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SALES FINANCING

1962

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PUBLICATIONS RELATING TO RETAIL TRADE

| Catalogue number | Title | Price |
|-----------------------|---|-----------------|
| (a) Weekly | | |
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| (b) Monthly | | |
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| 63-001 | Chain Store Sales and Stocks..... | per year 1.00 |
| 63-002 | Department Store Sales and Stocks | per year 1.00 |
| 63-004 | Department Store Sales by Regions..... | per year 1.00 |
| 63-005 | Retail Trade | per year 2.00 |
| 63-007 | New Motor Vehicle Sales | per year 1.00 |
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| 63-413 | Operating Results and Financial Structure of Independent Jewellery Stores | .50 |
| 63-414 | Operating Results and Financial Structure of Independent Restaurants | .50 |
| (f) Occasional | | |
| 63-505 | Retail Trade, 1930-51 | .25 |

Other occasional reports and 1951 Census reports on retail trade are shown in a complete list of publications of the Dominion Bureau of Statistics which is available on request from the Publications Distribution Unit, Financial Control Section; D.B.S., or from the Queen's Printer, Ottawa.

SALES FINANCING

1962

The data shown in this report are derived from an annual survey of all known companies engaged primarily in financing retail instalment sales. Firms whose main activity is extending cash loans are not included nor are acceptance companies who are subsidiaries of large retail merchandisers.

Sales financing in 1962 reached a volume of \$1,229,555,000, surpassing 1961 by some \$117,000,000. Although 10.5 per cent higher than in 1961, sales financing fell short of the peak reached in 1959 by 2.3 per cent or \$28,648,000. Consumer goods and commercial and industrial goods respectively representing 69.1 per cent and 30.9 per cent of the total volume of sales financed, both reflected this overall trend with increases of 10.8 per cent and 9.9 per cent respectively. Year-end book value of balances outstanding at \$1,240,915,000 was 7.8 per cent higher than at the end of 1961. With 64.6 per cent of the total balances outstanding, consumer goods increased 6.0 per cent while commercial and industrial goods with 35.4 per cent of the total had an 11.3 per cent increase.

All commodities showed an increase over 1961 for both paper purchased and balances outstanding. In the consumer goods sector of paper purchased, new passenger cars had an increase of 15.3 per cent, used passenger cars 5.8 per cent and other consumer goods 9.5 per cent while the balances outstanding rose 7.1 per cent for new and used passenger cars combined and 2.7 per cent for other consumer goods; in the commercial and industrial goods sector, paper

purchased on new commercial vehicles rose 8.9 per cent, used commercial vehicles 3.8 per cent (balances outstanding for new and used combined rose by 9.7 per cent) and other commercial and industrial goods 11.7 per cent (12.2 per cent for balances outstanding).

As stated in previous reports, not all firms were able to provide a breakdown of balances outstanding between new and used vehicles and paper purchased for consumer goods other than passenger cars. The results from the panel of firms which were able to provide this information are shown in Text Tables on page 5.

| Commodity | Per cent change 1962 / 1961 | |
|---|--------------------------------|-------------------------|
| | Paper purchased | Balances outstanding |
| Total, all commodities | + 10.5 | + 7.8 |
| Consumer goods | + 10.8 | + 6.0 |
| New passenger cars | + 15.3 | } + 7.1 |
| Used passenger cars | + 5.8 | |
| Other consumer goods..... | + 9.5 | + 2.7 |
| Commercial and industrial goods | + 9.9 | + 11.3 |
| New commercial vehicles..... | + 8.9 | } + 9.7 |
| Used commercial vehicles | + 3.8 | |
| Other commercial goods (including farm implements, tractors, factory and commercial equipment)..... | + 11.7 | + 12.2 |

