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SALES OF NEW MOTOR VEHICLES

AND

MOTOR VEHICLE FINANCING

AUGUST 1950

Sales of New Motor Vehicles

While experiencing the usual seasonal decline from July, new motor vehicle sales in August continued well above the 1949 level. There were 32,371 new vehicles sold in August with a retail value of \$67,126,539, an increase of 74% in number and 81% in value over August last year when sales numbered 18,561 units valued at \$37,085,728. Cumulative sales for the first eight months of 1950 totalled 290,322 new vehicles, 57% above the number of new vehicles sold in the corresponding period of 1949.

Passenger car sales in August numbered 23,075, a gain of 76% over August a year ago when 13,083 new passenger cars were sold. The largest percentage increases occurred in Alberta and British Columbia where the number of vehicles sold increased 123% and 121% respectively.

Sales of trucks continued to expand, the August increase being the largest over 1949 so far this year. A total of 9,190 new trucks was sold in that month as compared with 5,458 in August last year, an increase of 68%, while the value of trucks sold increased 75%. Sales for the year to date numbered 68,991 trucks with a retail value of \$137,279,377, 22% in both number and value above the first eight months of 1949.

Bus sales in August this year numbered 106 as compared with 20 in August a year ago, bringing the total for the first eight months of the year to 457, up 6% from 1949 when 431 buses were sold in the period from January to August.

Financing of Motor Vehicle Sales

Increases in number of new motor vehicle sales financed remained higher than increases in sales, while financing of new vehicles continued to advance at a higher rate than used car financing.

New Vehicles - There were 13,282 new motor vehicles financed to the amount of \$18,799,289 in August, 1950, almost double the 6,652 new vehicles financed for \$9,493,088 in August 1949. New passenger car financing advanced 120%, from 4,161 vehicles in August last year to 9,146 new cars in August 1950, while financing of commercial vehicles increased 66%, 4,136 vehicles being financed in August this year. Western Canada continued to record substantially higher rates of increase than the East.

Used Vehicles - Used vehicle financing rose 5% in number of vehicles, from 13,894 in August 1949 to 22,151 vehicles in the month under review. Of these, 18,327 were passenger cars and 3,824 were commercial vehicles. By far the largest percentage increase over August 1949 in used vehicle financing was recorded for Saskatchewan where the number advanced 204%.

