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FINANCING OF HOTOR VEHICLE SALES IN CANADA, MARCH, 1937.

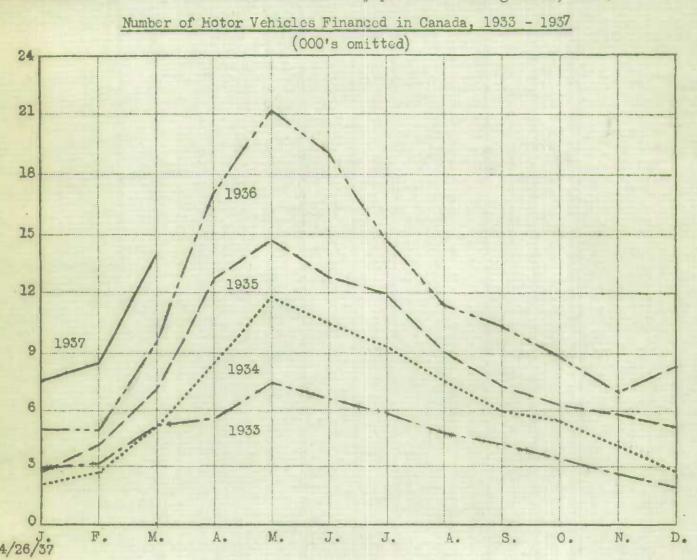
An increase of 45 per cent in volume and 50 per cent in value was shown in financing of motor vehicle sales for March, in comparison with March, 1936. There were 13,963 new and used motor vehicles financed at \$5,942,019 against 9,656 at \$3,962,048 for March last year.

Combined totals for the first quarter, 29,994 vehicles at \$12,780,076, indicated gains over last year of 52 per cent in volume and 58 per cent in value. New vehicles, however, showed a better percentage gain than used vehicles with a 63 per cent advance in both number and amount. Gains over the first quarter of 1936 for used vehicles were 48 per cent in number and 52 per cent in amount.

The number of new units financed during March was 4,777, and their financed value was 33,317,005, a gain over March, 1936 of 51 per cent in both number and amount. Substantial increases over last March were shown for all provinces, the Maritime Provinces reporting a gain of 78 per cent in number of new vehicles. The increase for Ontario was 59 per cent, that for Manitoba and Saskatchewan combined 56 per cent; quebec, 37 per cent; British Columbia, 35 per cent; and Alberta 29 per cent.

The increases shown for the used vehicles were slightly smaller than those made by new vehicles. The Canada totals, 9,186 vehicles at \$2,625,014 were 42 per cent and 48 per cent respectively in advance of last year's figures. The Maritime Provinces showed the best improvement in the used vehicle field also with a percentage gain of 58 in number of units financed. Ontario followed with a 51 per cent advance. Manitoba and Saskatchewan reported a gain of 47 per cent; Quebec, 34 per cent; British Columbia, 22 per cent; and Alberta, 6 per cent.

On page 4 is shown a comparison between the number of new vehicles financed and the number of new vehicles sold in Canada by provinces during March, 1937.



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FINANCING OF MOTOR VEHICLE SALES IN CANADA, 1935 - 1937 (Figures for the current year are subject to final revision)

