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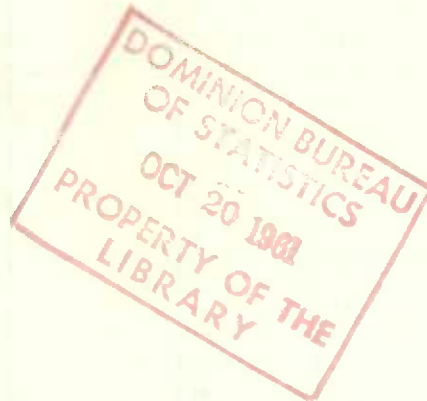
63-208

ANNUAL



# NEW MOTOR VEHICLE SALES AND MOTOR VEHICLE FINANCING

1960



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| Catalogue<br>number  | Title   | Price           |
|----------------------|---|-----------------|
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*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 Information Services Division, D.B.S., or from the Queen's Printer, Ottawa.*

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### NOTES

This bulletin summarizes the statistics published in the monthly series under the same title and contains minor revisions to the monthly data where necessary. It is in two main parts as follows:

- 1. New Motor Vehicle Sales** statistics are obtained from Canadian manufacturers who report consolidated totals of their dealers' monthly statements on sales to customers and from direct importers of cars of other than Canadian manufacture. Every effort is made to avoid duplication of sales reported by distributors of European cars.
- 2. Financing of Motor Vehicle Sales** shown in this report covers only that financing handled by sales finance and acceptance companies. Financing charges and insurance are added to the instalment paper purchased from dealers.

### COMMERCIAL VEHICLES

**Commercial Vehicles** is a term which is used for convenience in this report and is synonymous with the term "trucks and buses". Passenger models used for commercial purposes, such as taxis, are classified with passenger vehicles.

### BRITISH AND EUROPEAN VEHICLES

**British and European Vehicles** are shown in a special table but are also included in all other tables of new motor vehicle sales and financing.

# NEW MOTOR VEHICLE SALES AND MOTOR VEHICLE FINANCING

1960

The total number of new motor vehicles sold in Canada during 1960, surpassed the previous high registered in 1959. There were 523,188 new vehicles at a retail value of \$1,574,827,000 sold in 1960, an increase over the previous year of 4.1 per cent in the number of units sold and 2.2 per cent in dollar volume. The substantial gain in new motor vehicle sales was due entirely to the rise in sales of new passenger cars which increased by 5.3 per cent in number and 3.9 per cent in dollar value. On the other hand, the number and value of commercial vehicles sold decreased by 2.8 per cent and 4.5 per cent respectively.

It is interesting to note that the sales of British and European manufactured vehicles continued to capture an increasingly larger share of the new motor vehicle market. In 1958 and 1959, the sales of new British and European vehicles accounted for 18.9 per cent and 24.3 per cent of the total new vehicle market respectively. By 1960, their share of the market had increased slightly to 25.4 per cent.

The sales of British and European vehicles increased from a total of 122,340 units sold in 1959 to 133,060 units sold in 1960, an increase of 8.8 per cent. The sale of passenger cars of British and European origin increased by 10.4 per cent as compared to a 3.5 per cent rise for Canadian-American passenger cars. Decreased sales of

commercial vehicles were common to both vehicles of British and European manufacture and Canadian and American origin with losses of 13.7 per cent and 1.5 per cent respectively.

All provinces with the exception of Saskatchewan, Alberta and British Columbia experienced increased sales in the number of new motor vehicles, the largest gains being registered in the Atlantic provinces, 15.6 per cent, and Quebec 13.2 per cent. Losses range from 10.3 per cent in British Columbia to 1.2 per cent in Saskatchewan.

Ontario's share of the new motor vehicle market remained fairly constant during 1960 with 41.4 per cent of the total, a slight decrease from the 41.5 per cent in 1959. Quebec was second with 23.4 per cent, an increase of 1.9 per cent from the 21.5 per cent in 1959.

Sales of buses are combined with other commercial vehicles in the various tables of this report but a special compilation which is shown below reveals that 942 buses with a total value of \$13,606,000 were sold during 1960, a decrease of 124 in number and 5,499,000 in dollar value from the previous year. The most substantial decline in the sales of buses was registered in Quebec with Ontario, Saskatchewan and Alberta also sharing in the decline.

**New Motor Vehicle Sales showing Percentage Change in Number and Retail Value 1960/1959  
also Percentage Distribution for 1959 and 1960, by Type of Vehicles and Provinces**

| Province                            | Change 1960/1959 |              |                |              |                     |              | Unit distribution |       |                |       |                     |       |
|-------------------------------------|------------------|--------------|----------------|--------------|---------------------|--------------|-------------------|-------|----------------|-------|---------------------|-------|
|                                     | Total vehicles   |              | Passenger cars |              | Commercial vehicles |              | Total vehicles    |       | Passenger cars |       | Commercial vehicles |       |
|                                     | Number           | Retail value | Number         | Retail value | Number              | Retail value | 1959              | 1960  | 1959           | 1960  | 1959                | 1960  |
|                                     | per cent         |              |                |              |                     |              |                   |       |                |       |                     |       |
| Canada .....                        | + 4.1            | + 2.2        | + 5.3          | + 3.9        | - 2.8               | - 4.5        | 100.0             | 100.0 | 100.0          | 100.0 | 100.0               | 100.0 |
| Atlantic Provinces .....            | +15.6            | +13.3        | +17.7          | +14.4        | + 6.3               | + 9.2        | 7.8               | 8.7   | 7.6            | 8.5   | 9.1                 | 10.0  |
| Quebec .....                        | +13.2            | + 9.3        | +15.1          | +12.1        | + 2.6               | - 1.9        | 21.5              | 23.4  | 21.6           | 23.6  | 20.8                | 22.0  |
| Ontario .....                       | + 3.9            | + 2.2        | + 5.0          | + 4.0        | - 3.6               | - 7.3        | 41.5              | 41.4  | 42.9           | 42.7  | 34.1                | 33.8  |
| Manitoba .....                      | + 5.2            | + 4.8        | + 7.1          | + 6.4        | - 5.3               | - 1.4        | 5.8               | 5.8   | 5.7            | 5.9   | 5.8                 | 5.7   |
| Saskatchewan .....                  | - 1.2            | - 1.8        | - 2.5          | - 3.5        | + 3.3               | + 3.7        | 5.2               | 4.9   | 4.8            | 4.4   | 7.3                 | 7.7   |
| Alberta .....                       | - 9.8            | -10.1        | -10.3          | -11.1        | - 8.0               | - 7.5        | 9.1               | 7.9   | 8.2            | 7.0   | 13.9                | 13.2  |
| British Columbia <sup>1</sup> ..... | -10.3            | -10.6        | - 9.1          | - 9.4        | -16.9               | -15.1        | 9.1               | 7.9   | 9.2            | 7.9   | 9.0                 | 7.6   |

<sup>1</sup> Includes Yukon and Northwest Territories.

