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NEW MOTOR VEHICLE SALES AND MOTOR VEHICLE FINANCING

Retail values quoted in this report are based on the retail price to individual purchasers at the Canadian point of manufacture. In the case of imported vehicles, the values are the retail price delivered at the nearest Canadian distributing centre. Retail values include sales and excise taxes, charges for standard accessories, dealers' commissions, etc. Transportation charges from Canadian point of manufacture to point of delivery are not included.

The financing shown herein represents only that business done by sales finance and acceptance companies engaged in the purchase or discounting of notes receivable arising from retail instalment sales of new and used motor vehicles.

	Number of Units			Retail Value (\$'000)		
	1956 ⁽¹⁾	1957	% Change 1957/56	1956 ⁽¹⁾	1957	% Change 1957/56
<u>New Motor Vehicle Sales -- January-November</u>						
New Vehicles:						
Passenger Cars.....	370,627	357,974	- 3.4	1,016,129	1,017,984	+ 0.2
Commercial Vehicles.	82,832	72,251	- 12.8	292,489	265,878	- 9.1
Total.....	453,459	430,225	- 5.1	1,308,618	1,283,862	- 1.9
<u>Motor Vehicle Financing -- January-November</u>						
New Vehicles:						
Passenger Cars.....	179,285	161,620	- 9.9	385,147	361,378	- 6.2
Commercial Vehicles.	32,375	27,559	- 14.9	104,162	90,039	- 13.6
Total.....	211,660	189,179	- 10.6	489,310	451,417	- 7.7
Used Vehicles:						
Passenger Cars.....	363,857	345,324	- 5.1	320,767	325,010	+ 1.3
Commercial Vehicles.	53,652	45,342	- 15.5	49,661	50,106	+ 0.9
Total.....	417,509	390,666	- 6.4	370,428	375,116	+ 1.3
<u>Sales of British and European-Made Vehicles -- November</u>						
New Vehicles:						
Passenger Cars.....	2,576	3,973	+ 54.2	4,774	7,488	+ 56.8
Commercial Vehicles.	369	252	- 31.7	763	570	- 25.3
Total.....	2,945	4,225	+ 43.5	5,537	8,058	+ 45.5

(1) Revised

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Industry and Merchandising Division

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TABLE 1 New Motor Vehicle Sales, by Provinces
November 1956 and 1957

Province	Number			Retail Value		
	1956 ⁽¹⁾	1957	% Change, 1957/56	1956 ⁽¹⁾	1957	% Change, 1957/56
			%	\$'000	\$'000	%
Passenger Cars						
Newfoundland.....	314	185	- 41.1	820	510	- 37.8
Prince Edward Island	76	78	+ 2.6	180	191	+ 6.1
Nova Scotia	826	686	- 17.0	2,125	1,783	- 16.1
New Brunswick	715	471	- 34.1	1,869	1,295	- 30.7
Quebec	5,569	5,081	- 8.8	15,490	15,226	- 1.7
Ontario	11,985	9,569	- 20.2	32,300	26,970	- 16.5
Manitoba	723	1,151	+ 59.2	1,954	3,241	+ 65.9
Saskatchewan.....	1,065	1,078	+ 1.2	2,843	3,121	+ 9.8
Alberta	1,946	1,774	- 8.8	5,361	5,149	- 4.0
British Columbia ²	2,047	2,275	+ 11.1	5,547	6,130	+ 10.5
Canada	25,266	22,348	- 11.6	68,489	63,616	- 7.1
Commercial Vehicles						
Newfoundland.....	148	52	- 64.9	422	162	- 61.6
Prince Edward Island	14	25	+ 78.6	41	71	+ 73.2
Nova Scotia	195	137	- 29.7	589	404	- 31.4
New Brunswick	245	87	- 64.5	719	261	- 63.7
Quebec	1,569	904	- 42.4	5,744	3,456	- 39.8
Ontario	1,831	1,180	- 35.6	7,164	4,873	- 32.0
Manitoba	230	262	+ 13.9	798	918	+ 15.0
Saskatchewan.....	365	284	- 22.2	1,079	861	- 20.2
Alberta	843	595	- 29.4	3,410	1,980	- 41.9
British Columbia ²	692	431	- 37.7	2,368	1,323	- 44.1
Canada	6,132	3,957	- 35.5	22,334	14,309	- 35.9
Total - Passenger Cars and Commercial Vehicles						
Newfoundland.....	462	237	- 48.7	1,242	672	- 45.9
Prince Edward Island	90	103	+ 14.4	221	262	+ 18.6
Nova Scotia	1,021	823	- 19.4	2,714	2,187	- 19.4
New Brunswick	960	558	- 41.9	2,588	1,556	- 39.9
Quebec	7,138	5,985	- 16.2	21,234	18,682	- 12.0
Ontario	13,816	10,749	- 22.2	39,464	31,843	- 19.3
Manitoba	953	1,413	+ 48.3	2,752	4,159	+ 51.1
Saskatchewan.....	1,430	1,362	- 4.8	3,922	3,982	+ 1.5
Alberta	2,789	2,369	- 15.1	8,771	7,129	- 18.7
British Columbia ²	2,739	2,706	- 1.2	7,915	7,453	- 5.8
Canada	31,398	26,305	- 16.2	90,823	77,925	- 14.2

(1) Revised

(2) Includes Yukon and Northwest Territories

E R R A T A

Page 1:

