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New Motor Vehicle Sales

August 2006



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Statistics Canada
Distributive Trades Division

New Motor Vehicle Sales

August 2006

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Note of appreciation

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User information

Symbols

The following standard symbols are used in Statistics Canada publications:

- . not available for any reference period
- .. not available for a specific reference period
- ... not applicable
- 0 true zero or a value rounded to zero
- 0^s value rounded to 0 (zero) where there is a meaningful distinction between true zero and the value that was rounded
- p preliminary
- r revised
- x suppressed to meet the confidentiality requirements of the *Statistics Act*
- E use with caution
- F too unreliable to be published

Note

Components may not add to totals due to rounding.

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Highlights

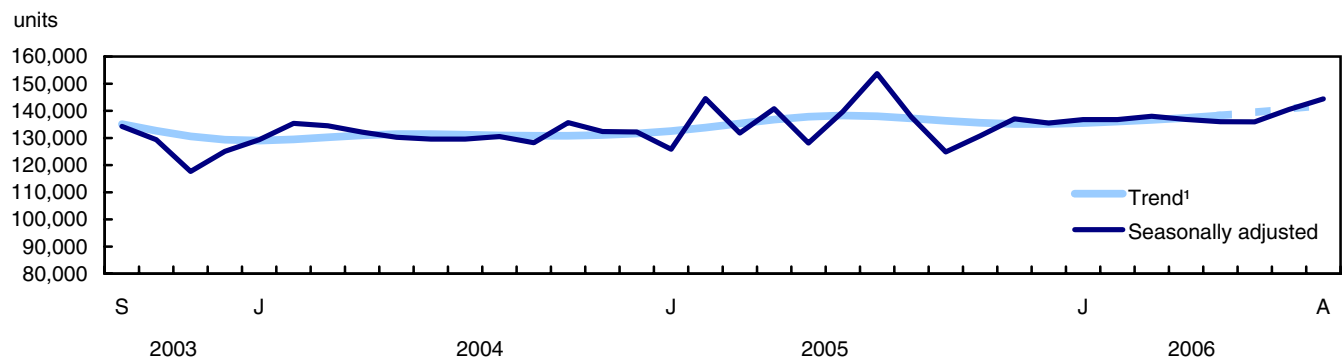
August 2006

- Robust truck sales continued to fuel new motor vehicle sales in August.

Analysis – August 2006

Continued demand for trucks drove new motor vehicles 2.8% higher in August, extending the rebound that began in July. However, this rebound looks set to soften as preliminary sales data from the auto industry indicate the number of new motor vehicles sold in September is estimated to have slipped about 4%, due to a fallback in truck sales.

Chart 1
New motor vehicle sales, seasonally adjusted, in units, 2003-2006



1. Trends represent smoothed seasonally adjusted data

Consumers purchased 144,394 new vehicles in August, 3,882 more than in July. August volumes were the highest since July 2005 and the second highest on record. The all-time peak was reached in August 2002 when 145,562 vehicles were sold.

Quebec was responsible for over half of the national increase in August.

Truck sales accounted for 80% of the overall increase in new motor vehicle sales in August. Dealer incentives geared toward larger vehicles may have contributed to consumer preference for trucks in August. According to the Consumer Price Index, the price paid for all new vehicles (both cars and trucks) edged down 0.8% in August.

New motor vehicle sales have been trending upwards recently, following a relatively flat period during the first half of 2006. In 2005, sales had been extremely volatile with the introduction and subsequent removal of dealer incentive programs such as "employee pricing."

Truck sales show continued strength

Truck sales (which include minivans, sport-utility vehicles, light and heavy trucks, vans and buses) posted a second consecutive increase in August, rising 4.6% to 71,144 vehicles. Excluding the record peak in July 2005, truck sales have never been higher.

Note to readers

All data in this release are seasonally adjusted.

Passenger cars include those used for personal and commercial purposes, such as taxis or rental cars. **Trucks** include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

North American built new motor vehicles include vehicles manufactured or assembled in Canada, the United States or Mexico. All other new motor vehicles are considered to have been manufactured overseas.

For reasons of confidentiality, data for Yukon, the Northwest Territories and Nunavut are included with those for British Columbia.

The New Motor Vehicle Sales Survey is compiled on the basis of figures obtained from motor vehicle manufacturers and importers. These results may vary from those obtained directly from auto dealers, due to possible differences in record keeping.

Passenger car sales edged up 1.1%, offsetting the 1.1% slip in July. This latest advance was attributed to a 6.3% increase in the sales of North American built cars, which more than erased July's 4.5% drop and saw the largest month-over-month gain since June 2005. North American built car sales accounted for 66.3% of all passenger cars sold in August. Overseas built passenger car sales fell 7.9% in August, ending a streak of six consecutive monthly increases.

Car and truck sales have been on an upward trend since May 2006, with trucks showing a somewhat steeper incline than passenger cars. This upward trend follows a period of relatively flat sales since the fourth quarter of 2005.

Over half the increase occurs in Quebec

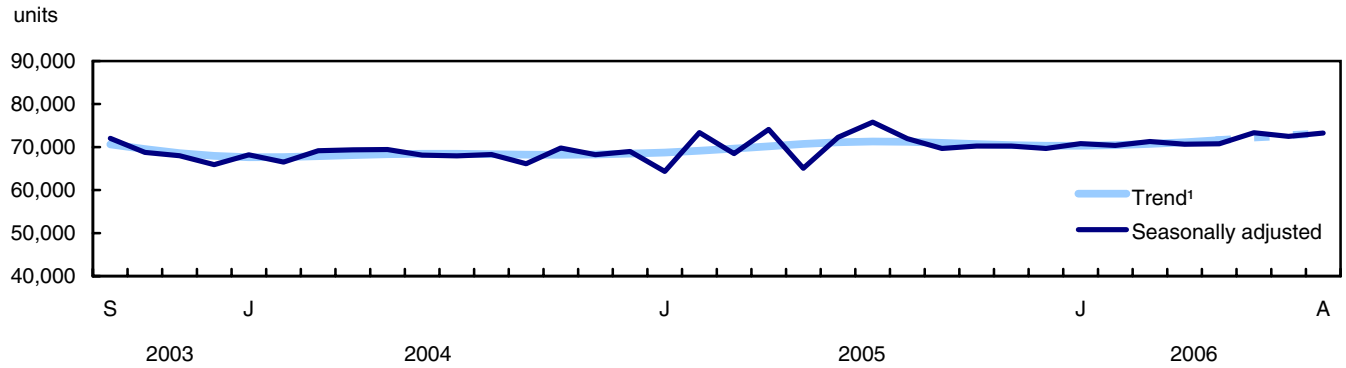
New motor vehicle sales increased in eight provinces in August, with Nova Scotia (+8.2%) and Quebec (+6.1%) experiencing the strongest gains. Quebec new motor vehicle sales reached 35,762 units in August, up 2,052 vehicles compared with July. Quebec sales represented slightly more than half (52.9%) of the national increase in August, despite representing only one quarter of the Canadian automotive market. This sales level was also Quebec's highest since the peak reached in July 2005.

New motor vehicle sales in Alberta increased 2.4% to 22,204 vehicles, the highest sales level ever recorded for the province.

Prince Edward Island (+3.6%), British Columbia (+2.8%), Ontario (+1.0%), and New Brunswick (+0.7%) all posted second consecutive monthly increases and the highest sales of the year.

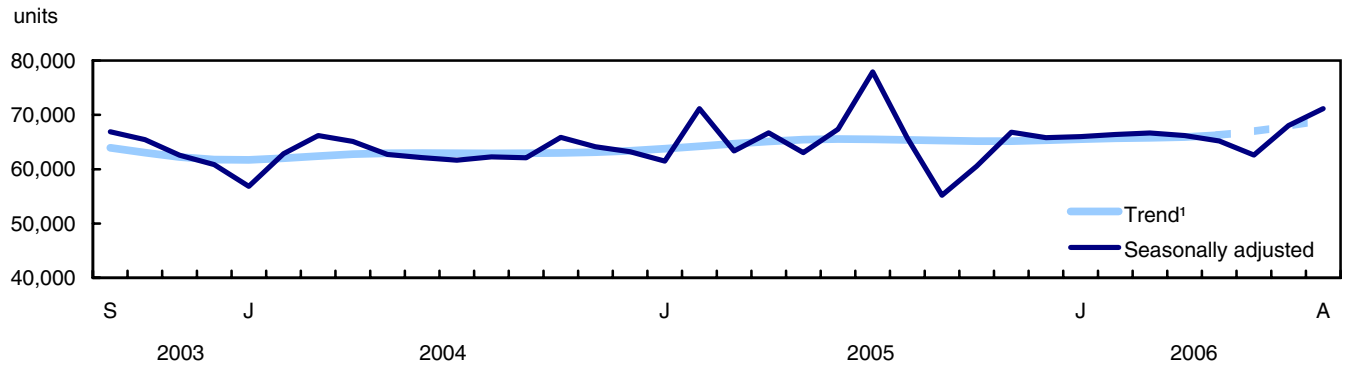
Manitoba and Saskatchewan were the only provinces that posted lower sales in August. Sales in Manitoba fell 2.0% after two consecutive monthly increases, while Saskatchewan sales were relatively flat (-0.1%).