Financing and Sales of New Motor Vehicles Compared

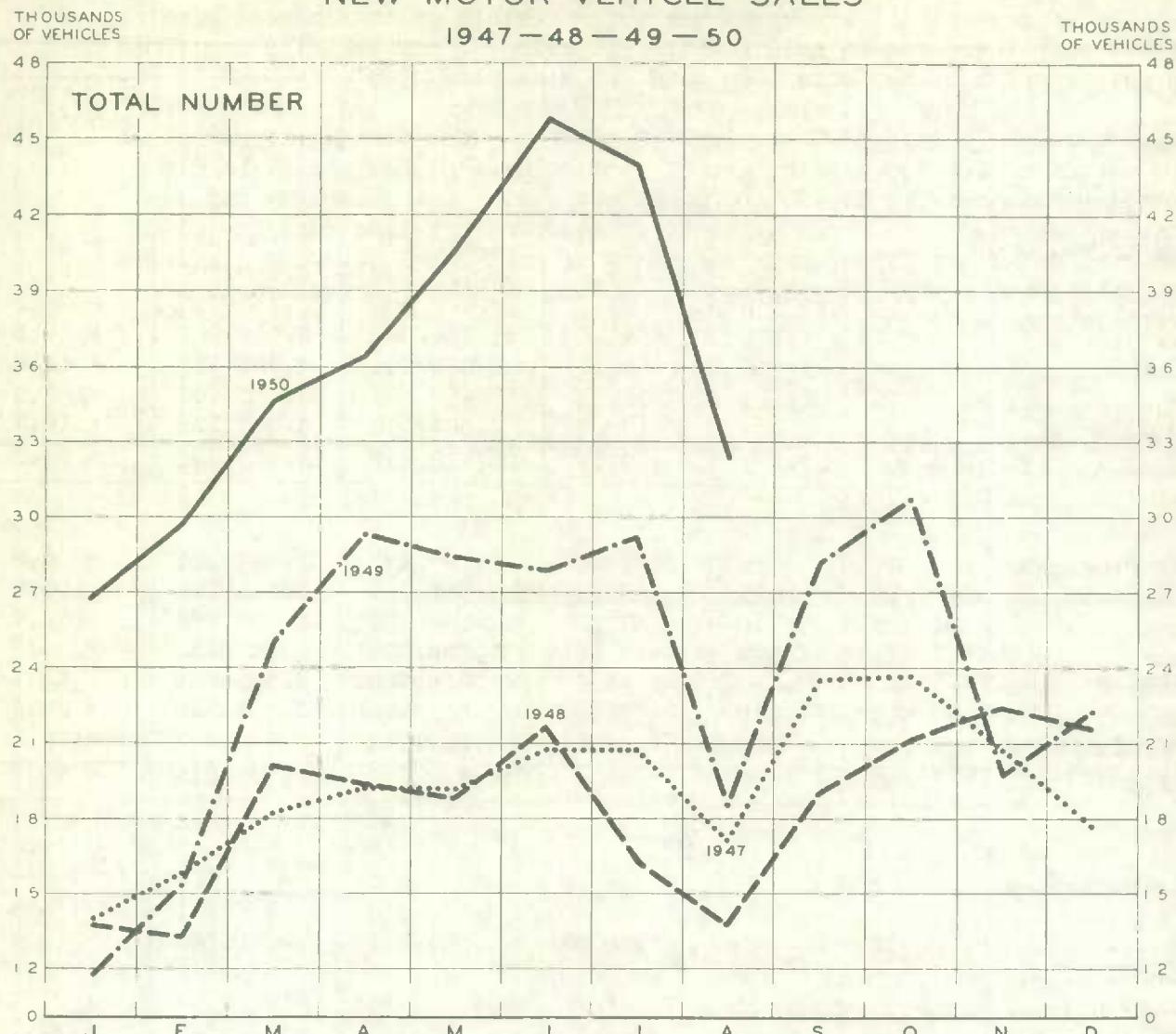
The percentage of new vehicle sales financed by acceptance companies amounted to 41.0% in August this year as compared with 35.8% in August a year ago. Passenger car financing was responsible for this increase, the percentages in this field advancing from 31.8% to 39.6%, whereas the percentage of commercial vehicle sales financed declined from 45.5% to 44.5% between August last year and this. The following table presents comparisons for August 1949 and 1950, and for the period from January to August of both years.

Number of New Vehicles Financed as Percentage of New Vehicle Sales, Canada, 1949 and 1950

	<u>August</u>		<u>January to August</u>	
	<u>1949</u> <u>%</u>	<u>1950</u> <u>%</u>	<u>1949</u> <u>%</u>	<u>1950</u> <u>%</u>
Passenger cars	31.8	39.6	25.2	30.3
Commercial vehicles ..	45.5	44.5	33.6	35.5
Total	35.8	41.0	27.8	31.5