	Number of Vehicles				Amount of Financing					
Month	1935	1936	1937	% of Change, 1937/36	1935	1936	1937	% of Change, 1937/36		
			Ne	w Vehicl	es(x)					
January February March	885 1,592 2,540	1,524 1,555 3,172	2,677 2,722 4,777	+ 75.7 + 75.0 + 50.6	\$ 651,272 1,136,203 1,756,967	1,054,002 1,102,521 2,192,004	\$1,848,131 1,926,096 3,317,005	+ 75.3 + 74.7 + 51.3		
3 mos	5,017	6,251	10,176	+ 62.8	3,544,442	4,348,527	7,091,232	+ 63.1		
April May June July August September October November December	4,779 5,288 3,862 3,541 2,371 1,961 1,480 1,787 1,864	6,331 7,270 5,615 4,293 3,087 2,672 2,097 2,015 3,232			3,250,246 3,668,725 2,669,173 2,531,943 1,692,405 1,428,316 1,096,937 1,242,813 1,285,656	4,267,363 4,960,491 3,980,528 3,074,640 2,216,705 1,922,520 1,543,324 1,459,643 2,114,120				
12 mos	31,950	42,863			22,410,656	29,887,861				
			Use	ed Vehicl	.es(x)					
January February March	1,844 2,657 4,645	3,521 3,434 6,484	4,864 5,768 9,186	+ 38.1 + 68.0 + 41.7	\$ 513,076 757,258 1,223,575	\$1,016,336 960,796 1,770,044	\$1,421,014 1,642,816 2,625,014	+ 39.8 + 71.0 + 48.3		
3 mos	9,146	13,439	19,878	+ 47.5	2,493,909	3,747,176	5,688,844	+ 51.8		
April June July August September October November December	7,970 9,448 8,959 8,424 6,710 5,324 4,843 4,062 3,342				2,123,201 2,478,268 2,286,465 2,109,499 1,712,378 1,377,752 1,266,777 1,050,592 942,024	2,897,812 3,680,981 3,467,078 2,696,934 2,129,282 1,939,819 1,749,543 1,309,686 1,353,640				
12 mos	68,228	94,651			17,840,865	24,971,951				
		To	tal - No	ew and Us	ed Vehicles	(x)				
January February March	2,729 4,249 7,185	4,989	7,541 8,490 13,963	+ 49.5 + 70.2 • 44.6		\$2,070,338 2,063,317 3,962,048		+ 57.9 + 73.0 + 50.0		
3 mos	14,163	19,690	29,994	+ 52.3	6,038,351	8,095,703	12,780,076	+ 57-9		
April May June July August October November December	12,749 14,736 12,821 11,965 9,081 7,285 6,323 5,849 5,206	21,172 19,063 14,642 11,399 10,312 8,849 6,960 8,271			5,373,447 6,146,993 4,955,638 4,641,442 3,404,783 2,806,068 2,363,714 2,293,405 2,227,680	7,165,175 8,641,472 7,447,606 5,771,574 4,345,987 3,862,339 3,292,867 2,769,329 3,467,760				
12 mos	100,178	137,514			40,251,521	54,859,812				

⁽x) Includes passenger cars, trucks and buses.

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FINANCING OF MOTOR VEHICLE SALES IN CANALA BY PROVINCES, MARCH, 1936 AND 1937.

Province	Number of Vehicles			Amount of Financing		
	March, 1936	March 1937	% Change 1937/1936	March, 1936	March, 1937	% Change 1937/1936

New Vehicles(a)

CAMADA	3,172	4,777	+ 50.6	\$ 2,192,004	\$ 3,317,005	+ 51.3
Maritimes	173	308	+ 78.0	128,223	231,056	+ 80.2
	682	934	+ 37.0	498,739	691,176	+ 38.6
	1,521	2,416	+ 58.8	994,047	1,608,635	+ 61.8
	279	436	+ 56.3	193,366	285,933	+ 47.9
	261	337	+ 29.1	172,272	226,417	+ 31.4
	256	346	+ 35.2	205,357	273,788	+ 33.3

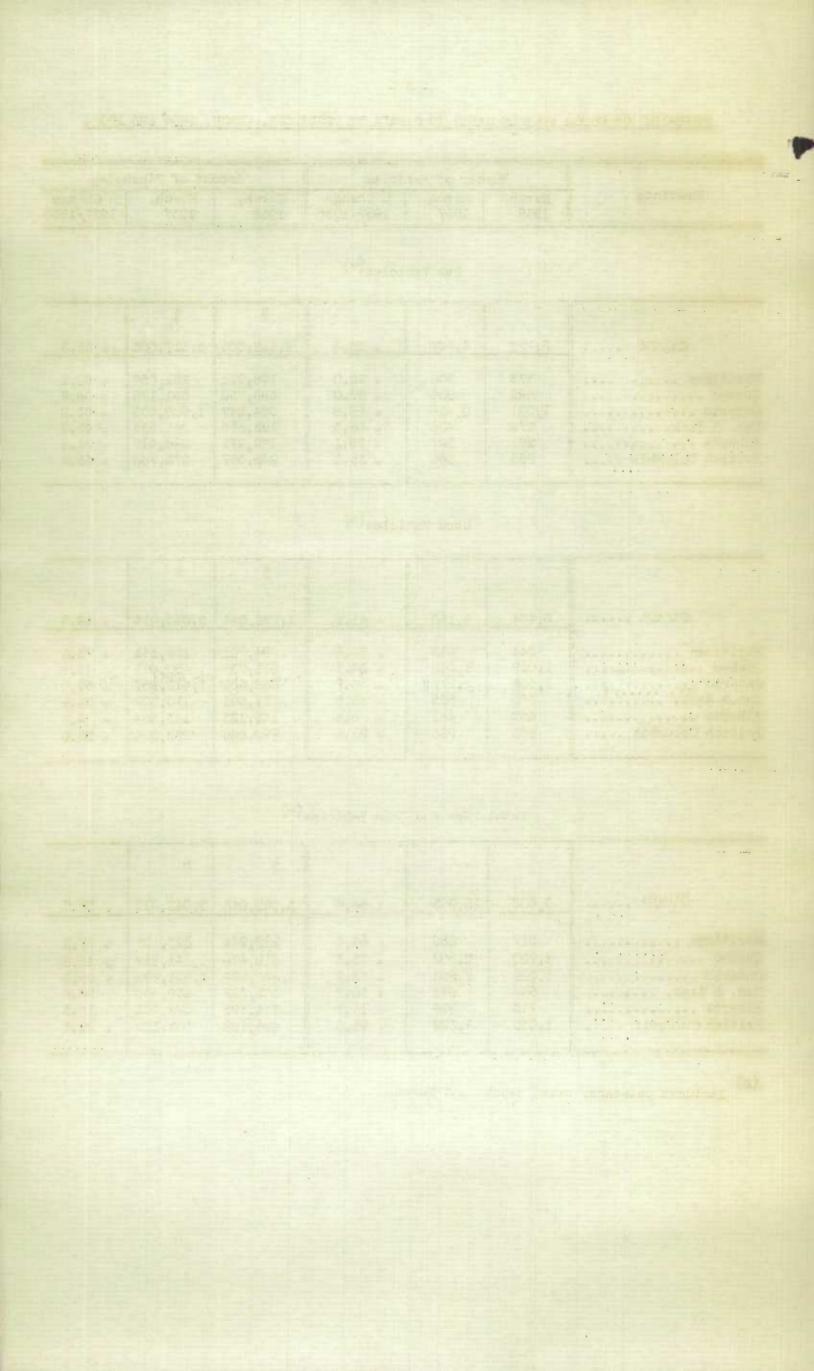
Used Vehicles (a)