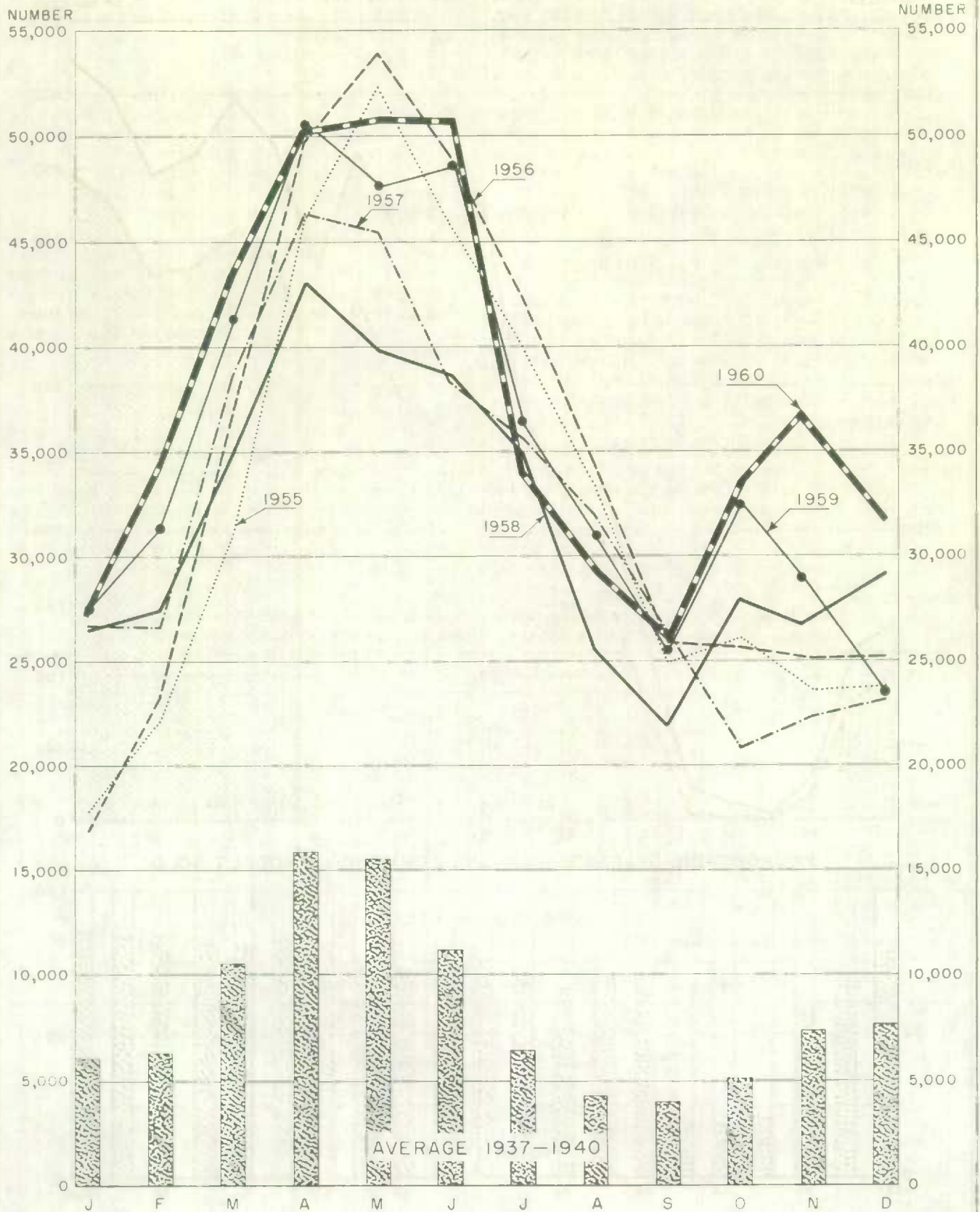
**Number and Retail Value of Buses Sold - 1959 and 1960 by Provinces**

| Item               | Provinces          |        |         |          |              |         |                               | Canada |        |
|--------------------|--------------------|--------|---------|----------|--------------|---------|-------------------------------|--------|--------|
|                    | Atlantic Provinces | Quebec | Ontario | Manitoba | Saskatchewan | Alberta | British Columbia <sup>1</sup> |        |        |
| 1959               |                    |        |         |          |              |         |                               |        |        |
| Units .....        | No.                | 23     | 281     | 244      | 86           | 234     | 172                           | 26     | 1,066  |
| Retail value ..... | \$'000             | 551    | 7,699   | 6,306    | 1,076        | 1,331   | 1,690                         | 450    | 19,105 |
| 1960               |                    |        |         |          |              |         |                               |        |        |
| Units .....        | No.                | 51     | 180     | 211      | 101          | 207     | 157                           | 35     | 942    |
| Retail value ..... | \$'000             | 504    | 4,382   | 3,685    | 1,977        | 985     | 1,379                         | 694    | 13,606 |

<sup>1</sup> Includes Yukon and Northwest Territories.



### NEW PASSENGER CAR SALES



### NUMBER OF NEW MOTOR VEHICLES SOLD IN CANADA

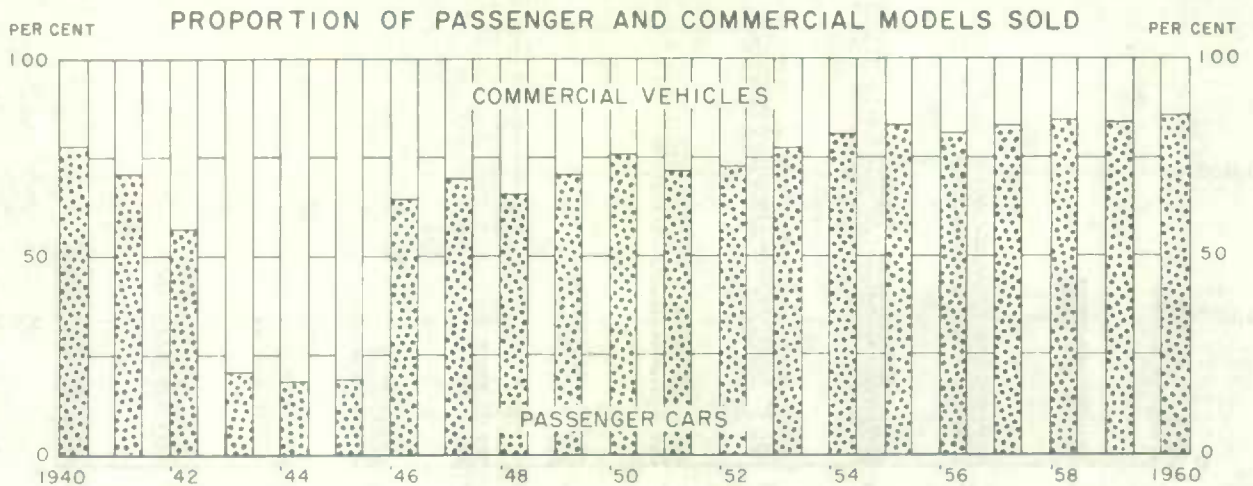
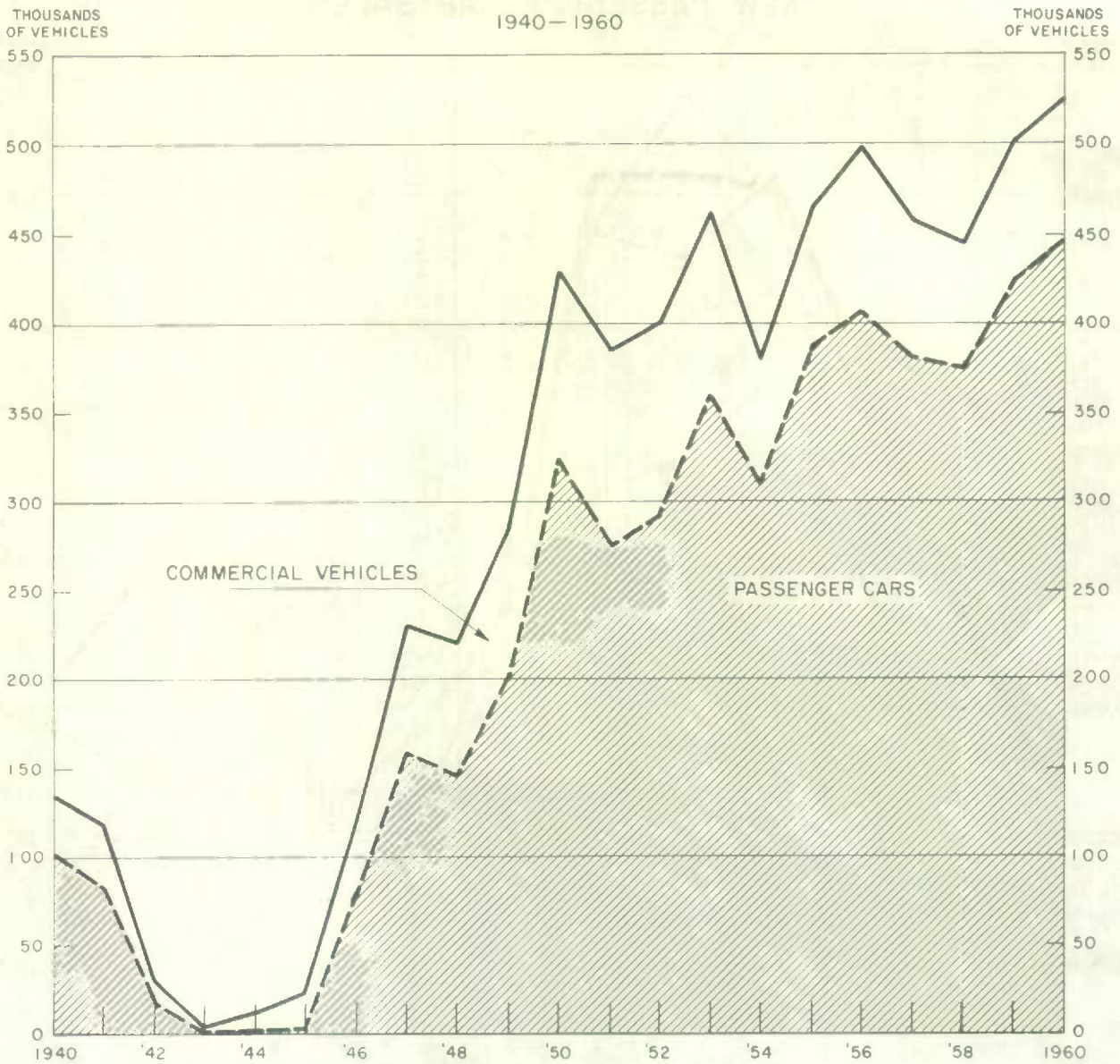




