,274	13,277
August	130,458	47,301	3,811	3,987	17,969	13,307
September	134,883	50,013	3,870	4,180	18,313	13,443
October	135,399	50,720	3,681	3,880	17,156	13,365
November	136,311	50,988	3,909	4,077	17,474	13,517
December	128,178	47,277	3,593	3,905	16,207	12,347
2011						
January	132,963	49,031	3,920	4,264	17,088	12,980
February	133,863	50,439	4,015	4,102	17,491	13,632
March	136,193	51,091	4,262	4,299	18,217	13,537
April	135,994	51,756	3,931	4,039	18,031	13,716
May	127,887	47,356	3,833	4,146	17,971	12,273
June	141,651	54,141	4,118	4,408	19,919	13,671
July	133,004	49,451	3,973	4,064	18,491	13,381
August	132,952	49,621	4,104	4,208	19,055	13,480
September	135,046	49,730	3,966	4,268	19,301	13,656
October	139,283	50,376	4,180	4,483	20,573	13,998
November	138,045	50,723	4,032	4,215	19,675	13,381
December	133,139	47,015	4,116	4,432	18,105	12,915
2012						
January	153,623	58,145	4,399	4,764	21,054	14,342

Definitions

Trucks

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

Passenger car

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

Country of origin

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

Motor vehicle sales - units

The number of new motor vehicles sold in Canada.

Motor vehicle sales - dollars

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

Average price of passenger cars

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

Appendix I

Scope of the survey

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

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

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

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

Data quality and methodology

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

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

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

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

Data confidentiality

Statistics Canada is prohibited by law from publishing any statistics which would divulge information relating to any identifiable business without the previous consent in writing of that business.² The disclosure of data likely to reveal specific information on the activity of a particular company is systematically and rigorously controlled and regulated to prevent the publication or disclosure of any information deemed confidential. The rules regarding confidentiality

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

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

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

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

Seasonal adjustment

Time series contain the elements essential to the description, explanation and forecasting of the behaviour of an economic phenomenon: "They are statistical records of the evolution of economic processes through time."³ Economic time series such as the New Motor Vehicles Sales Survey can be broken down into five main components: the trend-cycle, seasonality, the trading-day effect, the Easter holiday effect and the irregular component.

The trend represents the long-term change in the series, whereas the cycle represents a smooth, quasi-periodical movement about the trend, showing a succession of growth and decline phases (e.g., the business cycle). These two components—the trend and the cycle—are estimated together, and the trend-cycle reflects the fundamental evolution of the series. The other components reflect short-term transient movements.

The seasonal component represents sub-annual, monthly or quarterly fluctuations that recur more or less regularly from one year to the next. Seasonal variations are caused by the direct and indirect effects of the climatic seasons and institutional factors (attributable to social conventions or administrative rules; e.g., Christmas).

The trading-day component originates from the fact that the relative importance of the days varies systematically within the week and that the number of each day of the week in a given month varies from year to year. This effect is present when activity varies with the day of the week. For instance, Sunday is typically less active than the other days, and the number of Sundays, Mondays, etc., in a given month changes from year to year.

The Easter holiday effect is the variation due to the shift of part of April's activity to March when Easter falls in March rather than April.

Lastly, the irregular component includes all other more or less erratic fluctuations not taken into account in the preceding components. It is a residual that includes errors of measurement on the variable itself as well as unusual events (e.g., strikes, drought, floods, major power blackout or other unexpected events causing variations in respondents' activities).

Thus, the latter four components—seasonal, irregular, trading-day and Easter holiday effect—all conceal the fundamental trend-cycle component of the series. Seasonal adjustment (correction of seasonal variation) consists in removing the seasonal, trading-day and Easter holiday effect components from the series, and it thus helps reveal the trend-cycle. 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 should examine several months of the seasonally adjusted series.

Since April 2008, New Motor Vehicle Sales Survey data are seasonally adjusted using the X-12-ARIMA⁴ software. The technique that is used essentially consists of first correcting the initial series for all sorts of undesirable effects, such as the trading-day and the Easter holiday effects, by a module called regARIMA. These effects are estimated using regression models with ARIMA errors (auto-regressive integrated moving average models). The series can also be extrapolated for at least one year by using the model. Subsequently, the raw series—pre-adjusted and extrapolated if applicable—is seasonally adjusted by the X-11 method.

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

4. For more information, see X-12-ARIMA Reference Manual Version 0.3 (2007), U.S. Census Bureau.

The X-11 method is used for analysing monthly and quarterly series. It is based on an iterative principle applied in estimating the different components, with estimation being done at each stage using adequate moving averages.⁵ The moving averages used to estimate the main components—the trend and seasonality—are primarily smoothing tools designed to eliminate an undesirable component from the series. Since moving averages react poorly to the presence of atypical values, the X-11 method includes a tool for detecting and correcting atypical points. This tool is used to clean up the series during the seasonal adjustment. Outlying data points can also be detected and corrected in advance, within the regARIMA module.

Lastly, the annual totals of the seasonally adjusted series are forced to the annual totals of the original series.

Unfortunately, seasonal adjustment removes the sub-annual additivity of a system of series; small discrepancies can be observed between the sum of seasonally adjusted series and the *direct* seasonal adjustment of their total. To insure or restore additivity in a system of series, a reconciliation process is applied or *indirect* seasonal adjustment is used, i.e. the seasonal adjustment of a total is derived by the summation of the individually 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.

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.

5. Ladiray, D. and Quenneville, B. (2001). Seasonal Adjustment with the X-11 Method. New York: Springer-Verlag, Lecture Notes in Statistics #158.

6. MCD = 8 for North American passenger cars. MCD = 4 for Overseas passenger cars. MCD = 7 for Commercial vehicles.

Appendix II

List of North American motor vehicle manufacturers

B.M.W. Canada Inc.
Blue Bird Body Co.
Chrysler 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 Trucks
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.

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.