				\$	\$	
CANADA	6,484	9,186	+ 41.7	1,770,044	2,625,014	+ 48.3
Maritimes Quebeo Ontario Man.& Sask Alberta British Columbia	344 1,019 3,501 365 452 803	542 1,368 5,277 535 481 983	+ 57.6 + 34.2 + 50.7 + 46.6 + 6.4 + 22.4	94,721 311,735 888,632 111,991 142,123 220,842	164,141 450,071 1,412,957 173,527 145,984 278,334	+ 73.3 + 44.4 + 59.0 + 54.9 + 2.7 + 26.0

Total, New and Used Vehicles(a)

CANADA	9,656	13,963	+ 44.6	3,962,048	\$ 5,942,019	+ 50.0
Maritimes Quebec Ontario Man. & Sask Alberta British Columbia	517	850	+ 64.4	222,944	395,197	+ 77.3
	1,701	2,302	+ 35.3	810,474	1,141,247	+ 40.8
	5,022	7,693	+ 53.2	1,882,679	3,021,592	+ 60.5
	644	971	+ 50.8	305,357	459,460	+ 50.5
	713	818	+ 14.7	314,395	372,401	+ 18.5
	1,059	1,329	+ 25.5	426,199	552,122	+ 29.5

⁽a) Includes passenger cars, trucks and buses.



COMPARISON OF SALES AND FINANCING OF NEW MOTOR VEHICLES IN CANADA BY PROVINCES, MARCH, 1937.

The table below gives a comparison between the number of new vehicles financed and the number of new vehicles sold in Canada by provinces during March, 1937. The Dominion total shows that 29.3 per cent of all new motor vehicle sales were financed by the financing companies. The ratio of new vehicles financed to total sales was highest in the Prairie Provinces, being 40.7 per cent in Alberta and 30.9 per cent in Manitoba and Saskatchewan. The ratio was lowest in the Maritime Provinces at 19.9 per cent. Corresponding percentages for Ontario, Quebec and British Columbia were 30.8, 27.7 and 26.4 respectively. Information covering sales of used vehicles not being available, a similar comparison of financing and sales for this group cannot be made.

	Sales o		Financing of New Vehicle Sales					
	Number of Vehicles	Retail Value		Per cent of Total number sold	Amount of financing			
		\$			\$			
CANADA, Total	16,302	16,421,816	4,777	29.3	3,317,005	20.2		
Maritimes	1,544	1,530,112	308	19.9	231,056	15.1		
Quebec	5,372	3,511,825	9.34	27.7	691,176	19.7		
Ontario	7,859	7,836,828	2,416	30.8	1,608,635	20.5		
Man. & Sask	1,409	1,382,762	436	30.9	285,933	20.7		
Alberta	827	815,355	337	40.7	226,417	27.8		
British Columbia	1,311	1,344,924	34.6	26.4	273,788	20,4		

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