Chart 2
Passenger car sales, seasonally adjusted, in units, 2003-2006



1. Trends represent smoothed seasonally adjusted data

Chart 3
Truck, van and bus sales, seasonally adjusted, in units, 2003-2006



1. Trends represent smoothed seasonally adjusted data

Chart 4
Monthly distribution of the Canadian motor vehicle market (passenger cars), by origin, 2003-2006

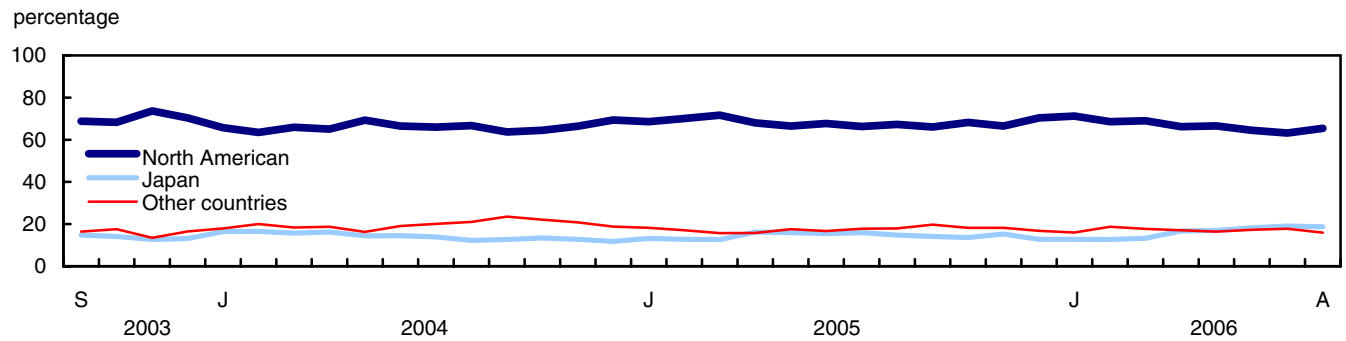
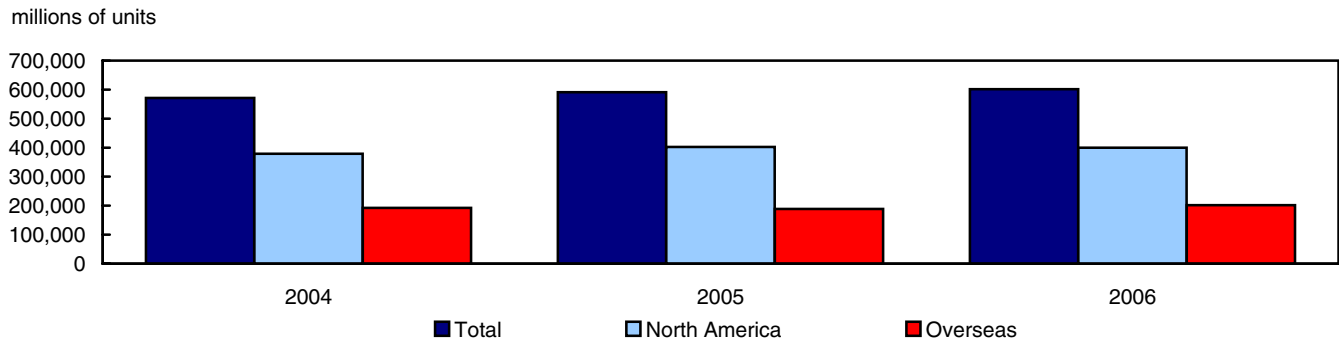


Chart 5
Cumulative sales of new passenger cars, by origin, in units, 2004-2006
January to August



Related products

Selected publications from Statistics Canada

63-005-X	Retail trade
63-210-X	Retail chain and department stores
63-236-X	Wholesaling and retailing in Canada
63-541-X	Retail Commodity Survey, 1989
63F0006X	New motor vehicle sales seasonal factors

Selected CANSIM tables from Statistics Canada

079-0001	New motor vehicle sales, Canada, provinces and territories
079-0002	Other estimates of new motor vehicle sales, Canada, provinces and territories

Selected surveys from Statistics Canada

2402	New Motor Vehicle Sales Survey
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Selected tables of Canadian statistics from Statistics Canada

- *New motor vehicle sales, by provinces (monthly)*
- *Economic indicators, by province and territory (monthly and quarterly)*
- *New motor vehicle sales*
- *New motor vehicle sales, by provinces*

Statistical tables

Table 1-1
Monthly sales of new motor vehicles, by type and origin in units

	Total new motor vehicles		Passenger cars							
			North America		Japan		Other countries		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	No.	%	No.	%	No.	%	No.	%	No.	%
2004										
January	85,238	-10.7	28,346	-17.5	7,074	-6.9	7,722	-2.8	43,142	-13.5
February	94,777	-10.1	29,238	-22.5	7,608	-10.8	9,183	9.7	46,029	-15.8
March	149,605	0.5	49,796	-10.9	11,871	-1.6	13,884	21.2	75,551	-4.8
April	160,195	4.7	56,417	-5.5	14,007	5.0	16,217	18.2	86,641	-0.2
May	166,136	-10.4	64,701	-13.6	13,456	-6.0	15,171	6.0	93,328	-9.8
June	154,134	2.9	53,326	-4.5	11,601	3.9	15,310	16.9	80,237	0.2
July	136,563	-8.3	47,867	-12.3	10,122	-12.3	14,581	18.8	72,570	-7.4
August	136,187	-6.1	49,312	-6.9	9,085	-31.7	15,546	32.2	73,943	-5.2
September	130,699	-8.0	42,539	-15.7	8,504	-21.5	15,686	30.5	66,729	-8.9
October	123,552	-0.7	41,187	-7.5	8,580	-7.0	14,131	23.0	63,898	-2.0
November	120,287	4.5	40,157	-10.1	7,709	-0.1	12,596	53.9	60,462	-0.2
December	117,822	4.4	39,928	1.8	6,809	-6.6	10,836	17.7	57,573	3.3
Year	1,575,195	-3.2	542,814	-10.2	116,426	-8.3	160,863	20.2	820,103	-5.2
2005										
January	82,019	-3.8	27,144	-4.2	5,222	-26.2	7,178	-7.0	39,544	-8.3
February	106,064	11.9	35,421	21.1	6,488	-14.7	8,650	-5.8	50,559	9.8
March	148,296	-0.9	54,630	9.7	9,576	-19.3	11,991	-13.6	76,197	0.9
April	167,441	4.5	62,166	10.2	14,823	5.8	14,406	-11.2	91,395	5.5
May	161,865	-2.6	58,678	-9.3	14,029	4.3	15,550	2.5	88,257	-5.4
June	166,024	7.7	57,953	8.7	13,309	14.7	14,337	-6.4	85,599	6.7
July	158,796	16.3	53,318	11.4	12,749	26.0	14,345	-1.6	80,412	10.8
August	146,862	7.8	53,093	7.7	11,710	28.9	14,139	-9.1	78,942	6.8
September	128,431	-1.7	46,428	9.1	9,927	16.7	13,878	-11.5	70,233	5.3
October	118,993	-3.7	43,844	6.5	8,739	1.9	11,666	-17.4	64,249	0.5
November	124,111	3.2	41,318	2.9	9,508	23.3	11,287	-10.4	62,113	2.7
December	121,408	3.0	40,646	1.8	7,402	8.7	9,674	-10.7	57,722	0.3
Year	1,630,310	3.5	574,639	5.9	123,482	6.1	147,101	-8.6	845,222	3.1
2006										
January	89,422	9.0	31,445	15.8	5,653	8.3	7,086	-1.3	44,184	11.7
February	100,740	-5.0	33,450	-5.6	6,204	-4.4	9,104	5.2	48,758	-3.6
March	155,990	5.2	54,748	0.2	10,553	10.2	14,062	17.3	79,363	4.2
April	159,436	-4.8	57,142	-8.1	14,388	-2.9	14,728	2.2	86,258	-5.6
May	173,291	7.1	64,032	9.1	16,352	16.6	15,791	1.5	96,175	9.0
June	162,029	-2.4	56,827	-1.9	15,991	20.2	15,237	6.3	88,055	2.9
July ^r	145,521	-8.4	48,349	-9.3	14,618	14.7	13,589	-5.3	76,556	-4.8
August ^p	157,868	7.5	53,812	1.4	15,340	31.0	13,092	-7.4	82,244	4.2

See footnotes at the end of the table.

Table 1-1 – continued

Monthly sales of new motor vehicles, by type and origin in units

	Total new motor vehicles		Trucks ¹					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	No.	%	No.	%	No.	%	No.	%
2004								
January	85,238	-10.7	36,140	-7.6	5,956	-8.2	42,096	-7.7
February	94,777	-10.1	42,613	-2.1	6,135	-15.1	48,748	-4.0
March	149,605	0.5	65,535	8.6	8,519	-7.6	74,054	6.5
April	160,195	4.7	64,616	14.3	8,938	-7.2	73,554	11.2
May	166,136	-10.4	64,043	-9.8	8,765	-19.6	72,808	-11.1
June	154,134	2.9	65,041	7.5	8,856	-4.1	73,897	6.0
July	136,563	-8.3	54,632	-9.3	9,361	-9.5	63,993	-9.3
August	136,187	-6.1	52,498	-9.1	9,746	4.1	62,244	-7.2
September	130,699	-8.0	54,338	-8.3	9,632	2.0	63,970	-6.9
October	123,552	-0.7	51,064	3.5	8,590	-12.9	59,654	0.8
November	120,287	4.5	51,581	10.9	8,244	2.4	59,825	9.6
December	117,822	4.4	51,536	2.9	8,713	22.9	60,249	5.4
Year	1,575,195	-3.2	653,637	-0.1	101,455	-5.1	755,092	-0.8
2005								
January	82,019	-3.8	36,460	0.9	6,015	1.0	42,475	0.9
February	106,064	11.9	48,151	13.0	7,354	19.9	55,505	13.9
March	148,296	-0.9	62,010	-5.4	10,089	18.4	72,099	-2.6
April	167,441	4.5	65,425	1.3	10,621	18.8	76,046	3.4
May	161,865	-2.6	63,273	-1.2	10,335	17.9	73,608	1.1
June	166,024	7.7	69,913	7.5	10,512	18.7	80,425	8.8
July	158,796	16.3	67,772	24.1	10,612	13.4	78,384	22.5
August	146,862	7.8	56,944	8.5	10,976	12.6	67,920	9.1
September	128,431	-1.7	49,373	-9.1	8,825	-8.4	58,198	-9.0
October	118,993	-3.7	45,897	-10.1	8,847	3.0	54,744	-8.2
November	124,111	3.2	53,478	3.7	8,520	3.3	61,998	3.6
December	121,408	3.0	54,509	5.8	9,177	5.3	63,686	5.7
Year	1,630,310	3.5	673,205	3.0	111,883	10.3	785,088	4.0
2006								
January	89,422	9.0	39,038	7.1	6,200	3.1	45,238	6.5
February	100,740	-5.0	44,353	-7.9	7,629	3.7	51,982	-6.3
March	155,990	5.2	65,037	4.9	11,590	14.9	76,627	6.3
April	159,436	-4.8	61,413	-6.1	11,765	10.8	73,178	-3.8
May	173,291	7.1	65,146	3.0	11,970	15.8	77,116	4.8
June	162,029	-2.4	62,927	-10.0	11,047	5.1	73,974	-8.0
July	145,521	-8.4	57,354	-15.4	11,611	9.4	68,965	-12.0
August	157,868	7.5	62,878	10.4	12,746	16.1	75,624	11.3
Year								

1. Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

Note(s): Percentage change are year-over-year changes.