NEW MOTOR VEHICLE SALES

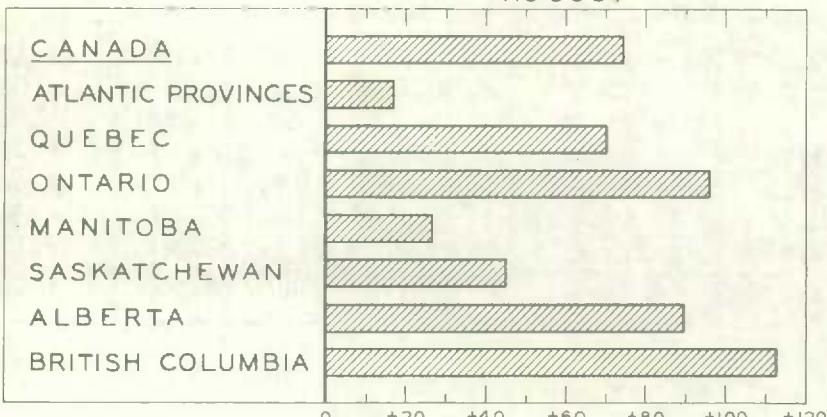
1947—48—49—50



% CHANGE IN NEW MOTOR VEHICLE SALES BY PROVINCES

1950 / 1949

AUGUST



JANUARY TO AUGUST

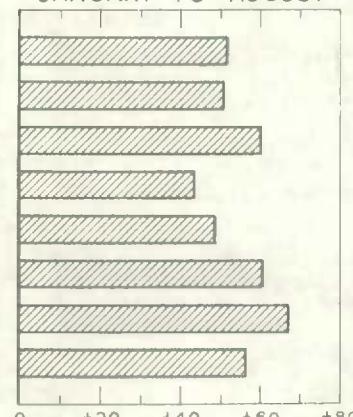


TABLE 1--NEW MOTOR VEHICLE SALES, BY PROVINCES

AUGUST 1949 AND 1950

Province	Number			Retail Value		
	1949(1)	1950	% Change, 1950/1949	1949(1)	1950	% Change, 1950/1949
		%	\$	\$	\$	%
Passenger Cars						
Atlantic Provinces	1,364	1,757	+ 28.8	2,670,971	3,370,915	+ 26.2
Quebec	2,376	3,887	+ 63.6	4,729,994	8,120,100	+ 71.7
Ontario	5,598	10,392	+ 85.6	11,469,600	21,353,398	+ 86.2
Manitoba	787	1,110	+ 41.0	1,544,940	2,284,008	+ 47.8
Saskatchewan	812	1,178	+ 45.1	1,656,404	2,383,118	+ 43.9
Alberta	743	1,654	+122.6	1,480,104	3,353,944	+126.5
British Columbia .	1,403	3,097	+120.7	2,663,665	5,842,515	+119.3
CANADA(2) ...	13,083	23,075	+ 76.4	26,215,670	40,707,992	+ 78.8
Trucks						
Atlantic Provinces	587	528	- 10.1	1,095,177	1,046,201	- 4.5
Quebec	742	1,395	+ 88.0	1,566,386	3,141,128	+100.5
Ontario	1,325	3,140	+137.0	2,652,354	6,437,988	+142.7
Manitoba	624	670	+ 7.4	1,182,702	1,292,452	+ 9.0
Saskatchewan	953	1,380	+ 44.8	1,815,788	2,583,084	+ 42.5
Alberta	799	1,275	+ 59.6	1,581,492	2,521,830	+ 59.5
British Columbia .	428	802	+ 87.4	826,943	1,710,332	+106.8
CANADA(2) ...	5,458	9,190	+ 68.4	10,720,842	18,733,015	+ 74.7
Buses						
Atlantic Provinces	1	-	-	2,612	-	-
Quebec	1	36	-	10,400	500,461	-
Ontario	12	55	+358.3	94,396	912,821	-
Manitoba	-	9	-	-	141,615	-
Saskatchewan	-	-	-	-	-	-
Alberta	5	6	+ 20.0	33,279	130,629	+292.5
British Columbia .	1	-	-	8,521	-	-
CANADA(2) ...	20	106	+430.0	149,208	1,635,536	-
Total - Passenger Cars, Trucks, and Buses						
Atlantic Provinces	1,952	2,285	+ 17.1	3,768,760	4,417,116	+ 17.2
Quebec	3,119	5,318	+ 70.5	6,306,780	11,761,689	+ 86.5
Ontario	6,935	13,587	+ 95.9	14,216,350	28,704,207	+101.9
Manitoba	1,411	1,789	+ 26.8	2,727,642	3,718,075	+ 36.3
Saskatchewan	1,765	2,558	+ 44.9	3,472,192	4,966,202	+ 43.0
Alberta	1,547	2,935	+ 89.7	3,094,875	6,006,403	+ 94.1
British Columbia .	1,832	3,899	+112.8	3,499,129	7,552,847	+115.8
CANADA(2) ...	18,561	32,371	+ 74.4	37,085,728	67,126,539	+ 81.0

(1) Revised.

(2) Includes Newfoundland.