TABLE 1. Retail Instalment Credit (extended and outstanding) of Sales Finance Companies
Historical Summary, 1941 and 1947 - 62

| Year | Paper purchased | | | Balances outstanding (year end) | | |
|-------------------------|-------------------|---------------------------------------|-----------|---------------------------------|---------------------------------------|-----------|
| | Consumer goods | Commercial and industrial goods | Total | Consumer goods | Commercial and industrial goods | Total |
| thousands of dollars | | | | | | |
| 1941 | 77,326 | 22,951 | 100,277 | 48,854 | 15,820 | 64,674 |
| 1947 | 84,374 | 89,816 | 174,190 | 48,275 | 58,356 | 106,631 |
| 1948 | 122,522 | 85,644 | 208,166 | 70,451 | 59,669 | 130,120 |
| 1949 ¹ | 190,574 | 94,156 | 284,730 | 115,977 | 68,086 | 184,063 |
| 1950 | 305,278 | 123,918 | 429,196 | 202,011 | 91,152 | 293,163 |
| 1951 | 299,558 | 167,744 | 467,302 | 185,492 | 127,742 | 313,234 |
| 1952 | 590,994 | 227,639 | 818,633 | 372,778 | 167,029 | 539,807 |
| 1953 | 719,149 | 228,597 | 947,746 | 516,191 | 184,472 | 700,663 |
| 1954 | 630,837 | 174,187 | 805,024 | 491,645 | 164,220 | 655,865 |
| 1955 | 759,412 | 217,666 | 977,078 | 599,382 | 191,717 | 791,099 |
| 1956 | 924,687 | 323,660 | 1,248,347 | 756,304 | 279,072 | 1,035,376 |
| 1957 | 900,414 | 290,577 | 1,190,991 | 779,576 | 287,827 | 1,067,403 |
| 1958 | 869,847 | 264,703 | 1,134,550 | 768,214 | 257,380 | 1,025,594 |
| 1959 | 902,575 | 355,628 | 1,258,203 | 805,627 | 343,935 | 1,149,562 |
| 1960 | 877,901 | 366,003 | 1,243,904 | 828,419 | 393,392 | 1,221,811 |
| 1961 | 768,115 | 344,412 | 1,112,527 | 755,791 | 395,123 | 1,150,914 |
| 1962 | 851,120 | 378,435 | 1,229,555 | 801,015 | 439,900 | 1,240,915 |

¹ Including Newfoundland from 1949.

MERCHANDISING AND SERVICES

**TABLE 2. Retail Instalment Credit (extended and outstanding) of Sales Finance Companies,
by Commodities, 1961 and 1962**

| Commodity | Paper purchased | | | | Balances outstanding (year end) | | | |
|---|-----------------|-----------|----------------------|-------|---------------------------------|-----------|----------------------|-------|
| | Amount | | Per cent of total | | Amount | | Per cent of total | |
| | 1961 | 1962 | 1961 | 1962 | 1961 | 1962 | 1961 | 1962 |
| | \$'000 | | % | | \$'000 | | % | |
| Total, all commodities | 1,112,527 | 1,229,555 | 100.0 | 100.0 | 1,150,914 | 1,240,915 | 100.0 | 100.0 |
| Consumer goods | 768,115 | 851,120 | 69.1 | 69.2 | 755,791 | 801,015 | 65.7 | 64.6 |
| New passenger cars | 330,199 | 380,879 | 29.7 | 31.0 | } 568,636 | 608,882 | 49.4 | 49.1 |
| Used passenger cars | 250,366 | 264,924 | 22.5 | 21.5 | | | | |
| Other consumer goods (radios, television sets, electrical and gas appliances, furniture, jewellery, clothing, etc.) | 187,550 | 205,317 | 16.9 | 16.7 | 187,155 | 192,133 | 16.3 | 15.5 |
| Commercial and industrial goods | 344,412 | 378,435 | 30.9 | 30.8 | 395,123 | 439,900 | 34.3 | 35.4 |
| New commercial vehicles | 86,760 | 94,454 | 7.8 | 7.7 | } 138,001 | 151,368 | 12.0 | 12.2 |
| Used commercial vehicles | 47,000 | 48,771 | 4.2 | 4.0 | | | | |
| Other commercial goods (including farm implements, tractors, factory and commercial equipment) | 210,652 | 235,210 | 18.9 | 19.1 | 257,122 | 288,532 | 22.3 | 23.2 |