Table 1-2
Monthly sales of new motor vehicles, by type and origin in dollars

	Total new motor vehicles		Passenger cars							
			North America		Japan		Other countries		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	\$'000	%	\$'000	%	\$'000	%	\$'000	%	\$'000	%
2004										
January	2,711,635	-7.8	686,549	-16.8	155,729	-12.9	212,100	-11.1	1,054,378	-15.1
February	3,005,344	-8.3	715,763	-20.6	171,197	-16.1	265,210	4.3	1,152,171	-15.3
March	4,674,152	1.2	1,208,905	-9.9	275,102	-4.3	401,542	13.1	1,885,549	-5.0
April	4,889,605	4.7	1,367,882	-5.5	324,034	1.4	479,841	13.3	2,171,757	-0.9
May	5,029,987	-9.4	1,564,060	-13.5	310,894	-9.8	459,274	4.7	2,334,228	-9.9
June	4,812,540	4.7	1,302,258	-3.7	266,842	-1.4	441,534	11.9	2,010,635	-0.4
July	4,256,526	-6.9	1,172,206	-10.2	236,014	-10.8	381,164	9.0	1,789,384	-6.8
August	4,247,689	-4.6	1,199,676	-4.7	211,698	-29.7	410,448	22.3	1,821,822	-3.9
September	4,204,154	-6.3	1,046,176	-13.5	199,117	-20.6	423,349	17.6	1,668,642	-8.4
October	4,012,022	0.4	1,022,607	-5.0	201,005	-6.6	384,000	-1.3	1,607,612	-4.4
November	3,938,961	7.1	989,267	-9.5	181,590	0.5	358,200	24.3	1,529,057	-2.1
December	3,856,608	5.7	986,404	4.3	161,748	-5.1	316,373	3.6	1,464,526	3.0
Year	49,639,223	-1.7	13,261,753	-8.9	2,694,970	-9.8	4,533,035	9.7	20,489,761	-5.5
2005										
January	2,687,357	-0.9	666,757	-2.9	119,763	-23.1	198,787	-6.3	985,307	-6.6
February	3,481,340	15.8	874,955	22.2	150,732	-12.0	245,344	-7.5	1,271,031	10.3
March	4,750,643	1.6	1,352,574	11.9	229,750	-16.5	354,295	-11.8	1,936,618	2.7
April	5,287,013	8.1	1,526,182	11.6	347,827	7.3	424,652	-11.5	2,298,661	5.8
May	5,142,342	2.2	1,453,486	-7.1	326,975	5.2	452,678	-1.4	2,233,139	-4.3
June	5,357,018	11.3	1,421,874	9.2	309,365	15.9	421,970	-4.4	2,153,209	7.1
July	5,018,709	17.9	1,282,543	9.4	293,788	24.5	401,275	5.3	1,977,606	10.5
August	4,666,863	9.9	1,270,479	5.9	279,738	32.1	395,205	-3.7	1,945,421	6.8
September	4,131,585	-1.7	1,118,829	6.9	243,568	22.3	389,540	-8.0	1,751,937	5.0
October	3,842,930	-4.2	1,063,921	4.0	219,053	9.0	334,761	-12.8	1,617,735	0.6
November	4,104,723	4.2	1,009,044	2.0	227,258	25.1	332,669	-7.1	1,568,970	2.6
December	4,041,060	4.8	1,011,223	2.5	180,607	11.7	289,343	-8.5	1,481,173	1.1
Year	52,511,583	5.8	14,051,867	6.0	2,928,424	8.7	4,240,519	-6.5	21,220,807	3.6
2006										
January	2,981,292	10.9	783,654	17.5	141,207	17.9	202,686	2.0	1,127,547	14.4
February	3,367,054	-3.3	839,753	-4.0	155,157	2.9	262,755	7.1	1,257,665	-1.1
March	5,115,156	7.7	1,363,846	0.8	264,322	15.0	426,170	20.3	2,054,338	6.1
April	5,102,271	-3.5	1,412,732	-7.4	341,109	-1.9	439,582	3.5	2,193,423	-4.6
May	5,575,030	8.4	1,591,591	9.5	397,061	21.4	470,374	3.9	2,459,025	10.1
June	5,248,505	-2.0	1,417,848	-0.3	384,257	24.2	434,507	3.0	2,236,612	3.9
July	4,648,939	-7.4	1,197,134	-6.7	348,305	18.6	377,516	-5.9	1,922,955	-2.8
August	5,056,399	8.3	1,329,192	4.6	366,042	30.9	361,956	-8.4	2,057,190	5.7

See footnotes at the end of the table.

Table 1-2 – continued

Monthly sales of new motor vehicles, by type and origin in dollars

	Total new motor vehicles		Trucks ¹					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	\$'000	%	\$'000	%	\$'000	%	\$'000	%
2004								
January	2,711,635	-7.8	1,433,529	-2.3	223,728	-3.6	1,657,257	-2.5
February	3,005,344	-8.3	1,615,037	-2.3	238,137	-9.9	1,853,174	-3.3
March	4,674,152	1.2	2,467,772	7.5	320,831	-5.2	2,788,603	5.8
April	4,889,605	4.7	2,389,409	12.5	328,439	-8.2	2,717,847	9.5
May	5,029,987	-9.4	2,372,470	-7.2	323,288	-19.7	2,695,759	-8.9
June	4,812,540	4.7	2,473,893	10.6	328,012	-4.2	2,801,905	8.6
July	4,256,526	-6.9	2,131,435	-6.3	335,708	-10.8	2,467,143	-6.9
August	4,247,689	-4.6	2,071,929	-6.4	353,939	2.9	2,425,867	-5.1
September	4,204,154	-6.3	2,179,570	-5.5	355,942	-1.2	2,535,512	-4.9
October	4,012,022	0.4	2,081,909	6.9	322,501	-12.6	2,404,410	3.8
November	3,938,961	7.1	2,102,871	16.0	307,033	0.9	2,409,904	13.8
December	3,856,608	5.7	2,064,737	5.4	327,346	21.0	2,392,082	7.3
Year	49,639,223	-1.7	25,384,561	2.2	3,764,904	-5.0	29,149,463	1.2
2005								
January	2,687,357	-0.9	1,481,819	3.4	220,231	-1.6	1,702,050	2.7
February	3,481,340	15.8	1,950,551	20.8	259,759	9.1	2,210,310	19.3
March	4,750,643	1.6	2,455,779	-0.5	358,245	11.7	2,814,024	0.9
April	5,287,013	8.1	2,609,244	9.2	379,108	15.4	2,988,352	10.0
May	5,142,342	2.2	2,532,694	6.8	376,509	16.5	2,909,203	7.9
June	5,357,018	11.3	2,825,480	14.2	378,329	15.3	3,203,809	14.3
July	5,018,709	17.9	2,665,886	25.1	375,217	11.8	3,041,103	23.3
August	4,666,863	9.9	2,328,313	12.4	393,129	11.1	2,721,442	12.2
September	4,131,585	-1.7	2,059,780	-5.5	319,867	-10.1	2,379,648	-6.1
October	3,842,930	-4.2	1,887,791	-9.3	337,404	4.6	2,225,196	-7.5
November	4,104,723	4.2	2,203,394	4.8	332,359	8.2	2,535,753	5.2
December	4,041,060	4.8	2,231,319	8.1	328,568	0.4	2,559,887	7.0
Year	52,511,583	5.8	27,232,050	7.3	4,058,725	7.8	31,290,777	7.3
2006								
January	2,981,292	10.9	1,627,382	9.8	226,363	2.8	1,853,745	8.9
February	3,367,054	-3.3	1,835,118	-5.9	274,272	5.6	2,109,390	-4.6
March	5,115,156	7.7	2,645,573	7.7	415,246	15.9	3,060,818	8.8
April	5,102,271	-3.5	2,484,723	-4.8	424,125	11.9	2,908,848	-2.7
May	5,575,030	8.4	2,680,734	5.8	435,271	15.6	3,116,005	7.1
June	5,248,505	-2.0	2,613,375	-7.5	398,518	5.3	3,011,893	-6.0
July ^r	4,648,939	-7.4	2,317,597	-13.1	408,387	8.8	2,725,984	-10.4
August ^p	5,056,399	8.3	2,547,021	9.4	452,188	15.0	2,999,209	10.2

1. Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

Note(s): Percentage change are year-over-year changes.

Table 2
Average monthly prices of passenger cars, by origin

Period	North America		Japan		Other countries	
	Amount	Change	Amount	Change	Amount	Change
	\$	%	\$	%	\$	%
2004						
January	24,220	0.9	22,014	-6.4	27,467	-8.5
February	24,481	2.5	22,502	-5.9	28,881	-4.9
March	24,277	1.1	23,174	-2.7	28,921	-6.7
April	24,246	0.1	23,134	-3.5	29,589	-4.1
May	24,174	0.1	23,104	-4.1	30,273	-1.2
June	24,421	0.8	23,002	-5.1	28,840	-4.2
July	24,489	2.4	23,317	1.7	26,141	-8.3
August	24,328	2.3	23,302	2.9	26,402	-7.4
September	24,593	2.5	23,415	1.1	26,989	-9.8
October	24,828	2.7	23,427	0.4	27,174	-19.8
November	24,635	0.7	23,556	0.6	28,438	-19.2
December	24,705	2.4	23,755	1.6	29,196	-12.0
Year	24,431	1.4	23,147	-1.7	28,179	-8.7
2005						
January	24,564	1.4	22,934	4.2	27,694	0.8
February	24,702	0.9	23,232	3.2	28,363	-1.8
March	24,759	2.0	23,992	3.5	29,547	2.2
April	24,550	1.3	23,465	1.4	29,477	-0.4
May	24,771	2.5	23,307	0.9	29,111	-3.8
June	24,535	0.5	23,245	1.1	29,432	2.1
July	24,055	-1.8	23,044	-1.2	27,973	7.0
August	23,929	-1.6	23,889	2.5	27,951	5.9
September	24,098	-2.0	24,536	4.8	28,069	4.0
October	24,266	-2.3	25,066	7.0	28,695	5.6
November	24,421	-0.9	23,902	1.5	29,474	3.6
December	24,879	0.7	24,400	2.7	29,909	2.4
Year	24,453	0.1	23,715	2.5	28,827	2.3
2006						
January	24,921	1.5	24,979	8.9	28,604	3.3
February	25,105	1.6	25,009	7.6	28,861	1.8
March	24,911	0.6	25,047	4.4	30,306	2.6
April	24,723	0.7	23,708	1.0	29,847	1.3
May	24,856	0.3	24,282	4.2	29,787	2.3
June	24,950	1.7	24,030	3.4	28,517	-3.1
July	24,760	2.9	23,827	3.4	27,781	-0.7
August ^p	24,701	3.2	23,862	-0.1	27,647	-1.1
Year						

Note(s): Percentage changes shown are year-to-year changes.