TABLE 2--NEW MOTOR VEHICLE SALES, BY MONTHS

CANADA, (1) 1949 AND 1950

Month	Number			Retail Value		
	1949(2)	1950	% Change, 1950/1949	1949(2)	1950	% Change, 1950/1949
				%	\$	\$
Passenger Cars						
January	6,537	20,920	+220.0	13,774,215	41,970,134	+204.7
February	8,833	23,483	+165.9	18,984,736	46,518,537	+145.0
March	17,401	27,064	+ 55.5	36,565,035	53,388,145	+ 46.0
April	20,764	27,641	+ 33.1	42,523,598	54,392,441	+ 27.9
May	19,692	30,409	+ 54.4	40,397,359	60,336,113	+ 49.4
June	20,035	35,145	+ 75.4	41,327,598	69,891,360	+ 69.1
July	22,057	33,137	+ 50.2	44,909,873	67,207,026	+ 49.6
August	13,083	23,075	+ 76.4	26,215,678	46,707,998	+ 78.2
January-August	128,402	220,874	+ 72.0	264,698,092	440,411,754	+ 66.4
Trucks						
January	5,246	5,787	+ 10.3	10,611,415	11,316,901	+ 6.6
February	6,422	6,198	- 3.5	13,095,542	11,969,248	- 8.6
March	7,602	7,567	- 0.5	15,291,448	15,301,334	+ 0.1
April	8,475	8,736	+ 3.1	16,851,484	17,429,351	+ 3.4
May	8,602	10,115	+ 17.6	17,343,235	20,155,179	+ 16.2
June	7,737	10,534	+ 36.2	15,226,139	20,912,341	+ 37.3
July	7,084	10,864	+ 53.4	13,783,556	21,462,008	+ 55.7
August	5,458	9,190	+ 68.4	10,720,842	18,733,015	+ 74.7
January-August	56,626	68,991	+ 21.8	112,923,661	137,279,377	+ 21.6
Buses						
January	55	35	- 36.4	1,000,370	718,958	- 28.1
February	46	28	- 39.1	903,866	506,046	- 44.0
March	51	22	- 56.9	783,875	390,542	- 60.2
April	75	29	- 61.3	1,481,286	541,936	- 63.4
May	91	58	- 36.3	1,835,969	1,087,014	- 40.8
June	57	135	+136.8	992,370	2,671,885	+169.2
July	36	44	+ 22.2	601,512	738,546	+ 22.8
August	20	106	+430.0	149,208	1,685,526	+13.0 -
January-August	431	457	+ 6.0	7,748,456	8,340,453	+ 7.6
Total - Passenger Cars, Trucks, and Buses						
January	11,838	26,742	+125.9	25,386,000	54,005,993	+112.7
February	15,301	29,709	+ 94.2	32,984,144	58,993,831	+ 78.9
March	25,054	34,653	+ 38.3	52,640,358	69,080,021	+ 31.2
April	29,314	36,406	+ 24.2	60,856,368	72,363,728	+ 18.9
May	28,385	40,582	+ 43.0	59,576,563	81,578,306	+ 36.9
June	27,829	45,814	+ 64.6	57,546,107	93,475,586	+ 62.4
July	29,177	44,045	+ 51.0	59,294,941	89,407,580	+ 50.8
August	18,561	32,371	+ 74.4	37,085,728	67,126,539	+ 81.0
January-August	185,459	290,322	+ 56.5	385,370,209	586,031,584	+ 52.1

(1) Includes Newfoundland.

(2) Revised.

TABLE 3--FINANCING OF SALES OF NEW MOTOR VEHICLES, BY PROVINCES

AUGUST 1949 AND 1950

Province	Number of Vehicles			Amount of Financing		
	1949(1)	1950	% Change, 1950/1949	1949(1)	1950	% Change, 1950/1949
		%	\$	\$	\$	%
	Passenger Cars					
Atlantic Provinces	436	876	+100.9	584,022	1,111,605	+ 90.3
Quebec	907	1,860	+105.1	1,376,172	2,791,044	+102.8
Ontario	1,663	3,323	+ 99.8	2,151,531	4,337,340	+101.6
Manitoba	163	378	+131.9	212,877	496,273	+133.1
Saskatchewan	195	509	+161.0	257,836	693,595	+165.1
Alberta	291	855	+193.8	377,390	1,155,892	+206.3
British Columbia .	506	1,345	+165.8	682,856	1,888,964	+176.6
CANADA(2)....	4,161	9,146	+119.8	5,642,684	12,464,713	+120.9
	Commercial Vehicles					
Atlantic Provinces	217	308	+ 41.9	306,438	454,310	+ 48.3
Quebec	485	808	+ 66.6	862,188	1,393,027	+ 61.6
Ontario	812	1,072	+ 32.0	1,182,344	1,620,848	+ 37.1
Manitoba	150	324	+116.0	220,295	432,665	+ 96.4
Saskatchewan	235	595	+153.2	329,374	800,104	+142.9
Alberta	383	667	+ 74.2	597,736	1,045,048	+ 74.8
British Columbia .	209	362	+ 73.2	352,029	588,574	+ 67.2
CANADA(2)....	2,491	4,136	+ 66.0	3,850,404	6,334,576	+ 64.5
	Total - Passenger Cars and Commercial Vehicles					
Atlantic Provinces	653	1,184	+ 81.3	890,460	1,565,915	+ 75.9
Quebec	1,392	2,668	+ 91.7	2,238,360	4,184,071	+ 86.9
Ontario	2,475	4,395	+ 77.6	3,333,875	5,958,188	+ 78.7
Manitoba	313	702	+124.3	433,172	928,938	+114.5
Saskatchewan	430	1,104	+156.7	587,210	1,483,699	+152.6
Alberta	674	1,522	+125.8	975,126	2,200,940	+125.7
British Columbia .	715	1,707	+138.7	1,034,885	2,477,538	+139.4
CANADA(2)....	6,652	13,282	+ 99.7	9,493,088	18,799,289	+ 98.0

(1) Revised.