Motor Vehicle Financing, January-November

Used Commercial Vehicles - 1957	- number	45,311
	- value	49,959
	- % change (value)	+ 0.6
Total Used Vehicles - 1957	- number	390,665
	- value	374,969
	- % change (value).....	+ 1.2

Page 4:

<u>Commercial Vehicles</u> - 1957 - Alberta	- number	535
	- % change (number)	-22.7
	- value	747
	- % change (value)	+ 8.6
- Canada	- number	3,333
	- value	4,004
	- % change (value)	- 3.1

Total, Passenger Cars and Commercial Vehicles

- 1957 - Alberta	- number	2,880
	- value.....	2,958
	- % change (value)	+ 2.7
- Canada	- number	25,757
	- value	25,148
	- % change (value)	- 7.1

TABLE 2 Financing of Sales of New Motor Vehicles, by Provinces

November 1956 and 1957

Province	Number of Vehicles			Amount of Financing		
	1956 ⁽¹⁾	1957	% Change, 1957/56	1956 ⁽¹⁾	1957	% Change, 1957/56
			%	\$'000	\$'000	%
Passenger Cars						
Atlantic Provinces	860	640	- 25.6	1,708	1,314	- 23.1
Quebec	3,093	2,933	- 5.2	6,963	6,875	- 1.3
Ontario	5,780	4,608	- 20.3	12,190	9,939	- 18.5
Manitoba	413	425	+ 2.9	862	954	+ 10.7
Saskatchewan.....	511	515	+ 0.8	1,030	1,096	+ 6.4
Alberta	1,225	1,127	- 8.0	2,572	2,512	- 2.3
British Columbia ²	1,146	979	- 14.6	2,591	2,326	- 10.2
Canada	13,028	11,227	- 13.8	27,916	25,016	- 10.4
Commercial Vehicles						
Atlantic Provinces	248	143	- 42.3	553	344	- 37.8
Quebec	877	449	- 48.8	3,007	1,398	- 53.5
Ontario	936	515	- 45.0	2,867	1,551	- 45.9
Manitoba	97	94	- 3.1	284	244	- 14.1
Saskatchewan.....	161	88	- 45.3	445	217	- 51.2
Alberta	505	281	- 44.4	1,775	797	- 55.1
British Columbia ²	366	196	- 46.4	1,109	532	- 52.0
Canada	3,190	1,766	- 44.6	10,040	5,083	- 49.4
Total - Passenger Cars and Commercial Vehicles						
Atlantic Provinces	1,108	783	- 29.3	2,261	1,658	- 26.7
Quebec	3,970	3,382	- 14.8	9,970	8,273	- 17.0
Ontario	6,716	5,123	- 23.7	15,057	11,490	- 23.7
Manitoba	510	519	+ 1.8	1,146	1,198	+ 4.5
Saskatchewan.....	672	603	- 10.3	1,475	1,313	- 11.0
Alberta	1,730	1,408	- 18.6	4,347	3,309	- 23.9
British Columbia ²	1,512	1,175	- 22.3	3,700	2,858	- 22.8
Canada	16,218	12,993	- 19.9	37,956	30,099	- 20.7

(1) Revised

(2) Includes Yukon and Northwest Territories

TABLE 3 Financing of Sales of Used Motor Vehicles, by Provinces
November 1956 and 1957

Province	Number of Vehicles			Amount of Financing		
	1956 ⁽¹⁾	1957	% Change, 1957/56	1956 ⁽¹⁾	1957	% Change, 1957/56
			%	\$'000	\$'000	%
Passenger Cars						
Atlantic Provinces	2,378	1,946	- 18.2	1,911	1,647	- 13.8
Quebec	5,408	4,956	- 8.4	5,089	5,085	- 0.1
Ontario	11,068	9,151	- 17.3	9,604	8,443	- 12.1
Manitoba	902	1,000	+ 10.9	768	887	+ 15.5
Saskatchewan.....	1,138	1,023	- 10.1	845	810	- 4.1
Alberta	2,633	2,345	- 10.9	2,193	2,211	+ 0.8
British Columbia ²	2,614	2,003	- 23.4	2,533	2,061	- 18.6
Canada	26,141	22,424	- 14.2	22,943	21,144	- 7.8
Commercial Vehicles						
Atlantic Provinces	564	393	- 30.3	396	291	- 26.5
Quebec	937	703	- 25.0	1,053	782	- 25.7
Ontario	1,142	893	- 21.8	1,013	992	- 2.1
Manitoba	173	180	+ 4.0	137	179	+ 30.7
Saskatchewan.....	297	253	- 14.8	199	198	- 0.5
Alberta	692	536	- 22.5	688	894	+ 29.9
British Columbia ²	546	376	- 31.1	647	815	+ 26.0
Canada	4,351	3,334	- 23.4	4,133	4,151	+ 0.4
Total - Passenger Cars and Commercial Vehicles						
Atlantic Provinces	2,942	2,339	- 20.5	2,307	1,938	- 16.0
Quebec	6,345	5,659	- 10.8	6,142	5,867	- 4.5
Ontario	12,210	10,044	- 17.7	10,617	9,435	- 11.1
Manitoba	1,075	1,180	+ 9.8	905	1,066	+ 17.8
Saskatchewan.....	1,435	1,276	- 11.1	1,044	1,008	- 3.4
Alberta	3,325	2,881	- 13.4	2,881	3,105	+ 7.8
British Columbia ²	3,160	2,379	- 24.7	3,180	2,876	- 9.6
Canada	30,492	25,758	- 15.5	27,076	25,295	- 6.6

(1) Revised

(2) Includes Yukon and Northwest Territories