Table 3
Monthly market share of new passenger car sales (units), by origin, Canada

Period	Total		Passenger cars					
			North America		Japan		Other countries	
	Units	Market share	Units	Market share	Units	Market share	Units	Market share
	No.	%	No.	%	No.	%	No.	%
2004								
January	43,142	100.0	28,346	65.7	7,074	16.4	7,722	17.9
February	46,029	100.0	29,238	63.5	7,608	16.5	9,183	20.0
March	75,551	100.0	49,796	65.9	11,871	15.7	13,884	18.4
April	86,641	100.0	56,417	65.1	14,007	16.2	16,217	18.7
May	93,328	100.0	64,701	69.3	13,456	14.4	15,171	16.3
June	80,237	100.0	53,326	66.5	11,601	14.5	15,310	19.1
July	72,570	100.0	47,867	66.0	10,122	13.9	14,581	20.1
August	73,943	100.0	49,312	66.7	9,085	12.3	15,546	21.0
September	66,729	100.0	42,539	63.7	8,504	12.7	15,686	23.5
October	63,898	100.0	41,187	64.5	8,580	13.4	14,131	22.1
November	60,462	100.0	40,157	66.4	7,709	12.8	12,596	20.8
December	57,573	100.0	39,928	69.4	6,809	11.8	10,836	18.8
Year	820,103	100.0	542,814	66.2	116,426	14.2	160,863	19.6
2005								
January	39,544	100.0	27,144	68.6	5,222	13.2	7,178	18.2
February	50,559	100.0	35,421	70.1	6,488	12.8	8,650	17.1
March	76,197	100.0	54,630	71.7	9,576	12.6	11,991	15.7
April	91,395	100.0	62,166	68.0	14,823	16.2	14,406	15.8
May	88,257	100.0	58,678	66.5	14,029	15.9	15,550	17.6
June	85,599	100.0	57,953	67.7	13,309	15.5	14,337	16.7
July	80,412	100.0	53,318	66.3	12,749	15.9	14,345	17.8
August	78,942	100.0	53,093	67.3	11,710	14.8	14,139	17.9
September	70,233	100.0	46,428	66.1	9,927	14.1	13,878	19.8
October	64,249	100.0	43,844	68.2	8,739	13.6	11,666	18.2
November	62,113	100.0	41,318	66.5	9,508	15.3	11,287	18.2
December	57,722	100.0	40,646	70.4	7,402	12.8	9,674	16.8
Year	845,222	100.0	574,639	68.0	123,482	14.6	147,101	17.4
2006								
January	44,184	100.0	31,445	71.2	5,653	12.8	7,086	16.0
February	48,758	100.0	33,450	68.6	6,204	12.7	9,104	18.7
March	79,363	100.0	54,748	69.0	10,553	13.3	14,062	17.7
April	86,258	100.0	57,142	66.2	14,388	16.7	14,728	17.1
May	96,175	100.0	64,032	66.6	16,352	17.0	15,791	16.4
June	88,055	100.0	56,827	64.5	15,991	18.2	15,237	17.3
July	76,556	100.0	48,349	63.2	14,618	19.1	13,589	17.8
August	82,244	100.0	53,812	65.4	15,340	18.7	13,092	15.9
Year								

Table 4
Provincial sales of new motor vehicles, by type and origin, in units and dollars, August

Type and origin of vehicles	Canada	Newfoundland and Labrador	Prince Edward Island	Nova Scotia	New Brunswick	Quebec
Total, new motor vehicles						
2004 (No.)	136,187	2,282	429	3,849	3,123	35,857
2005 (No.)	146,862	2,153	504	4,345	3,242	36,084
2006 (No.)	157,868	2,482	531	4,597	3,389	40,566
2006 / 2005 %	7.5	15.3	5.4	5.8	4.5	12.4
2004 (\$'000)	4,247,689	61,906	10,966	110,488	92,702	995,050
2005 (\$'000)	4,666,863	57,245	12,738	131,571	90,374	1,023,744
2006 (\$'000)	5,056,399	67,557	13,586	128,463	98,165	1,153,177
2006 / 2005 %	8.3	18.0	6.7	-2.4	8.6	12.6
Passenger cars, manufactured in North America						
2004 (No.)	49,312	898	202	1,646	1,239	13,548
2005 (No.)	53,093	811	216	1,837	1,388	14,194
2006 (No.)	53,812	847	221	1,720	1,295	15,459
2006 / 2005 %	1.4	4.4	2.3	-6.4	-6.7	8.9
2004 (\$'000)	1,199,676	20,251	4,490	37,688	28,706	320,391
2005 (\$'000)	1,270,479	17,693	4,671	41,655	31,226	327,867
2006 (\$'000)	1,329,192	19,294	5,019	40,043	30,130	370,698
2006 / 2005 %	4.6	9.0	7.5	-3.9	-3.5	13.1
Passenger cars, manufactured in Japan						
2004 (No.)	9,085	x	x	179	x	3,941
2005 (No.)	11,710	x	x	284	x	4,971
2006 (No.)	15,340	x	x	460	x	6,125
2006 / 2005 %	31.0	x	x	62.0	x	23.2
2004 (\$'000)	211,698	x	x	3,890	x	82,007
2005 (\$'000)	279,738	x	x	6,372	x	105,339
2006 (\$'000)	366,042	x	x	10,448	x	132,285
2006 / 2005 %	30.9	x	x	64.0	x	25.6
Passenger cars, manufactured in other countries						
2004 (No.)	15,546	x	x	468	x	6,228
2005 (No.)	14,139	x	x	397	x	5,232
2006 (No.)	13,092	x	x	410	x	4,946
2006 / 2005 %	-7.4	x	x	3.3	x	-5.5
2004 (\$'000)	410,448	x	x	10,107	x	140,861
2005 (\$'000)	395,205	x	x	8,794	x	127,146
2006 (\$'000)	361,956	x	x	8,636	x	117,400
2006 / 2005 %	-8.4	x	x	-1.8	x	-7.7
Trucks 1, manufactured in North America						
2004 (No.)	52,498	x	x	1,329	1,217	9,481
2005 (No.)	56,944	x	x	1,557	1,209	9,045
2006 (No.)	62,878	x	x	1,708	1,359	10,633
2006 / 2005 %	10.4	x	x	9.7	12.4	17.6
2004 (\$'000)	2,071,929	x	x	51,237	48,272	359,446
2005 (\$'000)	2,328,313	x	x	66,173	44,309	371,944
2006 (\$'000)	2,547,021	x	x	59,388	50,637	416,197
2006 / 2005 %	9.4	x	x	-10.3	14.3	11.9
Trucks 1, manufactured overseas						
2004 (No.)	9,746	x	x	227	182	2,659
2005 (No.)	10,976	x	x	270	195	2,642
2006 (No.)	12,746	x	x	299	225	3,403
2006 / 2005 %	16.1	x	x	10.7	15.4	28.8
2004 (\$'000)	353,939	x	x	7,567	5,892	92,346
2005 (\$'000)	393,129	x	x	8,577	5,893	91,449
2006 (\$'000)	452,188	x	x	9,948	7,102	116,598
2006 / 2005 %	15.0	x	x	16.0	20.5	27.5

See footnotes at the end of the table.

Table 4 – continued

Provincial sales of new motor vehicles, by type and origin, in units and dollars, August