(2) Includes Newfoundland.

TABLE 4--FINANCING OF SALES OF USED MOTOR VEHICLES, BY PROVINCESAUGUST 1949 AND 1950

Province	Number of Vehicles			Amount of Financing		
	1949(1)	1950	% Change, 1950/1949	1949(1)	1950	% Change, 1950/1949
		%	\$	\$	\$	%
Passenger Cars						
Atlantic Provinces	786	1,543	+ 96.3	504,891	859,223	+ 70.2
Quebec	1,329	2,457	+ 84.9	1,019,223	1,751,730	+ 71.9
Ontario	6,412	8,593	+ 34.0	3,854,975	5,233,495	+ 35.8
Manitoba	405	804	+ 98.5	241,145	499,013	+106.9
Saskatchewan	274	835	+204.7	177,538	522,562	+194.3
Alberta	913	1,743	+ 90.9	620,523	1,177,779	+ 89.8
British Columbia .	1,332	2,352	+ 76.6	984,647	1,647,263	+ 67.3
CANADA(2) ...	11,451	18,327	+ 60.0	7,402,942	11,691,065	+ 57.9
Commercial Vehicles						
Atlantic Provinces	296	511	+117.6	199,067	306,293	+ 53.9
Quebec	437	632	+ 44.6	420,172	537,683	+ 28.0
Ontario	889	1,175	+ 32.1	608,064	807,456	+ 32.8
Manitoba	133	242	+ 82.0	95,363	146,658	+ 53.8
Saskatchewan	138	416	+201.4	100,979	273,424	+170.8
Alberta	327	504	+ 54.1	278,176	399,505	+ 43.6
British Columbia .	223	344	+ 54.2	202,234	302,845	+ 49.7
CANADA(2) ...	2,443	3,824	+ 36.1	1,904,055	2,773,864	+ 45.7
Total - Passenger Cars and Commercial Vehicles						
Atlantic Provinces	1,082	2,054	+ 89.8	703,958	1,165,516	+ 65.6
Quebec	1,766	3,089	+ 74.9	1,439,395	2,289,413	+ 59.1
Ontario	7,301	9,768	+ 33.8	4,463,039	6,040,951	+ 35.4
Manitoba	538	1,046	+ 94.4	336,508	645,671	+ 91.9
Saskatchewan	412	1,251	+203.6	278,517	795,986	+185.8
Alberta	1,240	2,247	+ 81.2	898,699	1,577,284	+ 75.5
British Columbia .	1,555	2,696	+ 79.1	1,186,881	1,950,108	+ 64.3
CANADA(2) ...	13,894	22,151	+ 59.4	9,306,997	14,464,929	+ 55.4

(1) Revised.

(2) Includes Newfoundland.