**TABLE 3. Motor Vehicle Instalment (paper purchased) by Sales Finance Companies,
by Provinces, 1962**

| Province | Passenger cars | | | | | |
|-------------------------------------|---------------------|---------|---------|---------|---------|---------|
| | New | | Used | | Total | |
| | Units | Amount | Units | Amount | Units | Amount |
| | \$'000 | | \$'000 | | \$'000 | |
| Canada | 154,561 | 380,879 | 248,186 | 264,924 | 402,747 | 645,803 |
| Atlantic Provinces | 11,076 | 25,676 | 20,216 | 19,595 | 31,292 | 45,271 |
| Quebec | 54,217 | 134,225 | 74,576 | 77,350 | 128,793 | 211,575 |
| Ontario | 58,179 | 143,494 | 80,788 | 91,452 | 138,967 | 234,946 |
| Manitoba | 4,465 | 10,897 | 10,721 | 11,246 | 15,186 | 22,143 |
| Saskatchewan | 4,828 | 11,398 | 12,218 | 11,108 | 17,046 | 22,506 |
| Alberta | 12,135 | 30,358 | 26,876 | 28,992 | 39,011 | 59,350 |
| British Columbia ¹ | 9,661 | 24,831 | 22,791 | 25,181 | 32,452 | 50,012 |
| | Commercial vehicles | | | | | |
| | New | | Used | | Total | |
| | Units | Amount | Units | Amount | Units | Amount |
| | \$'000 | | \$'000 | | \$'000 | |
| Canada | 23,762 | 94,454 | 31,392 | 48,771 | 55,154 | 143,225 |
| Atlantic Provinces | 2,405 | 8,482 | 3,373 | 4,009 | 5,778 | 12,491 |
| Quebec | 7,392 | 34,505 | 7,832 | 13,132 | 15,224 | 47,637 |
| Ontario | 6,485 | 25,225 | 6,844 | 12,112 | 13,329 | 37,337 |
| Manitoba | 728 | 2,675 | 1,291 | 2,135 | 2,019 | 4,810 |
| Saskatchewan | 1,313 | 3,972 | 2,312 | 2,668 | 3,625 | 6,640 |
| Alberta | 3,385 | 11,655 | 5,634 | 8,414 | 9,019 | 20,069 |
| British Columbia ¹ | 2,054 | 7,940 | 4,106 | 6,301 | 6,160 | 14,241 |

¹ Includes Yukon and Northwest Territories.

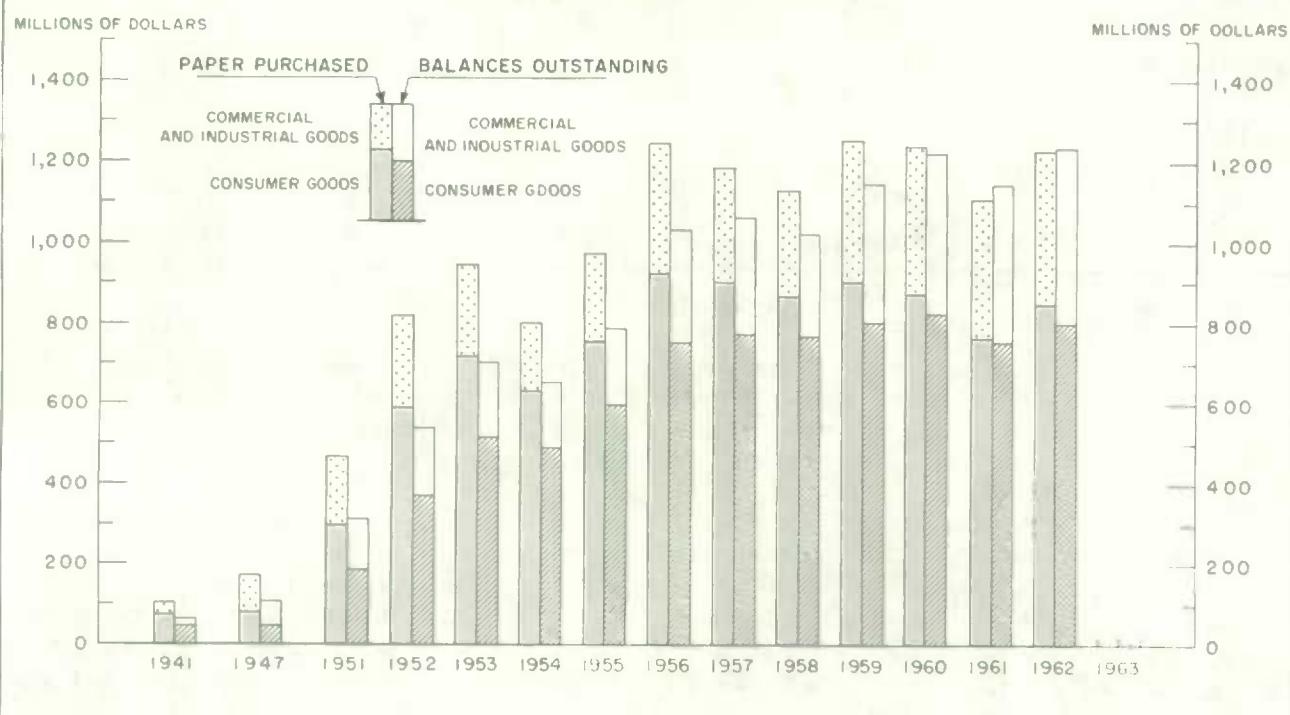
**Percentage Breakdown of Credit Outstanding
Between New and Used Motor Vehicles**
(for reporting panel only)