Type and origin of vehicles	Canada	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia ¹
Total, new motor vehicles						
2004 (No.)	136,187	51,777	4,146	3,729	15,922	15,073
2005 (No.)	146,862	55,081	4,685	3,873	19,742	17,153
2006 (No.)	157,868	56,732	4,471	3,963	23,266	17,871
2006 / 2005 %	7.5	3.0	-4.6	2.3	17.9	4.2
2004 (\$'000)	4,247,689	1,691,049	139,459	122,554	536,188	487,328
2005 (\$'000)	4,666,863	1,796,813	150,204	129,353	696,019	578,802
2006 (\$'000)	5,056,399	1,838,070	152,878	134,781	842,902	626,819
2006 / 2005 %	8.3	2.3	1.8	4.2	21.1	8.3
Passenger cars, manufactured in North America						
2004 (No.)	49,312	19,302	1,486	1,172	4,624	5,195
2005 (No.)	53,093	20,650	1,753	1,215	5,476	5,553
2006 (No.)	53,812	21,076	1,474	1,069	5,590	5,061
2006 / 2005 %	1.4	2.1	-15.9	-12.0	2.1	-8.9
2004 (\$'000)	1,199,676	487,445	36,335	29,207	112,331	122,833
2005 (\$'000)	1,270,479	512,351	42,354	29,341	131,734	131,588
2006 (\$'000)	1,329,192	532,544	36,705	27,121	142,989	124,650
2006 / 2005 %	4.6	3.9	-13.3	-7.6	8.5	-5.3
Passenger cars, manufactured in Japan						
2004 (No.)	9,085	2,606	134	91	695	1,218
2005 (No.)	11,710	3,475	166	97	966	1,469
2006 (No.)	15,340	4,589	247	161	1,341	1,969
2006 / 2005 %	31.0	32.1	48.8	66.0	38.8	34.0
2004 (\$'000)	211,698	68,596	3,243	2,377	17,188	30,018
2005 (\$'000)	279,738	93,104	4,213	2,515	24,956	37,538
2006 (\$'000)	366,042	118,817	6,119	4,127	34,758	50,079
2006 / 2005 %	30.9	27.6	45.2	64.1	39.3	33.4
Passenger cars, manufactured in other countries						
2004 (No.)	15,546	5,001	312	297	1,069	1,478
2005 (No.)	14,139	4,748	329	234	1,027	1,572
2006 (No.)	13,092	4,165	251	183	1,058	1,508
2006 / 2005 %	-7.4	-12.3	-23.7	-21.8	3.0	-4.1
2004 (\$'000)	410,448	149,998	6,880	6,553	31,201	51,136
2005 (\$'000)	395,205	149,448	8,365	5,417	31,192	53,253
2006 (\$'000)	361,956	134,371	6,000	3,989	31,490	49,259
2006 / 2005 %	-8.4	-10.1	-28.3	-26.4	1.0	-7.5
Trucks², manufactured in North America						
2004 (No.)	52,498	21,123	1,998	1,949	8,528	5,894
2005 (No.)	56,944	21,709	2,157	2,114	11,011	7,127
2006 (No.)	62,878	22,264	2,185	2,290	13,635	7,602
2006 / 2005 %	10.4	2.6	1.3	8.3	23.8	6.7
2004 (\$'000)	2,071,929	844,767	85,304	76,697	338,240	234,243
2005 (\$'000)	2,328,313	875,037	85,736	85,020	462,456	303,837
2006 (\$'000)	2,547,021	883,378	93,269	90,913	573,520	340,104
2006 / 2005 %	9.4	1.0	8.8	6.9	24.0	11.9
Trucks², manufactured overseas						
2004 (No.)	9,746	3,745	216	220	1,006	1,288
2005 (No.)	10,976	4,499	280	213	1,262	1,432
2006 (No.)	12,746	4,638	314	260	1,642	1,731
2006 / 2005 %	16.1	3.1	12.1	22.1	30.1	20.9
2004 (\$'000)	353,939	140,243	7,697	7,719	37,227	49,098
2005 (\$'000)	393,129	166,873	9,537	7,059	45,682	52,586
2006 (\$'000)	452,188	168,960	10,786	8,631	60,145	62,727
2006 / 2005 %	15.0	1.3	13.1	22.3	31.7	19.3

1. Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

Table 5-1
Year to date provincial sales of new motor vehicles, by type and origin in units, January to August

Province	Total new motor vehicles		Passenger cars							
			North America		Japan		Other countries		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	No.	%	No.	%	No.	%	No.	%	No.	%
2004										
Newfoundland and Labrador	16,280	-12.6	6,110	-18.9	x	x	x	x	8,951	-15.5
Prince Edward Island	3,239	-3.0	1,332	-11.0	x	x	x	x	1,866	-3.1
Nova Scotia	32,365	-2.8	13,519	-11.2	2,029	-6.2	3,201	45.8	18,749	-4.3
New Brunswick	24,310	-10.7	9,445	-18.2	x	x	x	x	12,998	-11.7
Quebec	288,293	-4.1	105,313	-12.2	38,681	-0.3	42,770	10.7	186,764	-5.4
Ontario	409,429	-5.6	145,729	-12.6	24,068	-18.1	36,152	13.2	205,949	-9.7
Manitoba	30,829	-2.3	10,420	-10.6	1,252	-11.8	1,975	35.7	13,647	-6.1
Saskatchewan	25,889	-6.3	7,369	-16.4	815	-24.3	1,572	35.6	9,756	-11.7
Alberta	128,715	-2.4	37,008	-6.0	5,601	-5.7	6,655	35.5	49,264	-1.9
British Columbia ¹	123,486	-0.6	42,758	-1.9	10,020	3.2	10,719	14.5	63,497	1.3
Canada	1,082,835	-4.3	379,003	-11.0	84,824	-7.6	107,614	15.8	571,441	-6.4
2005										
Newfoundland and Labrador	18,166	11.6	7,374	20.7	x	x	x	x	10,126	13.1
Prince Edward Island	3,459	6.8	1,453	9.1	x	x	x	x	2,071	11.0
Nova Scotia	33,594	3.8	14,594	8.0	1,953	-3.7	2,892	-9.7	19,439	3.7
New Brunswick	24,887	2.4	10,147	7.4	x	x	x	x	13,496	3.8
Quebec	292,106	1.3	111,207	5.6	38,734	0.1	37,865	-11.5	187,806	0.6
Ontario	425,989	4.0	154,499	6.0	25,630	6.5	34,697	-4.0	214,826	4.3
Manitoba	32,628	5.8	11,162	7.1	1,210	-3.4	1,787	-9.5	14,159	3.8
Saskatchewan	27,182	5.0	7,688	4.3	753	-7.6	1,342	-14.6	9,783	0.3
Alberta	149,541	16.2	41,599	12.4	6,650	18.7	7,039	5.8	55,288	12.2
British Columbia ¹	129,815	5.1	42,680	-0.2	10,493	4.7	10,738	0.2	63,911	0.7
Canada	1,137,367	5.0	402,403	6.2	87,906	3.6	100,596	-6.5	590,905	3.4
2006										
Newfoundland and Labrador	17,249	-5.0	6,903	-6.4	x	x	x	x	9,620	-5.0
Prince Edward Island	3,485	0.8	1,531	5.4	x	x	x	x	2,183	5.4
Nova Scotia	34,009	1.2	14,655	0.4	2,579	32.1	3,289	13.7	20,523	5.6
New Brunswick	24,627	-1.0	10,020	-1.3	x	x	x	x	13,812	2.3
Quebec	284,699	-2.5	106,641	-4.1	40,585	4.8	37,914	0.1	185,140	-1.4
Ontario	423,033	-0.7	157,801	2.1	29,194	13.9	34,383	-0.9	221,378	3.0
Manitoba	30,615	-6.2	10,124	-9.3	1,519	25.5	1,774	-0.7	13,417	-5.2
Saskatchewan	26,500	-2.5	7,395	-3.8	990	31.5	1,296	-3.4	9,681	-1.0
Alberta	167,488	12.0	43,405	4.3	8,430	26.8	7,602	8.0	59,437	7.5
British Columbia ¹	132,592	2.1	41,330	-3.2	12,937	23.3	12,135	13.0	66,402	3.9
Canada	1,144,297	0.6	399,805	-0.6	99,099	12.7	102,689	2.1	601,593	1.8

See footnotes at the end of the table.

Table 5-1 – continued

Year to date provincial sales of new motor vehicles, by type and origin in units, January to August

Province	Total new motor vehicles		Trucks ²					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	No.	%	No.	%	No.	%	No.	%
2004								
Newfoundland and Labrador	16,280	-12.6	x	x	x	x	7,329	-8.9
Prince Edward Island	3,239	-3.0	x	x	x	x	1,373	-2.8
Nova Scotia	32,365	-2.8	11,969	-1.2	1,647	3.8	13,616	-0.6
New Brunswick	24,310	-10.7	10,213	-9.7	1,099	-7.9	11,312	-9.6
Quebec	288,293	-4.1	84,161	0.6	17,368	-11.0	101,529	-1.6
Ontario	409,429	-5.6	176,864	0.4	26,616	-9.8	203,480	-1.1
Manitoba	30,829	-2.3	15,806	0.8	1,376	3.4	17,182	1.0
Saskatchewan	25,889	-6.3	14,862	-2.5	1,271	-4.7	16,133	-2.7
Alberta	128,715	-2.4	72,734	-2.4	6,717	-5.5	79,451	-2.7
British Columbia ¹	123,486	-0.6	50,905	-2.1	9,084	-4.8	59,989	-2.5
Canada	1,082,835	-4.3	445,118	-0.9	66,276	-8.5	511,394	-1.9
2005								
Newfoundland and Labrador	18,166	11.6	x	x	x	x	8,040	9.7
Prince Edward Island	3,459	6.8	x	x	x	x	1,388	1.1
Nova Scotia	33,594	3.8	12,419	3.8	1,736	5.4	14,155	4.0
New Brunswick	24,887	2.4	10,178	-0.3	1,213	10.4	11,391	0.7
Quebec	292,106	1.3	83,587	-0.7	20,713	19.3	104,300	2.7
Ontario	425,989	4.0	180,903	2.3	30,260	13.7	211,163	3.8
Manitoba	32,628	5.8	16,796	6.3	1,673	21.6	18,469	7.5
Saskatchewan	27,182	5.0	15,831	6.5	1,568	23.4	17,399	7.8
Alberta	149,541	16.2	85,946	18.2	8,307	23.7	94,253	18.6
British Columbia ¹	129,815	5.1	56,226	10.5	9,678	6.5	65,904	9.9
Canada	1,137,367	5.0	469,948	5.6	76,514	15.4	546,462	6.9
2006								
Newfoundland and Labrador	17,249	-5.0	x	x	x	x	7,629	-5.1
Prince Edward Island	3,485	0.8	x	x	x	x	1,302	-6.2
Nova Scotia	34,009	1.2	11,521	-7.2	1,965	13.2	13,486	-4.7
New Brunswick	24,627	-1.0	9,343	-8.2	1,472	21.4	10,815	-5.1
Quebec	284,699	-2.5	77,956	-6.7	21,603	4.3	99,559	-4.5
Ontario	423,033	-0.7	169,286	-6.4	32,369	7.0	201,655	-4.5
Manitoba	30,615	-6.2	15,020	-10.6	2,178	30.2	17,198	-6.9
Saskatchewan	26,500	-2.5	15,171	-4.2	1,648	5.1	16,819	-3.3
Alberta	167,488	12.0	97,313	13.2	10,738	29.3	108,051	14.6
British Columbia ¹	132,592	2.1	55,014	-2.2	11,176	15.5	66,190	0.4
Canada	1,144,297	0.6	458,146	-2.5	84,558	10.5	542,704	-0.7

1. For reasons of confidentiality, data for the Yukon, the Northwest Territories and Nunavut have been included with the data for British Columbia.

Note(s): Percentage changes shown are year-to-year changes.