TABLE 5--FINANCING OF SALES OF NEW MOTOR VEHICLES, BY MONTHS

CANADA⁽¹⁾, 1949 AND 1950

Month	Number of Vehicles			Amount of Financing		
	1949 ⁽²⁾	1950	% Change, 1950/1949	1949 ⁽²⁾	1950	% Change, 1950/1949
			\$	\$	\$	%
	Passenger Cars					
January	2,339	4,581	+ 95.9	3,080,526	6,107,059	+ 98.2
February	2,109	6,225	+195.2	2,962,916	8,260,811	+178.8
March	3,651	7,821	+114.2	5,053,312	10,331,393	+104.4
April	5,499	9,017	+ 64.0	7,357,931	11,950,680	+ 62.4
May	5,021	9,541	+ 90.0	6,517,660	12,422,038	+ 90.6
June	4,394	10,054	+128.8	5,806,088	13,347,509	+129.9
July	5,186	10,543	+103.3	6,884,914	14,308,973	+107.8
August	4,161	9,146	+119.8	5,642,684	12,464,713	+120.9
January-August .	32,360	56,924	+107.0	43,306,001	89,123,179	+106.0
	Commercial Vehicles					
January	1,338	1,584	+ 18.4	2,230,851	2,381,025	+ 6.7
February	1,549	1,831	+ 18.2	2,546,451	2,888,781	+ 13.4
March	2,206	2,681	+ 21.5	3,400,186	4,075,276	+ 19.3
April	3,005	3,184	+ 6.0	4,641,949	4,849,556	+ 4.5
May	3,201	3,907	+ 22.1	5,301,577	6,055,926	+ 14.3
June	2,878	3,716	+ 29.1	4,648,808	5,957,559	+ 28.3
July	2,507	3,625	+ 44.6	3,695,668	5,653,401	+ 53.0
August	2,491	4,136	+ 66.0	3,850,404	6,334,576	+ 64.6
January-August .	19,175	24,514	+ 28.6	30,316,804	39,196,100	+ 26.0
	Total - Passenger Cars and Commercial Vehicles					
January	3,677	6,165	+ 67.7	5,311,377	8,458,084	+ 59.8
February	3,658	8,056	+120.2	5,509,367	11,149,592	+102.4
March	5,857	10,502	+ 79.3	8,453,498	14,406,669	+ 70.4
April	8,504	12,201	+ 43.5	11,999,880	16,800,236	+ 40.0
May	8,222	13,448	+ 63.6	11,819,237	18,477,964	+ 56.3
June	7,272	13,770	+ 89.4	10,454,896	19,305,068	+ 84.7
July	7,693	14,168	+ 84.2	10,580,582	19,962,374	+ 88.7
August	6,652	13,282	+ 99.7	9,493,088	18,799,289	+ 96.0
January-August .	51,535	91,592	+ 77.7	73,621,925	127,389,276	+ 75.0

(1) Includes Newfoundland.

(2) Revised.

TABLE 6--FINANCING OF SALES OF USED MOTOR VEHICLES, BY MONTHS
CANADA (1), 1949 AND 1950

Month	Number of Vehicles			Amount of Financing		
	1949(2)	1950	% Change, 1950/1949	1949(2)	1950	% Change, 1950/1949
		%	\$	\$	\$	%
	Passenger Cars					
January	4,601	7,115	+ 54.6	3,082,261	4,651,274	+ 50.9
February	5,632	9,892	+ 75.6	3,760,777	6,468,160	+ 72.0
March	8,761	13,557	+ 54.7	5,922,180	8,886,668	+ 50.1
April	13,296	18,347	+ 38.0	9,165,947	12,538,876	+ 36.8
May	14,681	20,726	+ 41.2	9,891,580	13,796,598	+ 39.5
June	13,445	21,361	+ 58.9	8,829,096	13,162,858	+ 49.1
July	12,610	20,623	+ 63.5	8,187,070	12,799,295	+ 56.3
August	11,451	18,327	+ 60.0	7,402,942	11,691,065	+ 57.9
January-August .	84,477	129,948	+ 53.8	56,241,853	83,994,794	+ 49.3
	Commercial Vehicles					
January	1,204	1,543	+ 28.2	1,088,045	1,237,468	+ 13.7
February	1,425	1,938	+ 36.0	1,277,131	1,549,936	+ 21.4
March	2,035	2,674	+ 31.4	1,777,493	2,040,624	+ 14.8
April	2,758	3,551	+ 28.8	2,267,584	2,739,450	+ 20.8
May	2,897	4,283	+ 47.8	2,442,859	3,277,202	+ 34.2
June	2,688	4,098	+ 52.5	2,081,729	3,012,856	+ 44.7
July	2,211	3,668	+ 65.9	1,756,392	2,685,201	+ 52.9
August	2,443	3,824	+ 56.5	1,904,055	2,773,864	+ 45.7
January-August .	17,661	25,579	+ 44.8	14,595,288	19,316,601	+ 32.3
	Total - Passenger Cars and Commercial Vehicles					
January	5,805	8,658	+ 49.1	4,170,306	5,888,742	+ 41.2
February	7,057	11,830	+ 67.6	5,037,908	8,018,096	+ 59.2
March	10,796	16,231	+ 50.3	7,699,673	10,927,292	+ 41.9
April	16,054	21,898	+ 36.4	11,433,531	15,278,326	+ 33.6
May	17,578	25,009	+ 42.3	12,334,439	17,073,800	+ 38.4
June	16,133	25,459	+ 57.8	10,910,825	16,175,714	+ 48.3
July	14,821	24,291	+ 63.9	9,943,462	15,484,496	+ 55.7
August	13,894	22,151	+ 59.4	9,306,997	14,464,929	+ 55.4
January-August .	102,138	155,527	+ 52.3	70,837,141	103,311,395	+ 45.8

(1) Includes Newfoundland.

(2) Revised.

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