TABLE 1. Annual Sales of New Motor Vehicles in Canada, 1946-60 and Annual Sales of British and European Made Vehicles, 1949-60, by Type of Vehicle

| Year   | Total vehicles |              |                     | Passenger cars |              |                     | Commercial vehicles |              |                     |
|--|----------------|--------------|---------------------|----------------|--------------|---------------------|---------------------|--------------|---------------------|
|  | Number         | Retail value | Average per vehicle | Number         | Retail value | Average per vehicle | Number              | Retail value | Average per vehicle |
|  |                | \$'000       | \$                  |                | \$'000       | \$                  |                     | \$'000       | \$                  |
| <b>Total vehicles:</b>                                 |                |              |                     |                |              |                     |                     |              |                     |
| 1946   | 120,044        | 193,328      | 1,610               | 77,742         | 120,325      | 1,548               | 42,302              | 73,003       | 1,726               |
| 1947   | 230,255        | 416,237      | 1,808               | 159,205        | 283,190      | 1,779               | 71,050              | 133,047      | 1,873               |
| 1948   | 221,300        | 439,217      | 1,985               | 145,655        | 282,904      | 1,942               | 75,645              | 156,313      | 2,066               |
| 1949   | 286,341        | 588,725      | 2,056               | 202,318        | 412,298      | 2,038               | 84,023              | 176,427      | 2,100               |
| 1950   | 429,695        | 885,669      | 2,061               | 324,903        | 661,674      | 2,037               | 104,792             | 223,995      | 2,138               |
| 1951   | 385,648        | 950,160      | 2,464               | 275,686        | 683,183      | 2,478               | 109,962             | 266,977      | 2,428               |
| 1952   | 400,777        | 1,003,663    | 2,504               | 292,095        | 725,168      | 2,483               | 108,682             | 278,495      | 2,562               |
| 1953   | 462,526        | 1,162,471    | 2,513               | 359,172        | 899,726      | 2,505               | 103,354             | 262,745      | 2,542               |
| 1954   | 382,628        | 989,518      | 2,586               | 310,546        | 797,554      | 2,568               | 72,082              | 191,964      | 2,663               |
| 1955   | 465,678        | 1,255,890    | 2,697               | 386,962        | 1,023,351    | 2,645               | 78,716              | 232,539      | 2,954               |
| 1956   | 499,921        | 1,455,375    | 2,911               | 408,233        | 1,128,640    | 2,765               | 91,688              | 326,735      | 3,564               |
| 1957   | 458,299        | 1,368,931    | 2,987               | 382,023        | 1,087,620    | 2,847               | 76,276              | 281,311      | 3,688               |
| 1958   | 444,769        | 1,365,466    | 3,070               | 376,723        | 1,110,724    | 2,948               | 68,046              | 254,742      | 3,744               |
| 1959   | 502,626        | 1,540,168    | 3,064               | 425,038        | 1,240,961    | 2,920               | 77,588              | 299,207      | 3,856               |
| 1960   | 523,188        | 1,574,827    | 3,010               | 447,771        | 1,289,073    | 2,879               | 75,417              | 285,754      | 3,789               |
| <b>British and European vehicles (included above):</b> |                |              |                     |                |              |                     |                     |              |                     |
| 1949   | 30,101         | ..           | ..                  | 28,362         | ..           | ..                  | 1,838               | ..           | ..                  |
| 1950   | 67,506         | ..           | ..                  | 62,880         | ..           | ..                  | 4,626               | ..           | ..                  |
| 1951   | 32,162         | ..           | ..                  | 29,113         | ..           | ..                  | 3,049               | ..           | ..                  |
| 1952   | 28,886         | 53,781       | 1,862               | 26,655         | 49,254       | 1,848               | 2,231               | 4,527        | 2,029               |
| 1953   | 28,025         | 53,803       | 1,920               | 26,378         | 50,601       | 1,918               | 1,647               | 3,202        | 1,944               |
| 1954   | 21,858         | 41,696       | 1,908               | 20,248         | 38,463       | 1,900               | 1,610               | 3,233        | 2,008               |
| 1955   | 24,631         | 45,660       | 1,854               | 22,165         | 40,609       | 1,832               | 2,466               | 5,051        | 2,048               |
| 1956   | 38,014         | 71,920       | 1,892               | 34,169         | 63,890       | 1,870               | 3,845               | 8,030        | 2,088               |
| 1957   | 53,800         | 102,370      | 1,903               | 49,433         | 92,897       | 1,879               | 4,367               | 9,473        | 2,169               |
| 1958   | 83,863         | 165,273      | 1,971               | 77,166         | 150,877      | 1,955               | 6,697               | 14,396       | 2,150               |
| 1959   | 122,340        | 243,088      | 1,987               | 114,118        | 225,740      | 1,978               | 8,222               | 17,348       | 2,110               |
| 1960   | 133,060        | 266,961      | 2,006               | 125,967        | 251,905      | 2,000               | 7,093               | 15,056       | 2,123               |

.. Figures not available.