Table 5-2
Year to date provincial sales of new motor vehicles, by type and origin in dollars, January to August

Province	Total new motor vehicles		Passenger cars							
			North America		Japan		Other countries		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	\$'000	%	\$'000	%	\$'000	%	\$'000	%	\$'000	%
2004										
Newfoundland and Labrador	439,320	-11.4	139,166	-18.4	x	x	x	x	193,933	-16.2
Prince Edward Island	84,932	-4.0	29,793	-11.8	x	x	x	x	39,552	-6.2
Nova Scotia	915,677	-1.9	312,288	-11.5	42,462	-13.0	70,899	38.5	425,650	-6.0
New Brunswick	705,209	-8.8	217,765	-19.9	x	x	x	x	289,240	-14.9
Quebec	8,123,109	-2.1	2,495,249	-9.0	797,724	-2.5	1,044,531	6.4	4,337,504	-4.5
Ontario	13,192,414	-3.4	3,666,835	-11.3	617,300	-19.8	1,178,644	6.2	5,462,780	-9.2
Manitoba	1,008,379	-2.4	254,119	-10.5	29,763	-15.7	48,853	26.4	332,735	-7.1
Saskatchewan	850,022	-5.9	181,934	-16.1	20,302	-26.9	35,157	25.4	237,395	-12.9
Alberta	4,314,733	-4.2	903,759	-9.1	142,276	-8.4	205,366	23.6	1,251,404	-4.9
British Columbia ¹	3,993,685	-0.1	1,016,386	-2.2	255,291	3.6	378,057	9.2	1,649,735	1.1
Canada	33,627,478	-3.0	9,217,299	-10.0	1,951,510	-10.1	3,051,113	9.4	14,219,924	-6.5
2005										
Newfoundland and Labrador	485,279	10.5	165,524	18.9	x	x	x	x	218,432	12.6
Prince Edward Island	90,224	6.2	32,924	10.5	x	x	x	x	44,299	12.0
Nova Scotia	984,560	7.5	337,189	8.0	43,152	1.6	65,392	-7.8	445,735	4.7
New Brunswick	706,747	0.2	235,145	8.0	x	x	x	x	302,908	4.7
Quebec	8,377,422	3.1	2,619,482	5.0	807,224	1.2	939,634	-10.0	4,366,340	0.7
Ontario	14,074,529	6.7	3,929,237	7.2	675,303	9.4	1,140,216	-3.3	5,744,755	5.2
Manitoba	1,117,119	10.8	274,543	8.0	29,595	-0.6	44,876	-8.1	349,013	4.9
Saskatchewan	930,342	9.4	192,045	5.6	19,215	-5.4	31,380	-10.7	242,639	2.2
Alberta	5,276,533	22.3	1,035,949	14.6	172,494	21.2	217,776	6.0	1,426,222	14.0
British Columbia ¹	4,348,528	8.9	1,026,812	1.0	261,888	2.6	371,951	-1.6	1,660,651	0.7
Canada	36,391,285	8.2	9,848,850	6.9	2,057,938	5.5	2,894,206	-5.1	14,800,992	4.1
2006										
Newfoundland and Labrador	464,590	-4.3	158,708	-4.1	x	x	x	x	212,746	-2.6
Prince Edward Island	91,184	1.1	35,552	8.0	x	x	x	x	48,015	8.4
Nova Scotia	965,993	-1.9	343,778	2.0	58,561	35.7	72,946	11.6	475,286	6.6
New Brunswick	709,162	0.3	237,426	1.0	x	x	x	x	314,220	3.7
Quebec	8,285,710	-1.1	2,554,491	-2.5	886,613	9.8	955,291	1.7	4,396,393	0.7
Ontario	13,850,890	-1.6	4,029,561	2.6	780,863	15.6	1,140,043	0.0	5,950,467	3.6
Manitoba	1,045,613	-6.4	252,375	-8.1	36,567	23.6	44,469	-0.9	333,411	-4.5
Saskatchewan	920,797	-1.0	188,742	-1.7	25,647	33.5	30,869	-1.6	245,259	1.1
Alberta	6,140,124	16.4	1,104,034	6.6	223,557	29.6	238,718	9.6	1,566,309	9.8
British Columbia ¹	4,620,583	6.3	1,031,078	0.4	325,311	24.2	410,256	10.3	1,766,647	6.4
Canada	37,094,646	1.9	9,935,750	0.9	2,397,460	16.5	2,975,546	2.8	15,308,755	3.4

See footnotes at the end of the table.

Table 5-2 – continued

Year to date provincial sales of new motor vehicles, by type and origin in dollars, January to August

Province	Total new motor vehicles		Trucks ²					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	\$'000	%	\$'000	%	\$'000	%	\$'000	%
2004								
Newfoundland and Labrador	439,320	-11.4	x	x	x	x	245,386	-7.2
Prince Edward Island	84,932	-4.0	x	x	x	x	45,378	-2.1
Nova Scotia	915,677	-1.9	433,769	1.8	56,257	3.5	490,026	2.0
New Brunswick	705,209	-8.8	380,377	-3.8	35,593	-7.5	415,971	-4.1
Quebec	8,123,109	-2.1	3,164,708	2.9	620,901	-8.2	3,785,604	0.9
Ontario	13,192,414	-3.4	6,710,905	2.9	1,018,730	-9.0	7,729,636	1.2
Manitoba	1,008,379	-2.4	626,876	0.0	48,768	1.2	675,645	0.0
Saskatchewan	850,022	-5.9	567,807	-2.6	44,816	-5.9	612,625	-2.9
Alberta	4,314,733	-4.2	2,809,804	-3.9	253,526	-5.0	3,063,332	-4.0
British Columbia ¹	3,993,685	-0.1	2,004,334	0.2	339,620	-7.4	2,343,952	-1.0
Canada	33,627,478	-3.0	16,955,474	0.8	2,452,082	-7.7	19,407,555	-0.4
2005								
Newfoundland and Labrador	485,279	10.5	x	x	x	x	266,847	8.7
Prince Edward Island	90,224	6.2	x	x	x	x	45,924	1.2
Nova Scotia	984,560	7.5	482,365	11.2	56,460	0.4	538,826	10.0
New Brunswick	706,747	0.2	366,714	-3.6	37,123	4.3	403,840	-2.9
Quebec	8,377,422	3.1	3,306,319	4.5	704,764	13.5	4,011,083	6.0
Ontario	14,074,529	6.7	7,204,440	7.4	1,125,333	10.5	8,329,773	7.8
Manitoba	1,117,119	10.8	711,390	13.5	56,714	16.3	768,105	13.7
Saskatchewan	930,342	9.4	635,413	11.9	52,289	16.7	687,703	12.3
Alberta	5,276,533	22.3	3,547,494	26.3	302,822	19.4	3,850,316	25.7
British Columbia ¹	4,348,528	8.9	2,323,245	15.9	364,632	7.4	2,687,878	14.7
Canada	36,391,285	8.2	18,849,766	11.2	2,740,527	11.8	21,590,293	11.2
2006								
Newfoundland and Labrador	464,590	-4.3	x	x	x	x	251,845	-5.6
Prince Edward Island	91,184	1.1	x	x	x	x	43,169	-6.0
Nova Scotia	965,993	-1.9	425,594	-11.8	65,113	15.3	490,709	-8.9
New Brunswick	709,162	0.3	348,551	-5.0	46,390	25.0	394,942	-2.2
Quebec	8,285,710	-1.1	3,152,503	-4.7	736,814	4.5	3,889,317	-3.0
Ontario	13,850,890	-1.6	6,699,253	-7.0	1,201,168	6.7	7,900,421	-5.2
Manitoba	1,045,613	-6.4	637,277	-10.4	74,925	32.1	712,203	-7.3
Saskatchewan	920,797	-1.0	618,456	-2.7	57,082	9.2	675,537	-1.8
Alberta	6,140,124	16.4	4,179,479	17.8	394,337	30.2	4,573,815	18.8
British Columbia ¹	4,620,583	6.3	2,438,887	5.0	415,048	13.8	2,853,936	6.2
Canada	37,094,646	1.9	18,751,523	-0.5	3,034,370	10.7	21,785,892	0.9

1. For reasons of confidentiality, data for the Yukon, the Northwest Territories and Nunavut have been included with the data for British Columbia.

Note(s): Percentage changes shown are year-to-year changes.

Table 6
Annual sales of new motor vehicles, by type and origin, in units and dollars, Canada