| Commodity | Balances outstanding Dec. 31, 1962 |
|--------------------------------|------------------------------------|
| | % |
| Passenger cars | 100.0 |
| New passenger cars | 59.6 |
| Used passenger cars | 40.4 |
| Commercial vehicles | 100.0 |
| New commercial vehicles | 67.5 |
| Used commercial vehicles | 32.5 |

**Percentage Breakdown of Financing
of "Consumer Goods other than
Passenger Cars"**
(for reporting panel only)

| Commodity | Paper purchased 1962 |
|--|----------------------|
| | % |
| Consumer goods other than passenger cars | 100.0 |
| Television and radio | 14.5 |
| Electrical and gas appliances | 23.2 |
| Furniture | 16.3 |
| Heating and plumbing equipment | 3.4 |
| Mobile homes | 6.7 |
| All other consumer goods | 35.9 |

**ANNUAL FINANCING OF RETAIL INSTALMENT SALES
BY SALES FINANCE COMPANIES**



Financing of Motor Vehicle Sales

The data in the following tables relate to the financing of sales of new and used motor vehicles—passenger and commercial—by sales finance and acceptance companies. No other institutions engaged

in this field of activity are included. The information represents a revised summary of the twelve monthly reports of motor vehicle financing published during 1962 in the report "Credit Statistics", Catalogue No. 61-004.

TABLE 4. Percentage Change in Number of Vehicles Financed and Amount of Financing by Provinces 1962 - 1961

| Province | Number | | | | Amount | | | |
|-------------------------------------|--------------|------------|---------------|--------------|--------------|------------|---------------|------------|
| | New vehicles | | Used vehicles | | New vehicles | | Used vehicles | |
| | Passenger | Commercial | Passenger | Commercial | Passenger | Commercial | Passenger | Commercial |
| Canada | + 9.4 | + 7.1 | - 0.2 | - 4.0 | + 15.3 | + 8.9 | + 5.8 | + 3.8 |
| Atlantic Provinces | - 0.8 | + 1.5 | - 1.0 | - 3.0 | + 3.6 | + 4.5 | + 3.4 | + 10.0 |
| Quebec | + 14.8 | + 7.7 | + 5.2 | - 4.4 | + 20.8 | + 9.6 | + 11.0 | + 2.6 |
| Ontario | + 6.8 | - 1.6 | - 5.7 | - 11.6 | + 13.1 | + 6.1 | + 3.4 | + 0.5 |
| Manitoba | - 20.5 | + 7.5 | - 11.1 | - 4.5 | - 20.2 | - 4.6 | - 10.9 | - 3.8 |
| Saskatchewan | + 1.2 | + 29.7 | - 1.8 | + 5.9 | + 3.7 | + 22.1 | - 0.9 | + 9.7 |
| Alberta | + 20.4 | + 14.4 | + 2.1 | ¹ | + 27.2 | + 11.0 | + 8.3 | + 9.3 |
| British Columbia ¹ | + 22.2 | + 20.5 | + 8.8 | - 0.6 | + 31.3 | + 16.2 | + 10.9 | + 1.8 |

¹ Includes Yukon and Northwest Territories.