TABLE 2. Sales of New British and European Made Vehicles in Canada, by Month, Province, and Type of Vehicle, 1959 and 1960

| Month and province            | Total vehicles |                |                |                | Passenger cars |                |                |                | Commercial vehicles |               |              |               |
|-------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|---------------------|---------------|--------------|---------------|
|                               | 1959           |                | 1960           |                | 1959           |                | 1960           |                | 1959                |               | 1960         |               |
|                               | Number         | Retail value   | Number         | Retail value   | Number         | Retail value   | Number         | Retail value   | Number              | Retail value  | Number       | Retail value  |
|                               |                | \$000          |                | \$000          |                | \$000          |                | \$000          |                     | \$000         |              | \$000         |
| <b>Month:</b>                 |                |                |                |                |                |                |                |                |                     |               |              |               |
| January                       | 5,257          | 10,521         | 6,291          | 12,659         | 4,813          | 9,594          | 5,864          | 11,745         | 444                 | 927           | 427          | 914           |
| February                      | 7,150          | 14,494         | 9,518          | 18,918         | 6,482          | 13,092         | 8,872          | 17,570         | 668                 | 1,402         | 646          | 1,348         |
| March                         | 9,903          | 19,587         | 11,895         | 23,732         | 9,102          | 17,893         | 11,256         | 22,390         | 801                 | 1,694         | 639          | 1,342         |
| April                         | 14,234         | 28,173         | 15,147         | 30,447         | 13,412         | 26,440         | 14,518         | 29,104         | 822                 | 1,733         | 629          | 1,343         |
| May                           | 13,916         | 27,778         | 15,103         | 30,144         | 13,011         | 25,832         | 14,380         | 28,624         | 905                 | 1,946         | 723          | 1,520         |
| June                          | 13,418         | 26,700         | 15,155         | 30,260         | 12,772         | 25,362         | 14,457         | 28,819         | 646                 | 1,338         | 698          | 1,441         |
| July                          | 11,337         | 22,434         | 10,700         | 21,637         | 10,893         | 21,527         | 10,309         | 20,839         | 444                 | 907           | 391          | 798           |
| August                        | 10,642         | 21,535         | 9,341          | 19,168         | 9,688          | 19,482         | 8,661          | 17,724         | 954                 | 2,053         | 680          | 1,444         |
| September                     | 9,419          | 18,579         | 10,004         | 20,131         | 8,693          | 17,052         | 9,379          | 18,787         | 726                 | 1,527         | 625          | 1,344         |
| October                       | 9,470          | 18,639         | 10,150         | 20,291         | 8,892          | 17,435         | 9,556          | 19,008         | 578                 | 1,204         | 594          | 1,283         |
| November                      | 9,437          | 18,507         | 11,682         | 23,346         | 8,790          | 17,138         | 10,957         | 21,731         | 647                 | 1,369         | 725          | 1,615         |
| December                      | 8,157          | 16,141         | 8,074          | 16,228         | 7,570          | 14,893         | 7,758          | 15,564         | 587                 | 1,248         | 316          | 664           |
| <b>Annual totals</b>          | <b>122,340</b> | <b>243,088</b> | <b>133,060</b> | <b>266,961</b> | <b>114,118</b> | <b>225,740</b> | <b>125,967</b> | <b>251,905</b> | <b>8,222</b>        | <b>17,348</b> | <b>7,093</b> | <b>15,056</b> |
| <b>Province:</b>              |                |                |                |                |                |                |                |                |                     |               |              |               |
| Newfoundland                  | 2,029          | 3,952          | 2,756          | 5,512          | 1,908          | 3,679          | 2,600          | 5,154          | 121                 | 273           | 156          | 358           |
| Prince Edward Island          | 727            | 1,311          | 959            | 1,754          | 707            | 1,272          | 920            | 1,679          | 20                  | 39            | 39           | 75            |
| Nova Scotia                   | 6,235          | 11,810         | 7,970          | 15,171         | 5,966          | 11,240         | 7,714          | 14,652         | 269                 | 570           | 256          | 519           |
| New Brunswick                 | 3,555          | 6,770          | 5,331          | 10,273         | 3,356          | 6,324          | 5,072          | 9,697          | 199                 | 446           | 259          | 576           |
| Quebec                        | 26,515         | 53,628         | 33,092         | 66,915         | 24,415         | 49,204         | 31,173         | 62,801         | 2,100               | 4,424         | 1,919        | 4,114         |
| Ontario                       | 50,572         | 99,291         | 52,589         | 105,327        | 47,074         | 91,961         | 49,789         | 99,439         | 3,498               | 7,330         | 2,800        | 5,888         |
| Manitoba                      | 4,503          | 8,883          | 4,508          | 9,158          | 4,180          | 8,183          | 4,169          | 8,464          | 323                 | 700           | 389          | 694           |
| Saskatchewan                  | 2,942          | 5,769          | 3,028          | 6,036          | 2,787          | 5,444          | 2,876          | 5,720          | 155                 | 325           | 152          | 310           |
| Alberta                       | 7,569          | 15,188         | 6,933          | 13,695         | 7,095          | 14,177         | 6,504          | 12,763         | 474                 | 1,011         | 429          | 933           |
| British Columbia <sup>1</sup> | 17,693         | 36,486         | 15,894         | 33,120         | 16,630         | 34,256         | 15,150         | 31,536         | 1,063               | 2,230         | 744          | 1,586         |

<sup>1</sup> Includes Yukon and Northwest Territories.