Year	Total	Passenger cars				Trucks ¹		
		Total	North America	Japan	Other countries	Total	North America	Overseas
No.								
1983	1,081,088	843,318	625,088	176,525	41,705	237,770	192,609	45,161
1984	1,283,502	971,210	724,932	171,204	75,074	312,292	273,604	38,688
1985	1,530,410	1,137,216	794,965	199,221	143,030	393,194	344,871	48,323
1986	1,515,920	1,095,313	761,169	203,304	130,840	420,607	368,423	52,184
1987	1,533,637	1,065,093	700,930	243,288	120,875	468,544	417,189	51,355
1988	1,565,501	1,056,310	724,733	243,835	87,742	509,191	459,777	49,414
1989	1,483,875	988,134	675,340	239,548	73,246	495,741	422,398	73,343
1990	1,317,869	884,564	580,397	239,603	64,564	433,305	361,403	71,902
1991	1,287,790	873,184	573,297	237,701	62,186	414,606	347,671	66,935
1992	1,227,419	798,023	503,460	236,675	57,888	429,396	370,422	58,974
1993	1,192,934	739,049	493,759	196,310	48,980	453,885	402,112	51,773
1994	1,260,056	748,666	573,361	129,547	45,759	511,390	475,444	35,946
1995	1,166,535	670,190	553,265	71,493	45,432	496,345	469,590	26,755
1996	1,204,557	660,769	572,581	47,901	40,287	543,788	517,738	26,050
1997	1,424,380	738,550	629,488	66,297	42,765	685,830	628,214	57,616
1998	1,428,932	740,809	590,667	98,275	51,867	688,123	627,256	60,867
1999	1,542,041	806,450	625,292	103,016	78,142	735,591	672,444	63,147
2000	1,587,561	849,171	640,856	106,937	101,378	738,390	669,492	68,898
2001	1,597,964	868,633	619,810	122,998	125,825	729,331	647,987	81,344
2002	1,733,318	934,704	651,305	144,596	138,803	798,614	698,870	99,744
2003	1,626,468	865,475	604,726	126,908	133,841	760,993	654,136	106,857
2004	1,575,195	820,103	542,814	116,426	160,863	755,092	653,637	101,455
2005	1,630,310	845,222	574,639	123,482	147,101	785,088	673,205	111,883
\$'000								
1983	12,196,326	9,041,376	6,700,490	1,688,571	652,315	3,154,950	2,728,842	426,108
1984	15,679,760	11,138,931	8,176,591	1,928,031	1,034,309	4,540,829	4,136,482	404,347
1985	19,890,119	13,707,637	9,545,156	2,325,922	1,836,559	6,182,482	5,641,518	540,964
1986	21,841,550	14,669,730	9,856,684	2,811,893	2,001,153	7,171,820	6,441,827	729,993
1987	24,471,752	15,748,410	10,031,338	3,567,223	2,149,849	8,723,342	7,930,138	793,204
1988	26,865,327	16,709,476	11,080,866	3,784,902	1,843,708	10,155,851	9,369,528	786,323
1989	26,959,378	16,541,801	11,034,684	3,887,341	1,619,774	10,417,577	9,059,482	1,358,095
1990	24,888,751	15,245,831	9,784,293	4,015,958	1,445,580	9,642,918	8,210,502	1,432,416
1991	22,855,626	14,103,545	9,038,584	3,789,001	1,275,960	8,752,081	7,503,659	1,248,422
1992	23,484,453	13,691,747	8,450,515	4,053,784	1,187,448	9,792,706	8,613,980	1,178,726
1993	24,630,368	13,278,183	8,620,651	3,560,912	1,096,620	11,352,185	10,227,081	1,125,104
1994	27,893,795	14,182,894	10,595,001	2,346,168	1,241,727	13,710,902	12,846,447	864,453
1995	28,168,806	13,882,004	11,070,368	1,492,451	1,319,184	14,286,804	13,544,980	741,824
1996	31,485,777	14,510,882	12,062,092	1,118,289	1,330,501	16,974,894	16,115,584	859,309
1997	38,986,224	16,836,615	13,809,161	1,519,604	1,507,852	22,149,610	20,341,263	1,808,346
1998	40,255,777	17,054,244	13,101,703	2,110,330	1,842,211	23,201,534	21,165,239	2,036,296
1999	45,317,914	19,017,278	14,138,902	2,246,522	2,631,853	26,300,638	24,055,653	2,244,986
2000	46,930,514	20,790,660	15,089,665	2,431,251	3,269,743	26,139,852	23,745,933	2,393,922
2001	46,886,252	21,168,628	14,575,745	2,882,386	3,710,497	25,717,623	22,958,458	2,759,162
2002	52,227,499	23,191,483	15,521,295	3,501,294	4,168,898	29,036,014	25,633,136	3,402,877
2003	50,493,308	21,685,587	14,565,218	2,988,274	4,132,093	28,807,720	24,845,915	3,961,804
2004	49,639,223	20,489,761	13,261,753	2,694,970	4,533,035	29,149,463	25,384,561	3,764,904
2005	52,511,583	21,220,807	14,051,867	2,928,424	4,240,519	31,290,777	27,232,050	4,058,725

1. Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

Table 7
Canada, monthly sales of new motor vehicles, in units, by type and origin, seasonally adjusted

Period	Total new motor vehicles		Passenger cars				Trucks ¹	
			North America		Overseas		Total	
	Units	Month/month change	Units	Month/month change	Units	Month/month change	Units	Month/month change
	No.	%	No.	%	No.	%	No.	%
2004								
January	125,052	-0.2	44,202	-1.2	23,995	13.4	56,854	-4.3
February	129,353	3.4	42,862	-3.0	23,639	-1.5	62,852	10.5
March	135,360	4.6	45,377	5.9	23,776	0.6	66,207	5.3
April	134,474	-0.7	46,640	2.8	22,737	-4.4	65,098	-1.7
May	132,132	-1.7	46,456	-0.4	22,974	1.0	62,702	-3.7
June	130,254	-1.4	45,540	-2.0	22,578	-1.7	62,136	-0.9
July	129,596	-0.5	45,393	-0.3	22,557	-0.1	61,646	-0.8
August	130,555	0.7	45,976	1.3	22,311	-1.1	62,268	1.0
September	128,238	-1.8	43,513	-5.4	22,613	1.4	62,112	-0.3
October	135,638	5.8	45,319	4.2	24,448	8.1	65,872	6.1
November	132,368	-2.4	44,974	-0.8	23,253	-4.9	64,141	-2.6
December	132,173	-0.1	46,560	3.5	22,409	-3.6	63,204	-1.5
2005								
January	125,826	-4.8	42,575	-8.6	21,757	-2.9	61,494	-2.7
February	144,504	14.8	51,796	21.7	21,567	-0.9	71,141	15.7
March	131,837	-8.8	49,244	-4.9	19,247	-10.8	63,345	-11.0
April	140,800	6.8	50,961	3.5	23,141	20.2	66,698	5.3
May	128,115	-9.0	42,225	-17.1	22,834	-1.3	63,056	-5.5
June	139,639	9.0	49,393	17.0	22,889	0.2	67,357	6.8
July	153,722	10.1	49,754	0.7	26,051	13.8	77,917	15.7
August	137,690	-10.4	48,935	-1.6	23,039	-11.6	65,717	-15.7
September	124,870	-9.3	47,673	-2.6	21,995	-4.5	55,202	-16.0
October	130,773	4.7	47,989	0.7	22,246	1.1	60,538	9.7
November	137,043	4.8	46,547	-3.0	23,687	6.5	66,808	10.4
December	135,492	-1.1	47,547	2.1	22,131	-6.6	65,815	-1.5
2006								
January	136,795	1.0	49,341	3.8	21,447	-3.1	66,007	0.3
February	136,780	0.0	48,703	-1.3	21,681	1.1	66,395	0.6
March	137,973	0.9	48,847	0.3	22,456	3.6	66,670	0.4
April	136,849	-0.8	46,397	-5.0	24,270	8.1	66,182	-0.7
May ^r	135,969	-0.6	46,469	0.2	24,312	0.2	65,189	-1.5
June ^r	135,923	0.0	47,853	3.0	25,469	4.8	62,601	-4.0
July ^r	140,512	3.4	45,706	-4.5	26,775	5.1	68,031	8.7
August ^p	144,394	2.8	48,585	6.3	24,666	-7.9	71,144	4.6

1. Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

Note(s): Percentage changes shown are month-to-month changes.

Table 8
Monthly sales of new motor vehicles, in units, by province, seasonally adjusted

Period	Canada	Newfoundland and Labrador	Prince Edward Island	Nova Scotia	New Brunswick	Quebec
2004						
January	125,052	1,813	369	3,680	2,934	32,508
February	129,353	1,815	360	3,188	2,852	33,299
March	135,360	1,869	393	3,816	2,924	36,082
April	134,474	1,849	439	3,960	2,809	34,562
May	132,132	1,887	391	3,900	2,699	34,322
June	130,254	1,826	385	4,100	2,767	33,397
July	129,596	1,874	381	3,702	2,849	33,618
August	130,555	1,986	370	3,679	2,880	33,837
September	128,238	1,993	416	3,742	2,913	32,594
October	135,638	2,186	407	4,098	3,266	33,912
November	132,368	1,910	361	3,671	2,803	33,177
December	132,173	1,888	424	3,627	2,821	33,773
2005						
January	125,826	1,809	391	3,598	2,573	33,977
February	144,504	2,185	434	4,040	3,106	36,108
March	131,837	2,139	375	3,625	2,773	33,912
April	140,800	2,181	432	4,089	2,983	35,069
May	128,115	2,055	376	3,693	2,564	32,219
June	139,639	2,072	420	3,910	2,882	35,190
July	153,722	2,392	440	4,288	3,428	36,343
August	137,690	1,788	430	4,068	2,958	33,149
September	124,870	1,789	315	3,733	2,492	29,368
October	130,773	2,048	383	3,517	2,808	33,472
November	137,043	2,319	492	3,792	2,842	35,462
December	135,492	2,122	360	3,801	2,819	33,504
2006						
January	136,795	2,162	396	4,725	2,831	32,735
February	136,780	1,898	429	3,939	2,862	32,920
March	137,973	1,873	417	4,263	2,847	32,970
April	136,849	1,963	396	3,818	2,809	33,163
May ^r	135,969	1,929	414	3,669	2,798	33,030
June ^r	135,923	2,133	401	3,780	2,837	32,511
July ^r	140,512	1,963	422	3,809	2,964	33,710
August ^p	144,394	2,020	437	4,121	2,986	35,762

Table 8 – continued

Monthly sales of new motor vehicles, in units, by province, seasonally adjusted

Period	Canada	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia and the Territories ¹
2004						
January	125,052	48,582	3,604	2,824	14,913	13,825
February	129,353	50,497	3,900	3,450	16,050	13,943
March	135,360	51,464	3,725	3,291	16,388	15,408
April	134,474	52,004	4,000	3,276	16,150	15,425
May	132,132	50,160	3,815	3,233	16,209	15,516
June	130,254	49,661	3,767	3,208	15,691	15,452
July	129,596	49,585	3,640	2,988	15,711	15,248
August	130,555	49,656	3,704	3,293	15,972	15,178
September	128,238	48,044	3,757	3,219	16,437	15,122
October	135,638	51,302	3,910	3,477	17,487	15,595
November	132,368	49,944	3,816	3,379	17,644	15,664
December	132,173	50,028	3,693	3,185	17,504	15,230
2005						
January	125,826	47,741	3,498	2,730	15,996	13,512
February	144,504	57,356	4,305	3,236	18,130	15,604
March	131,837	49,775	3,849	3,231	17,458	14,700
April	140,800	52,380	3,930	3,584	18,984	17,167
May	128,115	48,347	3,535	3,244	16,843	15,240
June	139,639	52,299	3,959	3,514	18,995	16,398
July	153,722	59,357	4,766	3,954	21,779	16,975
August	137,690	51,532	3,994	3,362	19,394	17,015
September	124,870	46,676	3,596	3,141	18,391	15,370
October	130,773	49,117	3,551	2,789	18,221	14,868
November	137,043	51,894	3,612	3,289	18,844	14,497
December	135,492	51,241	3,907	3,178	19,326	15,234
2006						
January	136,795	51,791	3,825	3,017	20,016	15,298
February	136,780	51,381	3,589	3,331	20,706	15,726
March	137,973	51,782	3,825	3,310	20,159	16,526
April	136,849	51,609	3,651	3,193	20,228	16,019
May r	135,969	50,552	3,623	3,405	20,550	15,998
June r	135,923	50,747	3,737	3,358	20,174	16,246
July r	140,512	52,435	3,858	3,404	21,690	16,258
August p	144,394	52,962	3,782	3,400	22,204	16,720

Definitions

Trucks

Trucks include light and heavy trucks, minivans, sport utility vehicles, vans, coaches and buses, regardless of their intended use.