² No change.

TABLE 5. Financing of Motor Vehicle Sales in Canada 1947 - 1962

| Year | Total new and used vehicles | | New vehicles | | | | Used vehicles | | | |
|------------|-----------------------------|---------|--------------|---------|------------|---------|---------------|---------|------------|--------|
| | | | Passenger | | Commercial | | Passenger | | Commercial | |
| | Number | Amount | Number | Amount | Number | Amount | Number | Amount | Number | Amount |
| | | \$'000 | | \$'000 | | \$'000 | | \$'000 | | \$'000 |
| 1947 | 118,867 | 108,745 | 27,409 | 32,419 | 19,291 | 33,004 | 56,024 | 29,643 | 16,143 | 13,679 |
| 1948 | 155,634 | 144,955 | 29,923 | 37,680 | 21,944 | 36,126 | 83,323 | 53,255 | 20,444 | 17,894 |
| 1949 | 232,988 | 219,184 | 53,185 | 71,044 | 28,317 | 44,467 | 124,595 | 81,983 | 26,891 | 21,690 |
| 1950 | 364,681 | 342,081 | 97,051 | 131,003 | 38,253 | 60,432 | 189,635 | 120,771 | 39,742 | 29,875 |
| 1951 | 423,830 | 376,671 | 81,726 | 110,146 | 44,529 | 81,057 | 239,140 | 138,775 | 58,435 | 46,693 |
| 1952 | 620,354 | 639,689 | 124,879 | 194,422 | 47,708 | 98,032 | 375,825 | 283,069 | 71,942 | 64,166 |
| 1953 | 640,512 | 725,545 | 146,431 | 252,160 | 42,621 | 90,087 | 382,106 | 320,321 | 69,354 | 62,977 |
| 1954 | 538,728 | 611,646 | 126,099 | 230,900 | 28,005 | 61,359 | 325,953 | 269,144 | 58,671 | 50,243 |
| 1955 | 599,330 | 719,328 | 156,191 | 305,069 | 28,936 | 70,928 | 355,638 | 294,508 | 58,565 | 48,823 |
| 1956 | 663,749 | 910,833 | 190,109 | 408,993 | 34,796 | 111,951 | 382,026 | 337,154 | 56,818 | 52,735 |
| 1957 | 615,251 | 878,522 | 171,904 | 385,043 | 29,116 | 95,056 | 365,883 | 344,799 | 48,348 | 53,624 |
| 1958 | 550,367 | 786,550 | 147,402 | 335,827 | 21,119 | 70,280 | 339,414 | 333,011 | 42,432 | 47,432 |
| 1959 | 541,348 | 848,302 | 158,022 | 371,392 | 25,453 | 94,707 | 315,898 | 322,746 | 41,975 | 59,457 |
| 1960 | 520,511 | 830,406 | 164,335 | 377,851 | 24,864 | 97,506 | 291,560 | 298,415 | 39,752 | 56,634 |
| 1961 | 444,853 | 714,325 | 141,234 | 330,199 | 22,177 | 86,760 | 248,728 | 250,366 | 32,714 | 47,000 |
| 1962 | 457,901 | 789,028 | 154,561 | 380,879 | 23,762 | 94,454 | 248,186 | 264,924 | 31,392 | 48,771 |