TABLE 3. Number of New Motor Vehicles Sold in Canada 1960, by Province and Month

| Month                       | Canada         | New-found-land | Prince Edward Island | Nova Scotia   | New-Brunswick | Quebec         | Ontario        | Manitoba      | Saskatchewan  | Alberta       | British Columbia <sup>1</sup> |
|-----------------------------|----------------|----------------|----------------------|---------------|---------------|----------------|----------------|---------------|---------------|---------------|-------------------------------|
| <b>All vehicles:</b>        |                |                |                      |               |               |                |                |               |               |               |                               |
| January .....               | 32,271         | 315            | 179                  | 1,077         | 775           | 6,550          | 14,476         | 1,726         | 1,397         | 2,617         | 3,159                         |
| February .....              | 40,266         | 600            | 220                  | 1,229         | 980           | 8,728          | 16,915         | 2,420         | 1,712         | 3,421         | 4,041                         |
| March .....                 | 50,644         | 455            | 297                  | 1,574         | 1,420         | 12,026         | 21,426         | 2,811         | 2,288         | 3,859         | 4,488                         |
| April .....                 | 57,775         | 1,101          | 324                  | 2,055         | 1,599         | 14,395         | 23,468         | 3,233         | 2,975         | 4,532         | 4,093                         |
| May .....                   | 58,447         | 964            | 417                  | 2,309         | 1,751         | 14,587         | 24,179         | 3,137         | 2,653         | 4,094         | 4,336                         |
| June .....                  | 58,699         | 1,001          | 488                  | 2,282         | 1,763         | 13,791         | 24,265         | 3,504         | 2,925         | 4,615         | 4,045                         |
| July .....                  | 39,373         | 699            | 175                  | 1,720         | 1,183         | 9,498          | 16,211         | 2,454         | 1,916         | 2,825         | 2,692                         |
| August .....                | 35,375         | 693            | 190                  | 1,722         | 1,146         | 8,251          | 13,667         | 2,254         | 1,735         | 2,956         | 2,761                         |
| September .....             | 31,591         | 545            | 138                  | 1,028         | 1,020         | 7,049          | 13,566         | 1,952         | 1,684         | 2,338         | 2,271                         |
| October .....               | 39,593         | 533            | 279                  | 1,524         | 1,340         | 9,545          | 15,271         | 2,538         | 2,231         | 3,373         | 2,959                         |
| November .....              | 42,124         | 518            | 213                  | 1,201         | 1,063         | 9,364          | 18,741         | 2,291         | 2,152         | 3,441         | 3,140                         |
| December .....              | 37,030         | 516            | 222                  | 1,649         | 1,100         | 8,456          | 14,549         | 2,082         | 1,974         | 3,267         | 3,215                         |
| <b>Total units .....</b>    | <b>523,188</b> | <b>7,960</b>   | <b>3,142</b>         | <b>19,370</b> | <b>15,140</b> | <b>122,240</b> | <b>216,754</b> | <b>30,402</b> | <b>25,642</b> | <b>41,338</b> | <b>41,200</b>                 |
| <b>Passenger cars:</b>      |                |                |                      |               |               |                |                |               |               |               |                               |
| January .....               | 27,279         | 246            | 145                  | 890           | 628           | 5,496          | 12,519         | 1,498         | 1,100         | 2,001         | 2,754                         |
| February .....              | 34,257         | 493            | 184                  | 1,022         | 815           | 7,453          | 14,681         | 2,122         | 1,348         | 2,647         | 3,492                         |
| March .....                 | 43,348         | 367            | 228                  | 1,374         | 1,222         | 10,295         | 18,657         | 2,484         | 1,832         | 3,037         | 3,852                         |
| April .....                 | 50,125         | 927            | 250                  | 1,770         | 1,322         | 12,797         | 20,909         | 2,785         | 2,330         | 3,494         | 3,541                         |
| May .....                   | 50,789         | 857            | 330                  | 2,032         | 1,481         | 12,846         | 21,492         | 2,646         | 2,092         | 3,236         | 3,777                         |
| June .....                  | 50,747         | 613            | 406                  | 1,932         | 1,482         | 12,078         | 21,555         | 2,947         | 2,369         | 3,604         | 3,561                         |
| July .....                  | 33,920         | 591            | 142                  | 1,486         | 967           | 8,387          | 14,537         | 2,166         | 1,451         | 2,008         | 2,185                         |
| August .....                | 29,265         | 521            | 144                  | 1,430         | 939           | 6,949          | 11,806         | 1,892         | 1,092         | 2,128         | 2,364                         |
| September .....             | 26,173         | 409            | 107                  | 857           | 775           | 5,643          | 11,790         | 1,648         | 1,197         | 1,659         | 1,888                         |
| October .....               | 33,473         | 430            | 231                  | 1,293         | 1,077         | 8,234          | 13,394         | 2,170         | 1,689         | 2,477         | 2,478                         |
| November .....              | 36,603         | 413            | 172                  | 1,014         | 890           | 8,103          | 16,951         | 1,995         | 1,773         | 2,590         | 2,702                         |
| December .....              | 31,792         | 433            | 184                  | 1,463         | 895           | 7,177          | 12,941         | 1,759         | 1,565         | 2,536         | 2,839                         |
| <b>Total units .....</b>    | <b>447,771</b> | <b>6,500</b>   | <b>2,523</b>         | <b>16,563</b> | <b>12,493</b> | <b>105,660</b> | <b>191,232</b> | <b>26,112</b> | <b>19,838</b> | <b>31,417</b> | <b>35,433</b>                 |
| <b>Commercial vehicles:</b> |                |                |                      |               |               |                |                |               |               |               |                               |
| January .....               | 4,992          | 69             | 34                   | 187           | 147           | 1,052          | 1,957          | 228           | 297           | 616           | 405                           |
| February .....              | 6,009          | 107            | 36                   | 207           | 165           | 1,275          | 2,234          | 298           | 364           | 774           | 549                           |
| March .....                 | 7,296          | 88             | 69                   | 200           | 198           | 1,731          | 2,769          | 327           | 456           | 822           | 636                           |
| April .....                 | 7,650          | 174            | 74                   | 285           | 277           | 1,598          | 2,559          | 448           | 645           | 1,038         | 552                           |
| May .....                   | 7,658          | 127            | 87                   | 277           | 270           | 1,741          | 2,687          | 491           | 561           | 658           | 559                           |
| June .....                  | 7,952          | 188            | 82                   | 350           | 281           | 1,713          | 2,730          | 557           | 556           | 1,011         | 484                           |
| July .....                  | 5,453          | 108            | 33                   | 234           | 216           | 1,111          | 1,674          | 288           | 485           | 617           | 507                           |
| August .....                | 6,110          | 172            | 46                   | 292           | 207           | 1,302          | 1,861          | 362           | 643           | 628           | 397                           |
| September .....             | 5,418          | 138            | 31                   | 171           | 245           | 1,206          | 1,776          | 304           | 487           | 679           | 383                           |
| October .....               | 6,120          | 103            | 48                   | 231           | 263           | 1,311          | 1,677          | 368           | 542           | 896           | 481                           |
| November .....              | 5,521          | 105            | 41                   | 167           | 173           | 1,261          | 1,790          | 296           | 379           | 851           | 438                           |
| December .....              | 5,238          | 83             | 38                   | 186           | 205           | 1,279          | 1,603          | 323           | 409           | 731           | 376                           |
| <b>Total units .....</b>    | <b>75,417</b>  | <b>1,460</b>   | <b>619</b>           | <b>2,807</b>  | <b>2,647</b>  | <b>16,560</b>  | <b>25,522</b>  | <b>4,290</b>  | <b>5,804</b>  | <b>9,921</b>  | <b>5,767</b>                  |

<sup>1</sup> Includes Yukon and Northwest Territories.

Note: Includes British and European.



TABLE 4. Retail Value of New Motor Vehicles Sold in Canada, 1960 by Province and Month