Passenger car

The term passenger car refers to all vehicles whose primary function is to carry passengers, excluding those vehicles classified as a commercial vehicle (see definition above). Passenger cars also include cars used for commercial purposes, i.e. taxis, auto rentals and other car fleets.

Country of origin

New motor vehicles fall into two categories defined on the basis of origin: those manufactured in North America and those manufactured overseas. The latter are imported in a fully assembled state from countries other than the United States or Mexico. All passenger cars and commercial vehicles assembled in Canada, Mexico and the United States and sold in Canada classified are as North American manufactured vehicles.

Motor vehicle sales - units

The number of new motor vehicles sold in Canada.

Motor vehicle sales - dollars

Net sales refers to the selling price to the consumer, i.e., manufacturer's invoice price plus estimated dealer's markup, including charges for standard and optional accessories. Sales taxes are excluded.

Average price of passenger cars

The average price is obtained by dividing the total dollar sales by the number of units sold. Therefore, changes in the average price reflect variations in the models sold as well as price changes. For example, an increase in the average price for passenger cars may reflect both a shift to more expensive models as well as price increases.

Appendix I

Scope of the survey

The interest in and need for detailed statistics on the automobile industry arose years ago, when the industry began playing a prominent role in the Canadian economy. For over 50 years, Statistics Canada has been collecting and disseminating statistical information on the retail sales of new motor vehicles. Not only are these statistics required to produce estimates of Canadian consumer spending for the national accounts and the gross domestic product, but they have also served and continue to serve as one of the most important, most often requested indicators of the health of Canada's economy.¹

However, estimates of the total retail sales volume of new motor vehicles were not sufficient to meet the incessant demand for more information. There came an increasing need for data on the characteristics of the fleet of new vehicles sold at retail, either to learn more about the preferences of Canadian consumers or to assess the penetration of the Canadian market by major foreign manufacturers. Statistics on new motor vehicle sales were expanded in the early 1970s to provide separate figures for Japanese vehicle sales.

The statistics in this report cover exclusively retail sales of new motor vehicles within Canada's borders. Data are derived from a postal survey (a census - see the methodology section at the end of the report for more details).

Other statistics connected with the automobile industry (sales of new and used car dealers, auto parts and accessories stores and so on) are available on the monthly Retail Trade survey (Catalogue No. 63-005). For further information, please contact the Retail Commodity Section, Distributive Trades Division, Statistics Canada, Ottawa, K1A 0T6, (Telephone: 613-951-3549 or toll free at 1-877-421-3067).

Data quality and methodology

This survey is a census of all motor vehicle manufacturers and importers known to be active in Canada.

The value of sales is reported at selling price to consumer (i.e. the manufacturer's invoice price plus estimated dealer's markup, charges for standard equipment and options, less provincial sales tax and federal goods and services tax (G.S.T.) and harmonized sales tax (H.S.T.)).

The response rate for this survey is generally 100%. Minimal estimation is required so there is little bias resulting from non-response introduced in these data.

All attempts have been made to minimize the non-sampling errors: the questionnaires used in the survey have been carefully designed to minimize different interpretations; detailed acceptance testing has been carried out for the different stages of editing and processing.

Data confidentiality

Statistics Canada is prohibited by law from publishing any statistics which would divulge information relating to any identifiable business without the previous consent in writing of that business.² The disclosure of data likely to reveal specific information on the activity of a particular company is systematically and rigorously controlled and regulated to prevent the publication or disclosure of any information deemed confidential. The rules regarding confidentiality

1. *The new motor vehicle sales series is one of ten statistical series making up the leading indicator developed by Statistics Canada for current economic analysis purposes.*

2. *See Section 17 of the Statistics Act (Chapter 5-19), entitled «Secrecy».*

are therefore applied in such a way that no data are shown for cells (or statistical units). If information is withheld for reasons of confidentiality an "X" will appear in the appropriate cell of this publication.

Another way of preserving data confidentiality without having to enter an "X" is to combine (consolidate) the information **from selected regions** (or selected cells) for the same item. The data in question can be aggregated and published in a less detailed, but still confidential, form. For example, the data for the Northwest Territories, the Yukon and Nunavut are included with the British Columbia data.

Seasonal adjustment

Time series contain the elements essential to the description, explanation and forecasting of the behaviour of an economic phenomenon: "They are statistical records of the evolution of economic processes through time."³ In using time series to observe economic activity, economists and statisticians have identified four characteristic behavioural components: the long-term movement or trend, the cycle, the seasonal (variations) and the irregular (fluctuations). These movements are caused by various economic, natural or institutional factors. The **seasonal variations** occur periodically on a more or less regular basis over the course of the year as a result of seasonal changes in weather, statutory holidays and other events which occur at fairly regular intervals and thus have a major impact on the rate of economic activity.

In the interest of accurately interpreting the fundamental evolution of an economic phenomenon and producing forecasts of superior quality, Statistics Canada uses the X-11-ARIMA seasonal adjustment method⁴ to seasonally adjust its time series. The ARIMA part of this method minimizes the impact of seasonal variations on the series and essentially consists of adding one year of estimated data onto each end of the original series before it is seasonally adjusted per se. The estimated data are derived from forecasts and back casts using ARIMA (Autoregressive Integrated Moving Average) models of the Box-Jenkins type.

The X-11 part of the X-11-ARIMA program uses primarily the ratio-to-moving average method to smooth the modified series and obtain a preliminary estimate of the trend-cycle, to calculate the ratios of the original series (fitted) to the estimates of the trend-cycle and to estimate the seasonal factors from these ratios. The final seasonal factors are produced only after these operations have been repeated several times. These procedures, used to determine the seasonal factors necessary to calculate the final seasonally adjusted data, are, since February 1983, executed every month instead of once a year. This permits us to update each month, the reference series from which we derive the final estimations of the seasonal factors employing the most current data available.

While seasonal adjustment permits a better understanding of the underlying trend-cycle of a series, the seasonally-adjusted series still contains an irregular component. Slight month-to-month variations in the seasonally adjusted series may be simple irregular movements; to get a better idea of the underlying trend, users must examine several months of seasonally adjusted series.

To assist the user, the Months of Cyclical Dominance number, MCD, is provided.⁵ The MCD is the shortest monthly span for which a certain ratio becomes and remains less than one, that is, the ratio for which the absolute average percentage change of the trend-cycle of the seasonally adjusted series becomes greater than the absolute average per cent change of the irregular component. The MCD can be interpreted as the number of months over which a change in the seasonally adjusted series must move in a given direction before one can be reasonably certain that the trend-cycle of that series also has moved in the given direction. Clearly small MCD's are desirable and indicative of a smooth series. Applying a moving average to the seasonally adjusted data of MCD length tends to smooth irregular movements which may obscure the underlying trend-cycle. The MCD moving average provides a method of reducing all types of series to approximately the same degree of smoothness, whatever the size of the irregular component in the original series.

3. «A Note on the Seasonal adjustment of Economic Time Series,» *Canadian Statistical Review*, August 1974.

4. For further information see the X-11-ARIMA/88 Seasonal Adjustment Method, by Estelle Bee Dagum, Statistics Canada.

5. MCD = 9 for North American passenger cars. MCD = 4 for Overseas passenger cars. MCD = 11 for Commercial vehicles.

Revision procedures

The seasonally adjusted estimates are revised for the three months preceding the reference period. Monthly unadjusted data are revised for the previous month, when new information is made available to Statistics Canada. In addition, unadjusted new motor vehicle sales are revised each year, for the latest year, in the February issue of this publication. At that time, monthly seasonally adjusted estimates for the latest four years of data are revised.

Appendix II

List of North American motor vehicle manufacturers

B.M.W. Canada Inc.
Blue Bird Body Co.
DaimlerChrysler Canada Inc.
Ford Motor Company of Canada Limited
Freightliner of Canada Ltd.
General Motors of Canada Limited
Honda Canada Inc.
Hyundai Auto Canada Inc.
International Truck and Engine Corporation Canada
Kenworth Div., Paccar of Canada Ltd.
Mack Canada Inc.
Mazda Canada Inc.
Mitsubishi Motor Sales of Canada, Inc.
Motor Coach Industries Limited
New Flyer Industries Ltd.
Nissan Canada Inc.
Nova Bus Corp.
Orion Bus Industries Inc.
Peterbilt Div., Paccar of Canada Ltd.
Prévost Car Inc.
Sterling Heavy Duty TrucksSubaru Canada Inc.
Subaru Canada Inc.
Suzuki Canada Inc.
Thomas Built Buses of Canada Ltd.

Toyota Canada Ltd.

Volkswagen Canada Inc.

Volvo Trucks Canada Inc.

Western Star Trucks Inc.

List of importers and distributors of overseas manufactured motor vehicles

Japan

General Motors of Canada Ltd.

Hino Diesel Trucks Canada Ltd.

Honda Canada Inc.

Mazda Canada Inc.

Mitsubishi Motor Sales of Canada, Inc.

Nissan Canada Inc.

Subaru Canada Inc.

Suzuki Canada Inc.

Toyota Canada Inc.

Other Countries

B.M.W. Canada Inc.

Daewoo Auto Canada Inc.

Ford Motor Company of Canada Limited

General Motors Canada Ltd.

Hyundai Auto Canada Inc.

Jaguar Canada Inc.

Kia Canada Inc.

Land Rover group Canada Inc.

Mercedes-Benz Canada Inc.

Porsche Cars of Canada Ltd.

Volkswagen Canada Inc.

Volvo Cars of Canada Ltd.