TABLE 6. Number of Motor Vehicles Financed by Provinces and by Months, 1962

| | Canada | Atlantic Provinces | Quebec | Ontario | Manitoba | Saskat- chewan | Alberta | British Columbia ¹ |
|--------------------------|--------|-----------------------|--------|---------|----------|-------------------|---------|----------------------------------|
| New passenger cars | | | | | | | | |
| Annual totals | | | | | | | | |
| 154,561 | 11,076 | 54,217 | 58,179 | 4,465 | 4,828 | 12,135 | 9,661 | |
| January | 9,237 | 660 | 3,014 | 3,640 | 284 | 296 | 756 | 587 |
| February | 9,768 | 611 | 3,380 | 3,817 | 278 | 244 | 826 | 612 |
| March | 13,076 | 921 | 4,527 | 5,229 | 362 | 308 | 1,034 | 745 |
| April | 15,592 | 1,133 | 5,754 | 5,669 | 414 | 414 | 1,304 | 904 |
| May | 17,404 | 1,305 | 6,423 | 6,370 | 512 | 475 | 1,303 | 1,016 |
| June | 15,708 | 1,215 | 5,762 | 5,862 | 409 | 445 | 1,107 | 908 |
| July | 15,723 | 1,203 | 5,848 | 5,620 | 454 | 434 | 1,169 | 995 |
| August | 12,604 | 1,071 | 4,259 | 4,587 | 359 | 369 | 1,018 | 941 |
| September | 9,261 | 812 | 3,116 | 3,252 | 265 | 330 | 763 | 723 |
| October | 12,556 | 865 | 4,225 | 4,748 | 425 | 549 | 979 | 765 |
| November | 12,441 | 779 | 4,098 | 4,950 | 383 | 518 | 996 | 717 |
| December | 11,191 | 601 | 3,811 | 4,435 | 320 | 446 | 830 | 748 |
| New commercial vehicles | | | | | | | | |
| Annual totals | | | | | | | | |
| 23,762 | 2,405 | 7,392 | 6,485 | 728 | 1,313 | 3,385 | 2,054 | |
| January | 1,488 | 148 | 492 | 391 | 47 | 59 | 220 | 131 |
| February | 1,575 | 149 | 563 | 424 | 38 | 62 | 199 | 140 |
| March | 1,826 | 163 | 592 | 568 | 50 | 79 | 247 | 127 |
| April | 2,200 | 213 | 612 | 766 | 63 | 96 | 282 | 168 |
| May | 2,346 | 254 | 635 | 478 | 59 | 305 | 429 | 186 |
| June | 2,250 | 236 | 646 | 675 | 60 | 107 | 320 | 206 |
| July | 2,096 | 229 | 679 | 571 | 65 | 96 | 271 | 185 |
| August | 2,085 | 223 | 629 | 578 | 65 | 102 | 300 | 188 |
| September | 1,954 | 230 | 676 | 487 | 71 | 103 | 234 | 153 |
| October | 1,930 | 189 | 608 | 494 | 71 | 110 | 295 | 163 |
| November | 2,105 | 209 | 680 | 508 | 74 | 107 | 318 | 209 |
| December | 1,907 | 162 | 580 | 545 | 65 | 87 | 270 | 198 |
| Used passenger cars | | | | | | | | |
| Annual totals | | | | | | | | |
| 248,186 | 20,216 | 74,576 | 80,788 | 10,721 | 12,218 | 26,876 | 22,791 | |
| January | 14,883 | 1,170 | 3,946 | 5,180 | 597 | 731 | 1,793 | 1,466 |
| February | 16,203 | 1,117 | 4,630 | 5,473 | 685 | 712 | 1,890 | 1,696 |
| March | 21,594 | 1,563 | 6,754 | 7,251 | 963 | 894 | 2,324 | 1,845 |
| April | 25,147 | 2,017 | 7,862 | 7,923 | 1,164 | 1,165 | 2,852 | 2,164 |
| May | 27,229 | 2,194 | 8,927 | 8,656 | 1,189 | 1,270 | 2,762 | 2,231 |
| June | 25,473 | 2,277 | 7,910 | 8,293 | 998 | 1,254 | 2,608 | 2,133 |
| July | 25,507 | 2,054 | 7,796 | 8,349 | 1,153 | 1,241 | 2,480 | 2,434 |
| August | 23,405 | 2,078 | 6,820 | 7,626 | 947 | 1,072 | 2,533 | 2,329 |
| September | 18,092 | 1,703 | 5,311 | 5,826 | 750 | 859 | 1,853 | 1,790 |
| October | 18,500 | 1,473 | 5,245 | 5,930 | 894 | 1,145 | 2,104 | 1,709 |
| November | 17,284 | 1,412 | 4,902 | 5,615 | 752 | 1,023 | 2,051 | 1,529 |
| December | 14,869 | 1,158 | 4,473 | 4,666 | 629 | 852 | 1,628 | 1,455 |
| Used commercial vehicles | | | | | | | | |
| Annual totals | | | | | | | | |
| 31,392 | 3,373 | 7,832 | 6,844 | 1,291 | 2,312 | 5,634 | 4,106 | |
| January | 1,968 | 219 | 475 | 439 | 54 | 122 | 377 | 272 |
| February | 2,061 | 205 | 485 | 459 | 94 | 115 | 383 | 320 |
| March | 2,540 | 234 | 623 | 601 | 101 | 155 | 492 | 334 |
| April | 3,020 | 318 | 699 | 650 | 137 | 227 | 504 | 385 |
| May | 3,191 | 352 | 792 | 631 | 118 | 336 | 526 | 436 |
| June | 2,821 | 315 | 669 | 666 | 98 | 192 | 503 | 378 |
| July | 2,793 | 317 | 724 | 657 | 108 | 173 | 438 | 376 |
| August | 2,960 | 312 | 730 | 645 | 128 | 241 | 551 | 353 |
| September | 2,691 | 283 | 696 | 549 | 120 | 219 | 466 | 358 |
| October | 2,586 | 298 | 681 | 540 | 115 | 192 | 439 | 321 |
| November | 2,531 | 280 | 664 | 507 | 110 | 179 | 493 | 298 |
| December | 2,230 | 240 | 594 | 500 | 98 | 161 | 362 | 275 |