| Month                       | Canada               | Newfoundland  | Prince Edward Island | Nova Scotia   | New Brunswick | Quebec         | Ontario        | Manitoba      | Saskatchewan  | Alberta        | British Columbia |
|-----------------------------|----------------------|---------------|----------------------|---------------|---------------|----------------|----------------|---------------|---------------|----------------|------------------|
|                             | thousands of dollars |               |                      |               |               |                |                |               |               |                |                  |
| <b>All vehicles:</b>        |                      |               |                      |               |               |                |                |               |               |                |                  |
| January .....               | 101,630              | 908           | 484                  | 2,946         | 2,321         | 21,768         | 45,309         | 5,346         | 4,466         | 8,748          | 9,334            |
| February .....              | 122,915              | 1,575         | 613                  | 3,416         | 2,744         | 27,239         | 51,507         | 7,236         | 5,305         | 11,205         | 12,075           |
| March .....                 | 152,950              | 1,301         | 816                  | 4,204         | 3,925         | 37,479         | 64,305         | 8,809         | 6,980         | 11,984         | 13,147           |
| April .....                 | 172,305              | 2,992         | 906                  | 5,414         | 4,763         | 42,801         | 69,519         | 10,092        | 9,171         | 14,333         | 12,314           |
| May .....                   | 174,514              | 2,697         | 1,110                | 6,322         | 4,842         | 44,476         | 71,632         | 9,920         | 8,207         | 12,777         | 12,531           |
| June .....                  | 173,781              | 2,686         | 1,359                | 6,023         | 5,024         | 41,481         | 71,175         | 11,042        | 8,925         | 14,696         | 11,370           |
| July .....                  | 116,751              | 1,884         | 467                  | 4,498         | 3,384         | 28,306         | 47,424         | 7,669         | 6,021         | 8,873          | 8,225            |
| August .....                | 105,641              | 1,967         | 524                  | 4,444         | 3,185         | 25,618         | 40,335         | 7,239         | 5,411         | 9,215          | 7,703            |
| September .....             | 93,835               | 1,491         | 349                  | 2,742         | 2,873         | 21,215         | 39,213         | 6,551         | 5,079         | 7,563          | 6,759            |
| October .....               | 119,567              | 1,419         | 673                  | 3,876         | 3,660         | 28,705         | 47,134         | 8,018         | 7,096         | 10,378         | 8,608            |
| November .....              | 126,420              | 1,377         | 567                  | 3,264         | 2,989         | 29,581         | 55,631         | 6,865         | 6,571         | 10,680         | 8,895            |
| December .....              | 114,518              | 1,442         | 618                  | 4,138         | 3,244         | 27,928         | 45,020         | 6,589         | 6,227         | 10,020         | 9,292            |
| <b>Total value .....</b>    | <b>1,574,827</b>     | <b>21,739</b> | <b>8,486</b>         | <b>51,287</b> | <b>42,954</b> | <b>376,597</b> | <b>648,204</b> | <b>95,376</b> | <b>79,459</b> | <b>130,472</b> | <b>120,253</b>   |
| <b>Passenger cars:</b>      |                      |               |                      |               |               |                |                |               |               |                |                  |
| January .....               | 81,816               | 671           | 384                  | 2,295         | 1,744         | 17,301         | 37,969         | 4,512         | 3,396         | 6,005          | 7,539            |
| February .....              | 100,361              | 1,249         | 500                  | 2,770         | 2,233         | 22,324         | 43,351         | 6,162         | 4,104         | 8,004          | 9,664            |
| March .....                 | 126,395              | 1,014         | 618                  | 3,602         | 3,249         | 30,961         | 54,466         | 7,468         | 5,440         | 9,100          | 10,477           |
| April .....                 | 143,468              | 2,456         | 682                  | 4,569         | 3,740         | 36,856         | 59,707         | 8,271         | 7,033         | 10,407         | 9,747            |
| May .....                   | 144,832              | 2,310         | 852                  | 5,260         | 3,894         | 36,864         | 61,821         | 7,974         | 6,282         | 9,577          | 9,998            |
| June .....                  | 144,336              | 2,126         | 1,113                | 4,930         | 3,922         | 34,549         | 61,502         | 8,785         | 7,056         | 10,946         | 9,407            |
| July .....                  | 95,967               | 1,542         | 377                  | 3,771         | 2,542         | 23,563         | 41,437         | 6,358         | 4,370         | 5,834          | 6,170            |
| August .....                | 83,281               | 1,431         | 389                  | 3,538         | 2,460         | 20,027         | 33,991         | 5,622         | 3,281         | 6,362          | 6,180            |
| September .....             | 72,535               | 1,033         | 256                  | 2,205         | 1,862         | 16,529         | 32,207         | 4,871         | 3,442         | 4,934          | 5,196            |
| October .....               | 96,677               | 1,120         | 530                  | 3,196         | 2,680         | 23,861         | 39,417         | 6,558         | 5,189         | 7,313          | 6,813            |
| November .....              | 105,219              | 1,052         | 450                  | 2,678         | 2,402         | 24,111         | 48,583         | 5,812         | 5,284         | 7,530          | 7,317            |
| December .....              | 94,186               | 1,113         | 507                  | 3,568         | 2,442         | 21,545         | 39,411         | 5,432         | 4,890         | 7,322          | 7,956            |
| <b>Total value .....</b>    | <b>1,289,073</b>     | <b>17,117</b> | <b>6,658</b>         | <b>42,382</b> | <b>33,170</b> | <b>308,491</b> | <b>553,862</b> | <b>77,825</b> | <b>59,767</b> | <b>93,334</b>  | <b>96,467</b>    |
| <b>Commercial vehicles:</b> |                      |               |                      |               |               |                |                |               |               |                |                  |
| January .....               | 19,814               | 237           | 100                  | 651           | 577           | 4,467          | 7,340          | 834           | 1,070         | 2,743          | 1,795            |
| February .....              | 22,554               | 326           | 113                  | 646           | 511           | 4,915          | 8,156          | 1,074         | 1,201         | 3,201          | 2,411            |
| March .....                 | 26,555               | 287           | 198                  | 602           | 676           | 6,518          | 9,839          | 1,341         | 1,540         | 2,884          | 2,670            |
| April .....                 | 28,837               | 536           | 224                  | 845           | 1,023         | 5,945          | 9,812          | 1,821         | 2,138         | 3,926          | 2,567            |
| May .....                   | 29,682               | 387           | 258                  | 1,062         | 948           | 7,612          | 9,811          | 1,946         | 1,925         | 3,200          | 2,533            |
| June .....                  | 29,445               | 560           | 246                  | 1,093         | 1,102         | 6,932          | 9,673          | 2,257         | 1,869         | 3,750          | 1,963            |
| July .....                  | 20,784               | 342           | 90                   | 727           | 842           | 4,743          | 5,987          | 1,311         | 1,651         | 3,039          | 2,052            |
| August .....                | 22,360               | 536           | 135                  | 906           | 725           | 5,591          | 6,344          | 1,617         | 2,130         | 2,853          | 1,523            |
| September .....             | 21,300               | 458           | 93                   | 537           | 1,011         | 4,686          | 7,006          | 1,680         | 1,637         | 2,629          | 1,563            |
| October .....               | 22,890               | 299           | 143                  | 680           | 980           | 4,844          | 7,717          | 1,460         | 1,907         | 3,065          | 1,795            |
| November .....              | 21,201               | 325           | 117                  | 586           | 587           | 5,470          | 7,048          | 1,053         | 1,287         | 3,150          | 1,578            |
| December .....              | 20,332               | 329           | 111                  | 570           | 802           | 6,383          | 5,609          | 1,157         | 1,337         | 2,698          | 1,336            |
| <b>Total value .....</b>    | <b>285,754</b>       | <b>4,622</b>  | <b>1,828</b>         | <b>8,905</b>  | <b>9,784</b>  | <b>68,106</b>  | <b>94,342</b>  | <b>17,551</b> | <b>19,692</b> | <b>37,138</b>  | <b>23,786</b>    |

<sup>1</sup> Includes Yukon and Northwest Territories.

Note: Includes British and European.

## 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 companies and acceptance corporations. No other institutions engaged in this field of activity are included in this report. The information represents a revised summary of the twelve monthly reports on motor vehicle financing published during 1960.

Since 1957 the total number of new and used vehicles financed by sales finance companies and acceptance corporations has shown a steady decline. For the year 1960 the number and value of vehicles financed decreased by 3.8 per cent and 2.1 per cent respectively. The number of new passenger vehicles

financed during 1960 showed an increase of 4.0 per cent from the previous year while financing of new commercial vehicles and used passenger and commercial vehicles all showed declines.

The financing of motor vehicle sales is of course an activity of numerous lending institutions, chartered banks, credit unions etc. Since the financing covered in this report is an unknown percentage of all vehicles financed, comparisons of such financing to total new vehicle sales are not shown.

Commencing with 1961 the information on financing of motor vehicle sales will no longer be shown in this report. This data will be available in the annual report Sales Financing 1961—catalogue No. 63-211.

TABLE 5. Percentage Change in Number of Vehicles Financed and Amount of Financing by Provinces 1960/1959

| Province                            | Number       |            |               |            | Amount       |            |               |            |
|-------------------------------------|--------------|------------|---------------|------------|--------------|------------|---------------|------------|
|                                     | New vehicles |            | Used vehicles |            | New vehicles |            | Used vehicles |            |
|                                     | Passenger    | Commercial | Passenger     | Commercial | Passenger    | Commercial | Passenger     | Commercial |
| Canada .....                        | + 4.0        | - 2.3      | - 7.7         | - 5.3      | + 1.7        | + 3.0      | - 7.5         | - 4.7      |
| Atlantic Provinces .....            | +14.0        | +13.6      | - 6.5         | -12.6      | +12.2        | +26.6      | - 4.1         | - 6.2      |
| Quebec .....                        | +11.7        | + 5.6      | - 3.4         | - 0.5      | + 7.4        | +16.0      | - 6.5         | + 8.2      |
| Ontario .....                       | + 6.5        | - 5.2      | -10.6         | - 9.5      | + 5.7        | - 3.7      | - 9.1         | - 9.7      |
| Manitoba .....                      | + 1.9        | - 7.7      | - 0.3         | - 2.9      | + 5.0        | - 2.7      | + 4.6         | +11.9      |
| Saskatchewan .....                  | - 2.4        | - 7.5      | - 5.0         | - 3.0      | - 4.8        | -12.1      | - 4.3         | + 3.9      |
| Alberta .....                       | -13.1        | - 7.0      | - 8.5         | - 2.3      | -16.1        | - 3.4      | - 8.8         | - 7.2      |
| British Columbia <sup>1</sup> ..... | -16.0        | -14.7      | -12.5         | - 4.6      | -19.9        | - 3.0      | -12.8         | -15.2      |

<sup>1</sup> Includes Yukon and Northwest Territories.

