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## FONTHLY FINANCIIG OF MOTOR VEHICLE SALES IN CANADA, JANUARY, 1940

The volume of financing of new and used motor vehicle sales in canada recorded gains of 21 per cent in number and 27 per cent in amount of financing in the first month of 1940 , over January, 1939. There were 7.921 transactions in January, 1940, involving $\$ 3,561,175$ compared with 6,535 vehicles financed for $2,809,513$ in the same month last year.

After a long series of declines in corresponding-month comparisons over the previous two years, new vehicle financing made a strong recovery, advancing 40 per cent in number and 45 per cent in amount of financing above January, 1939. In January, $1940,2,405$ units were financed to the extent of $\$ 1,802,707$, while in January, 1939, 1,721 new vehicles were financed for $\$ 1,247, \psi_{4} \epsilon_{\text {. Improvement was refleoted in results }}$ for $3 l l$ sections of the country with the exception of British Columbia, where the number of units financed in January, 1940, was 15 per cont lower than in the same month of last year. Combined figures for Manitoba and Saskatchowan increased 220 per cent over January a. year ago, the other outstanding gain being the 82 per cent advance recorded in tho Maritime Provinces. In Quebec, new vehicle financing was 40 per oont higher, while in Ontario and Alberta gains of 25 and 18 per cent respectively were reported.

More moderate improvement over ianuary, 1939, was shown in the used vehicle ficld, whore the 5,516 vehicles financed for $\$ 1,758,468$ in January, 1940, were 15 per cont in number and 13 per cent in amount of financing above the 4,814 units financed for $\$ 1,5,62,067$ in the same month a year ago. The only decline among the various economic divisions was that for British Columbia, where usod vehicle financing was 18 per cont lower than in January, 1939. In Manitoba and Saskatchewan, there was an increase of 61 por cent, while in the Maritime Provinces the gain was 42 per cent. Gains in othor regions were as follows: 17 per cent in Ontario, 14 per cont in Alburta and 5 per cent in Quebec.

Revised figures for 1939 appear for the first time in this bullotin.


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FINANCING OF HOTOR VEHICLE SALES IN CANADA, 1938-1940
(rigures for tho ourrent year are subject to inal revision)

|  | Number of Vehiclos |  |  |  | Amount of Financing |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Lonth | 1938 | $(\mathrm{x})$ 1939 | 1940 |  | 1938 | $\begin{array}{r} 1 x \\ 1939 \end{array}$ | 1940 | $\begin{aligned} & \text { \% of } \\ & \text { change, } \\ & 1940 / 39 \end{aligned}$ |


| January ..... | 2,265 | 1,721 | 2,405 | $+39.7$ | 1,740,832 | 1.247,446 | 1,802,707 | $+44.5$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fobruary .... | 2,304 | 1,663 |  |  | 1,741,945 | 1,271,563 |  |  |
| Larch . . . . . . | 3.568 | 2,642 |  |  | 2,594,953 | 1,963,902 |  |  |
| April ....... | 6,809 | 4,688 |  |  | 5,012,238 | 3,372,364 |  |  |
| May ......... | 7,024 | 6,046 |  |  | $5,318,24,6$ | 4,515,982 |  |  |
| June . . . . . . . | 5,050 | 4,209 |  |  | 3,817,376 | 3,246,659 |  |  |
| July ......... | 3,605 | 3,145 |  |  | 2,719,524 | 2,405,739 |  |  |
| August ...... | 3,219 | 2,992 |  |  | 2,501,978 | 2,267,915 |  |  |
| September ... | 2,978 | 2,405 |  |  | 2,228,910 | 1,793,221 |  |  |
| October ..... | 2,921 | 2,472 |  |  | 2,035,587 | 1,749,308 |  |  |
| November .... | 2,674 | 2,618 |  |  | 1,940,071 | 1,908,245 |  |  |
| December . ... | 2,850 | 2,719 |  |  | 2,049,964 | 2,110,283 |  |  |
| 12 months ... | 45,267 | 37,320 |  |  | 33,701,624, | $27,852,627$ |  |  |

Used Vehicles(a)


TOTAL - New and Used Vehicles(a)

(a) Inoludes passonfer cars, trucks and busos
(a) Revised

| Prorince | Number of Vohicles |  |  | Amount of Financing |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | january 1939 | January 1940 | $\begin{aligned} & \text { C Change } \\ & \text { 19LC/39 } \end{aligned}$ | January 1939 | January 1940 | \% Change 1940/39 |

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| CANADA | 1,721 | 2,L05 | +39.7 | 1,247,446 | 1,802,707 | $+44.5$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Maritime Provinces | 79 | 144 | $+82.3$ | 61,509 | 120,532 | +96.0 |
| Quebeo | 237 | 331 | + 39.7 | 186,800 | 257,382 | + 37.8 |
| Ontario | 781 | 977 | + 25.1 | 546,934 | 725,839 | + 32.7 |
| Manitoba \& Saskatchewan | 138 | 414 | +219.6 | 96,918 | 311,732 | +221.6 |
| Alberta. | 300 | 353 | + 17.7 | 207,016 | 253.585 | + 22.5 |
| British Columbia | 186 | 159 | - 14.5 | 148,269 | 133.537 | - 9.9 |

Used Vohicles(a)

| CANADA | 4, 814 | 5,516 | 24.6 | 1,562,067 | 1,758,468 | + 12.6 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Maritime Provinces .... | 211 | 299 | $+41.7$ | 71,783 | 92,369 | $+28.7$ |
| Quebec | 526 | 552 | + 4.9 | 195,133 | 192,849 | - 1.2 |
| Ontario | 2,515 | 2,938 | + 16.8 | 756,355 | 8614.5148 | $+14.3$ |
| Manitoba \& Saskatchewan | 358 | 577 | + 61.2 | 107.528 | 196,438 | $+82.7$ |
| Alberta ....... | 494 | 565 | +14.4 | 167.54, | 20:4,019 | + 21.8 |
| British Columbia | 710 | 585 | - 17.6 | 263,726 | 208,215 | - 21.0 |

TOTAL - New and Used Vohicles(a)

| CAIVADA | 6,535 | 7.921 | $+21.2$ | 2,809,513 | 3,561,175 | $+26.8$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Maritime provinces | 290 | 443 | $+52.8$ | 133,292 | 212,901 | $+59.7$ |
| Quebec .. | 763 | 883 | $+15.7$ | 381,933 | 450,231 | + 17.9 |
| Ontario .............. | 3,296 | 3.915 | + 13.8 | 1,303,289 | 1,590,357 | + 22.0 |
| Manitoba \& Saskatchewan | 496 | 1,018 | $+105.2$ | 204,446 | 508,170 | +148.6 |
| Alberta. | 794 | 918 | + 25.6 | 374.558 | 457,734 | + 22.2 |
| British Columbia | 896 | 744 | - 17.0 | 411,995 | 341,752 | - 17.0 |

(a) Incluces passenger cars, trucks and buses.