¹ Includes Yukon and Northwest Territories.



MERCHANDISING AND SERVICES

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TABLE 7. Amount of Motor Vehicle Financing

| Month | Canada | Atlantic Provinces | Quebec | Ontario | Manitoba | Saskatchewan | Alberta | British Columbia ¹ |
|--------------------------|----------------|--------------------|----------------|----------------|---------------|---------------|---------------|-------------------------------|
| thousands of dollars | | | | | | | | |
| New passenger cars | | | | | | | | |
| Annual totals | 380,879 | 25,676 | 134,225 | 143,494 | 10,897 | 11,398 | 30,358 | 24,831 |
| January | 22,668 | 1,486 | 7,475 | 8,940 | 685 | 745 | 1,864 | 1,473 |
| February | 23,848 | 1,421 | 8,209 | 9,410 | 686 | 553 | 2,045 | 1,524 |
| March | 31,805 | 1,864 | 11,013 | 12,692 | 878 | 703 | 2,767 | 1,888 |
| April | 37,974 | 2,532 | 13,894 | 13,899 | 995 | 959 | 3,314 | 2,281 |
| May | 42,349 | 2,983 | 15,485 | 15,663 | 1,275 | 1,104 | 3,206 | 2,633 |
| June | 38,989 | 2,876 | 14,222 | 14,566 | 1,000 | 1,086 | 2,807 | 2,432 |
| July | 38,578 | 2,787 | 14,351 | 13,794 | 1,068 | 1,040 | 2,939 | 2,599 |
| August | 31,361 | 2,457 | 10,616 | 11,479 | 916 | 863 | 2,610 | 2,420 |
| September | 22,351 | 1,878 | 7,710 | 7,705 | 629 | 767 | 1,856 | 1,806 |
| October | 31,306 | 2,074 | 10,839 | 11,657 | 1,058 | 1,271 | 2,481 | 1,926 |
| November | 31,232 | 1,857 | 10,506 | 12,380 | 926 | 1,235 | 2,449 | 1,879 |
| December | 28,418 | 1,461 | 9,905 | 11,209 | 781 | 1,072 | 2,020 | 1,970 |
| New commercial vehicles | | | | | | | | |
| Annual totals | 94,454 | 8,482 | 34,505 | 25,225 | 2,675 | 3,972 | 11,655 | 7,940 |
| January | 5,825 | 489 | 2,360 | 1,394 | 165 | 182 | 793 | 442 |
| February | 5,963 | 662 | 2,293 | 1,553 | 162 | 170 | 631 | 492 |
| March | 6,571 | 513 | 2,354 | 1,958 | 149 | 221 | 854 | 522 |
| April | 8,776 | 755 | 2,483 | 3,552 | 244 | 247 | 1,012 | 483 |
| May | 8,967 | 966 | 2,688 | 1,961 | 165 | 963 | 1,600 | 624 |
| June | 9,286 | 882 | 2,878 | 2,870 | 240 | 403 | 1,058 | 955 |
| July | 8,545 | 804 | 3,347 | 2,129 | 241 | 316 | 880 | 838 |
| August | 8,689 | 738 | 3,406 | 2,233 | 306 | 324 | 1,008 | 674 |