TABLE 6. Financing of Motor Vehicle Sales in Canada 1947-1960

| 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     | 58,634 |



TABLE 7. Number of Motor Vehicles Financed by Provinces and by Months, 1960

| Month                      | Canada         | Atlantic Provinces | Quebec        | Ontario        | Manitoba      | Saskatchewan  | Alberta       | British Columbia <sup>1</sup> |
|----------------------------|----------------|--------------------|---------------|----------------|---------------|---------------|---------------|-------------------------------|
| New passenger cars         |                |                    |               |                |               |               |               |                               |
| <b>Annual totals</b> ..... | <b>164,335</b> | <b>12,155</b>      | <b>44,265</b> | <b>70,195</b>  | <b>7,170</b>  | <b>6,514</b>  | <b>13,171</b> | <b>10,865</b>                 |
| January .....              | 8,153          | 438                | 1,767         | 3,718          | 353           | 306           | 838           | 733                           |
| February .....             | 11,307         | 593                | 2,633         | 5,295          | 502           | 339           | 1,023         | 922                           |
| March .....                | 14,420         | 820                | 3,697         | 6,484          | 729           | 449           | 1,179         | 1,062                         |
| April .....                | 16,162         | 1,156              | 4,522         | 6,636          | 644           | 704           | 1,407         | 1,093                         |
| May .....                  | 18,664         | 1,602              | 5,491         | 7,740          | 740           | 671           | 1,285         | 1,135                         |
| June .....                 | 18,574         | 1,472              | 5,198         | 7,752          | 890           | 713           | 1,404         | 1,145                         |
| July .....                 | 15,470         | 1,285              | 4,563         | 6,312          | 620           | 588           | 1,155         | 946                           |
| August .....               | 14,481         | 1,307              | 3,739         | 6,065          | 662           | 609           | 1,186         | 913                           |
| September .....            | 12,249         | 968                | 3,091         | 5,464          | 511           | 579           | 894           | 742                           |
| October .....              | 11,949         | 923                | 3,272         | 4,979          | 537           | 594           | 922           | 722                           |
| November .....             | 12,204         | 870                | 3,481         | 5,151          | 500           | 527           | 917           | 758                           |
| December .....             | 10,702         | 720                | 2,811         | 4,599          | 482           | 435           | 961           | 694                           |
| New commercial vehicles    |                |                    |               |                |               |               |               |                               |
| <b>Annual totals</b> ..... | <b>24,864</b>  | <b>2,584</b>       | <b>6,550</b>  | <b>7,608</b>   | <b>1,016</b>  | <b>1,353</b>  | <b>3,716</b>  | <b>2,037</b>                  |
| January .....              | 1,391          | 118                | 346           | 459            | 52            | 69            | 197           | 150                           |
| February .....             | 1,741          | 140                | 423           | 610            | 56            | 68            | 286           | 158                           |
| March .....                | 2,038          | 161                | 556           | 694            | 73            | 99            | 268           | 197                           |
| April .....                | 2,296          | 233                | 521           | 756            | 90            | 114           | 377           | 195                           |
| May .....                  | 2,792          | 336                | 673           | 862            | 118           | 155           | 430           | 218                           |
| June .....                 | 2,579          | 326                | 618           | 788            | 119           | 118           | 394           | 216                           |
| July .....                 | 2,006          | 267                | 532           | 568            | 100           | 93            | 266           | 180                           |
| August .....               | 2,244          | 266                | 621           | 636            | 84            | 142           | 337           | 158                           |
| September .....            | 2,133          | 205                | 636           | 617            | 82            | 129           | 331           | 133                           |
| October .....              | 1,905          | 196                | 530           | 540            | 71            | 147           | 277           | 144                           |
| November .....             | 1,999          | 183                | 586           | 593            | 82            | 105           | 302           | 148                           |
| December .....             | 1,740          | 153                | 498           | 485            | 89            | 114           | 251           | 150                           |
| Used passenger cars        |                |                    |               |                |               |               |               |                               |
| <b>Annual totals</b> ..... | <b>291,560</b> | <b>24,750</b>      | <b>72,067</b> | <b>105,408</b> | <b>15,985</b> | <b>15,831</b> | <b>30,849</b> | <b>26,670</b>                 |
| January .....              | 15,414         | 1,030              | 3,070         | 6,311          | 722           | 752           | 1,807         | 1,722                         |
| February .....             | 21,008         | 1,454              | 4,634         | 8,121          | 1,064         | 1,049         | 2,433         | 2,253                         |
| March .....                | 25,674         | 1,886              | 6,252         | 9,788          | 1,299         | 1,154         | 2,679         | 2,616                         |
| April .....                | 28,385         | 2,279              | 6,882         | 10,223         | 1,547         | 1,568         | 3,223         | 2,663                         |
| May .....                  | 31,799         | 2,846              | 8,424         | 11,427         | 1,616         | 1,594         | 3,069         | 2,823                         |
| June .....                 | 32,726         | 2,943              | 8,138         | 11,774         | 2,006         | 1,744         | 3,456         | 2,665                         |
| July .....                 | 28,943         | 2,602              | 7,453         | 10,325         | 1,924         | 1,486         | 2,678         | 2,475                         |
| August .....               | 28,228         | 2,747              | 6,826         | 10,011         | 1,627         | 1,494         | 2,954         | 2,569                         |
| September .....            | 22,623         | 2,069              | 5,613         | 7,883          | 1,385         | 1,291         | 2,386         | 1,996                         |
| October .....              | 20,518         | 1,800              | 5,458         | 6,888          | 1,024         | 1,375         | 2,279         | 1,694                         |
| November .....             | 19,458         | 1,684              | 4,946         | 6,607          | 980           | 1,353         | 2,163         | 1,725                         |
| December .....             | 16,784         | 1,410              | 4,371         | 6,050          | 791           | 971           | 1,722         | 1,469                         |
| Used commercial vehicles   |                |                    |               |                |               |               |               |                               |
| <b>Annual totals</b> ..... | <b>39,752</b>  | <b>4,186</b>       | <b>8,975</b>  | <b>9,568</b>   | <b>1,961</b>  | <b>2,841</b>  | <b>6,941</b>  | <b>5,280</b>                  |
| January .....              | 2,299          | 200                | 455           | 575            | 145           | 156           | 412           | 356                           |
| February .....             | 2,791          | 258                | 542           | 725            | 114           | 207           | 520           | 425                           |
| March .....                | 3,393          | 317                | 696           | 899            | 164           | 242           | 553           | 522                           |
| April .....                | 3,704          | 361                | 745           | 980            | 172           | 283           | 657           | 506                           |
| May .....                  | 4,519          | 517                | 991           | 1,039          | 203           | 290           | 728           | 751                           |
| June .....                 | 3,873          | 450                | 782           | 942            | 212           | 248           | 737           | 504                           |
| July .....                 | 3,173          | 370                | 715           | 749            | 159           | 221           | 545           | 414                           |
| August .....               | 3,918          | 434                | 1,032         | 884            | 180           | 314           | 642           | 432                           |
| September .....            | 3,405          | 351                | 849           | 801            | 169           | 259           | 580           | 396                           |
| October .....              | 3,040          | 314                | 762           | 711            | 138           | 224           | 516           | 375                           |
| November .....             | 3,029          | 342                | 743           | 643            | 163           | 231           | 580           | 327                           |
| December .....             | 2,608          | 272                | 663           | 620            | 142           | 168           | 471           | 272                           |

<sup>1</sup> Includes Yukon and Northwest Territories.