| September | 9,240 | 836 | 4,311 | 2,072 | 241 | 320 | 818 | 644 |
| October | 7,542 | 624 | 2,979 | 1,696 | 317 | 336 | 1,034 | 544 |
| November | 7,937 | 691 | 2,881 | 1,838 | 243 | 275 | 1,058 | 941 |
| December | 7,113 | 522 | 2,525 | 1,969 | 202 | 215 | 909 | 771 |
| Used passenger cars | | | | | | | | |
| Annual totals | 264,924 | 19,595 | 77,350 | 91,452 | 11,246 | 11,108 | 28,992 | 25,181 |
| January | 16,433 | 1,171 | 4,246 | 6,008 | 681 | 681 | 1,965 | 1,681 |
| February | 17,846 | 1,107 | 4,981 | 6,312 | 781 | 679 | 2,062 | 1,924 |
| March | 23,521 | 1,519 | 7,098 | 8,202 | 1,085 | 823 | 2,667 | 2,127 |
| April | 26,795 | 1,900 | 8,050 | 8,977 | 1,242 | 1,034 | 3,194 | 2,398 |
| May | 28,980 | 2,104 | 8,999 | 9,907 | 1,253 | 1,182 | 3,057 | 2,478 |
| June | 26,866 | 2,150 | 8,293 | 9,159 | 1,048 | 1,079 | 2,743 | 2,394 |
| July | 26,881 | 2,030 | 8,031 | 9,298 | 1,178 | 1,101 | 2,625 | 2,618 |
| August | 24,672 | 2,039 | 6,832 | 8,659 | 977 | 943 | 2,710 | 2,512 |
| September | 18,661 | 1,584 | 5,212 | 6,476 | 742 | 777 | 1,931 | 1,939 |
| October | 19,416 | 1,421 | 5,472 | 6,617 | 854 | 1,053 | 2,133 | 1,866 |
| November | 18,578 | 1,398 | 5,225 | 6,415 | 749 | 962 | 2,152 | 1,677 |
| December | 16,275 | 1,172 | 4,911 | 5,422 | 656 | 794 | 1,753 | 1,567 |
| Used commercial vehicles | | | | | | | | |
| Annual totals | 48,771 | 4,009 | 13,132 | 12,112 | 2,135 | 2,668 | 8,414 | 6,301 |
| January | 3,106 | 246 | 753 | 902 | 99 | 149 | 534 | 423 |
| February | 3,198 | 259 | 820 | 821 | 110 | 108 | 573 | 505 |
| March | 3,662 | 281 | 911 | 988 | 147 | 175 | 665 | 495 |
| April | 4,373 | 361 | 1,071 | 1,060 | 234 | 284 | 787 | 596 |
| May | 4,996 | 460 | 1,361 | 1,138 | 200 | 397 | 781 | 659 |
| June | 4,411 | 359 | 1,060 | 1,106 | 187 | 246 | 858 | 595 |
| July | 4,442 | 342 | 1,304 | 1,031 | 228 | 203 | 706 | 628 |
| August | 4,522 | 344 | 1,221 | 1,190 | 250 | 268 | 756 | 492 |
| September | 4,212 | 319 | 1,217 | 987 | 161 | 245 | 778 | 505 |
| October | 4,065 | 394 | 1,121 | 1,006 | 170 | 219 | 651 | 504 |
| November | 3,901 | 315 | 1,266 | 738 | 140 | 188 | 761 | 423 |
| December | 3,885 | 329 | 1,027 | 1,145 | 209 | 205 | 564 | 406 |

¹ Includes Yukon and Northwest Territories.