TABLE 8. Amount of Motor Vehicle Financing, by Provinces and by Months, 1960

| Month                      | Canada         | Atlantic Provinces | Quebec         | Ontario        | Manitoba      | Saskatchewan  | Alberta       | British Columbia <sup>1</sup> |
|----------------------------|----------------|--------------------|----------------|----------------|---------------|---------------|---------------|-------------------------------|
| thousands of dollars       |                |                    |                |                |               |               |               |                               |
| New passenger cars         |                |                    |                |                |               |               |               |                               |
| <b>Annual totals</b> ..... | <b>377,851</b> | <b>25,923</b>      | <b>103,033</b> | <b>160,815</b> | <b>17,272</b> | <b>14,643</b> | <b>30,771</b> | <b>25,394</b>                 |
| January .....              | 19,163         | 956                | 4,288          | 8,737          | 864           | 683           | 1,908         | 1,727                         |
| February .....             | 26,712         | 1,304              | 6,315          | 12,433         | 1,171         | 796           | 2,483         | 2,210                         |
| March .....                | 33,305         | 1,666              | 8,574          | 15,044         | 1,724         | 1,034         | 2,765         | 2,498                         |
| April .....                | 37,304         | 2,433              | 10,471         | 15,406         | 1,558         | 1,572         | 3,308         | 2,556                         |
| May .....                  | 42,804         | 3,438              | 12,613         | 17,777         | 1,830         | 1,519         | 2,987         | 2,640                         |
| June .....                 | 42,495         | 3,185              | 11,953         | 17,548         | 2,096         | 1,611         | 3,359         | 2,743                         |
| July .....                 | 34,971         | 2,693              | 10,400         | 14,187         | 1,468         | 1,303         | 2,694         | 2,226                         |
| August .....               | 33,037         | 2,800              | 8,612          | 13,839         | 1,518         | 1,352         | 2,829         | 2,087                         |
| September .....            | 27,499         | 2,049              | 7,094          | 12,083         | 1,226         | 1,285         | 2,086         | 1,676                         |
| October .....              | 27,289         | 1,968              | 7,694          | 11,219         | 1,232         | 1,331         | 2,141         | 1,704                         |
| November .....             | 28,342         | 1,872              | 8,223          | 11,895         | 1,337         | 1,169         | 2,131         | 1,715                         |
| December .....             | 24,930         | 1,559              | 6,796          | 10,647         | 1,248         | 988           | 2,080         | 1,612                         |
| New commercial vehicles    |                |                    |                |                |               |               |               |                               |
| <b>Annual totals</b> ..... | <b>97,506</b>  | <b>9,164</b>       | <b>25,848</b>  | <b>26,405</b>  | <b>4,685</b>  | <b>4,594</b>  | <b>15,304</b> | <b>9,506</b>                  |
| January .....              | 5,478          | 343                | 1,269          | 1,675          | 185           | 301           | 1,053         | 652                           |
| February .....             | 7,075          | 454                | 1,912          | 2,184          | 261           | 257           | 1,229         | 778                           |
| March .....                | 7,377          | 525                | 1,838          | 2,487          | 329           | 297           | 1,192         | 709                           |
| April .....                | 8,647          | 738                | 1,674          | 3,399          | 471           | 340           | 1,313         | 712                           |
| May .....                  | 11,506         | 1,306              | 2,526          | 3,467          | 579           | 638           | 1,822         | 1,168                         |
| June .....                 | 11,235         | 1,159              | 2,641          | 3,315          | 589           | 433           | 1,758         | 1,340                         |
| July .....                 | 7,993          | 1,094              | 2,107          | 1,920          | 606           | 343           | 1,106         | 817                           |
| August .....               | 8,939          | 1,037              | 2,429          | 2,459          | 343           | 435           | 1,424         | 812                           |
| September .....            | 8,349          | 734                | 2,554          | 2,357          | 388           | 397           | 1,268         | 651                           |
| October .....              | 7,030          | 686                | 2,166          | 1,862          | 294           | 400           | 1,154         | 468                           |
| November .....             | 7,115          | 577                | 2,413          | 1,702          | 284           | 409           | 1,090         | 640                           |
| December .....             | 6,762          | 511                | 2,319          | 1,578          | 356           | 344           | 895           | 759                           |
| Used passenger cars        |                |                    |                |                |               |               |               |                               |
| <b>Annual totals</b> ..... | <b>298,415</b> | <b>22,079</b>      | <b>71,429</b>  | <b>112,043</b> | <b>17,643</b> | <b>14,855</b> | <b>31,040</b> | <b>29,326</b>                 |
| January .....              | 16,854         | 925                | 3,379          | 7,125          | 857           | 756           | 1,882         | 1,930                         |
| February .....             | 22,628         | 1,274              | 4,910          | 9,021          | 1,268         | 1,054         | 2,545         | 2,556                         |
| March .....                | 27,261         | 1,629              | 6,444          | 10,864         | 1,451         | 1,147         | 2,815         | 2,911                         |
| April .....                | 29,807         | 2,003              | 6,877          | 11,241         | 1,741         | 1,613         | 3,363         | 2,969                         |
| May .....                  | 32,856         | 2,541              | 8,471          | 12,123         | 1,827         | 1,503         | 3,120         | 3,271                         |
| June .....                 | 33,412         | 2,686              | 7,991          | 12,509         | 2,195         | 1,596         | 3,510         | 2,925                         |
| July .....                 | 29,692         | 2,323              | 7,121          | 10,959         | 2,431         | 1,366         | 2,737         | 2,755                         |
| August .....               | 28,069         | 2,447              | 6,580          | 10,389         | 1,659         | 1,366         | 2,884         | 2,744                         |
| September .....            | 21,952         | 1,823              | 5,230          | 7,972          | 1,365         | 1,212         | 2,272         | 2,078                         |
| October .....              | 19,765         | 1,614              | 5,155          | 6,939          | 1,033         | 1,197         | 2,121         | 1,706                         |
| November .....             | 18,842         | 1,516              | 4,669          | 6,614          | 980           | 1,115         | 2,078         | 1,870                         |
| December .....             | 17,277         | 1,298              | 4,602          | 6,287          | 836           | 930           | 1,713         | 1,611                         |
| Used commercial vehicles   |                |                    |                |                |               |               |               |                               |
| <b>Annual totals</b> ..... | <b>56,634</b>  | <b>3,992</b>       | <b>12,305</b>  | <b>13,263</b>  | <b>3,365</b>  | <b>3,267</b>  | <b>11,067</b> | <b>9,355</b>                  |
| January .....              | 3,862          | 175                | 623            | 850            | 381           | 171           | 768           | 874                           |
| February .....             | 4,103          | 305                | 752            | 999            | 132           | 207           | 871           | 837                           |
| March .....                | 4,812          | 275                | 854            | 1,232          | 289           | 278           | 828           | 1,056                         |
| April .....                | 4,713          | 330                | 885            | 1,289          | 266           | 313           | 949           | 681                           |
| May .....                  | 6,425          | 497                | 1,301          | 1,391          | 425           | 323           | 1,324         | 1,164                         |
| June .....                 | 5,756          | 510                | 984            | 1,297          | 390           | 309           | 1,257         | 1,009                         |
| July .....                 | 4,542          | 321                | 894            | 1,022          | 337           | 337           | 840           | 791                           |
| August .....               | 5,119          | 414                | 1,434          | 1,161          | 222           | 367           | 937           | 584                           |
| September .....            | 4,588          | 310                | 1,243          | 1,123          | 156           | 249           | 836           | 671                           |
| October .....              | 3,989          | 264                | 894            | 1,060          | 169           | 250           | 818           | 534                           |
| November .....             | 4,420          | 321                | 1,259          | 871            | 364           | 256           | 797           | 552                           |
| December .....             | 4,305          | 270                | 1,182          | 968            | 234           | 207           | 842           | 602                           |

<sup>1</sup> Includes Yukon and Northwest Territories.

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