

Total Light Vehicles in Canada

January	Current Month			YTD			YTD Market Share		
	2016	2015	16/15	2016	2015	16/15	2016	2015	
Acura	1,063	1,007	5.6%	1,063	1,007	5.6%	1.0%	1.0%	
Audi	1,508	1,408	7.1%	1,508	1,408	7.1%	1.4%	1.4%	
BMW	2,012	1,843	9.2%	2,012	1,843	9.2%	1.9%	1.9%	
FCA	18,156	18,054	0.6%	18,156	18,054	0.6%	16.7%	18.2%	
Ford	16,637	14,582	14.1%	16,637	14,582	14.1%	15.3%	14.7%	
General Motors	14,395	11,577	24.3%	14,395	11,577	24.3%	13.3%	11.7%	
Honda	8,963	6,554	36.8%	8,963	6,554	36.8%	8.3%	6.6%	
Hyundai	6,600	6,864	-3.8%	6,600	6,864	-3.8%	6.1%	6.9%	
Infiniti	805	657	22.5%	805	657	22.5%	0.7%	0.7%	
Jaguar	71	59	20.3%	71	59	20.3%	0.1%	0.1%	
Kia	3,601	3,704	-2.8%	3,601	3,704	-2.8%	3.3%	3.7%	
Land Rover	592	450	31.6%	592	450	31.6%	0.5%	0.5%	
Lexus	1,274	1,273	0.1%	1,274	1,273	0.1%	1.2%	1.3%	
Mazda	3,383	3,204	5.6%	3,383	3,204	5.6%	3.1%	3.2%	
Mercedes-Benz	2,898	2,465	17.6%	2,898	2,465	17.6%	2.7%	2.5%	
MINI	268	234	14.5%	268	234	14.5%	0.2%	0.2%	
Mitsubishi	1,288	1,112	15.8%	1,288	1,112	15.8%	1.2%	1.1%	
Nissan	7,599	6,465	17.5%	7,599	6,465	17.5%	7.0%	6.5%	
Porsche	250	220	13.6%	250	220	13.6%	0.2%	0.2%	
smart	25	30	-16.7%	25	30	-16.7%	0.0%	0.0%	
Subaru	2,687	2,633	2.1%	2,687	2,633	2.1%	2.5%	2.7%	
Toyota	10,771	10,249	5.1%	10,771	10,249	5.1%	9.9%	10.3%	
Volkswagen	3,408	4,134	-17.6%	3,408	4,134	-17.6%	3.1%	4.2%	
Volvo	299	273	9.5%	299	273	9.5%	0.3%	0.3%	
Light Vehicle Sales	108,553	99,051	9.6%	108,553	99,051	9.6%	100.0%	100.0%	
Passenger Car	33,826	35,170	-3.8%	33,826	35,170	-3.8%	31.2%	35.5%	
Light Truck	74,727	63,881	17.0%	74,727	63,881	17.0%	68.8%	64.5%	
GM/Ford/FCA Nameplates	49,188	44,213	11.3%	49,188	44,213	11.3%	45.3%	44.6%	
GAC Member Nameplates	59,365	54,838	8.3%	59,365	54,838	8.3%	54.7%	55.4%	
Sales History	2009	2010	2011	2012	2013	2014	2015	2016	16/15
January	76.9	81.6	84.5	97.5	95.4	95.7	99.1	108.6	9.6%
February	80.2	100.2	96.0	106.7	103.3	105.9	109.2		
March	127.5	145.4	153.5	157.7	156.7	157.2	160.3		
April	143.9	149.7	159.9	157.8	171.9	178.9	189.1		
May	154.0	154.9	149.0	175.7	185.3	195.8	197.9		
June	138.5	154.6	164.8	169.5	171.8	175.7	177.9		
July	139.9	148.8	141.5	148.2	159.1	177.1	177.8		
August	135.4	136.1	140.4	149.3	159.1	171.7	175.5		
September	129.5	135.1	134.5	143.1	149.2	168.0	174.3		
October	121.5	123.2	125.7	135.5	145.6	155.1	163.1		
November	102.1	116.0	121.1	125.7	134.0	138.9	145.4		
December	111.2	111.7	114.6	108.9	113.1	131.4	128.9		
Year-to-Date	76.9	81.6	84.5	97.5	95.4	95.7	99.1	108.6	9.6%

Note: Sales figures above are in thousands.

Source: DesRosiers Automotive Consultants Inc. (DAC), Global Automakers of Canada (GAC), Canadian Vehicle Manufacturers' Association (CVMA)

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Market Snapshot

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February	Current Month			YTD			YTD Market Share		
	2016	2015	16/15	2016	2015	16/15	2016	2015	
Acura	1,033	1,107	-6.7%	2,096	2,114	-0.9%	0.9%	1.0%	
Audi	1,542	1,297	18.9%	3,050	2,705	12.8%	1.3%	1.3%	
BMW	2,575	2,318	11.1%	4,587	4,161	10.2%	2.0%	2.0%	
FCA	18,813	18,711	0.5%	36,969	36,765	0.6%	16.2%	17.7%	
Ford	18,389	15,021	22.4%	35,026	29,603	18.3%	15.4%	14.2%	
General Motors	15,729	13,806	13.9%	30,124	25,383	18.7%	13.2%	12.2%	
Honda	8,553	7,200	18.8%	17,516	13,754	27.4%	7.7%	6.6%	
Hyundai	8,206	8,326	-1.4%	14,806	15,190	-2.5%	6.5%	7.3%	
Infiniti	837	706	18.6%	1,642	1,363	20.5%	0.7%	0.7%	
Jaguar	94	90	4.4%	165	149	10.7%	0.1%	0.1%	
Kia	4,381	4,200	4.3%	7,982	7,904	1.0%	3.5%	3.8%	
Land Rover	721	481	49.9%	1,313	931	41.0%	0.6%	0.4%	
Lexus	1,155	1,138	1.5%	2,429	2,411	0.7%	1.1%	1.2%	
Mazda	3,942	3,814	3.4%	7,325	7,018	4.4%	3.2%	3.4%	
Mercedes-Benz	3,208	2,598	23.5%	6,106	5,063	20.6%	2.7%	2.4%	
MINI	336	374	-10.2%	604	608	-0.7%	0.3%	0.3%	
Mitsubishi	1,547	1,184	30.7%	2,835	2,296	23.5%	1.2%	1.1%	
Nissan	8,174	7,213	13.3%	15,773	13,678	15.3%	6.9%	6.6%	
Porsche	305	242	26.0%	555	462	20.1%	0.2%	0.2%	
smart	192	43	346.5%	217	73	197.3%	0.1%	0.0%	
Subaru	2,543	2,587	-1.7%	5,230	5,220	0.2%	2.3%	2.5%	
Toyota	13,129	11,864	10.7%	23,900	22,113	8.1%	10.5%	10.6%	
Volkswagen	3,408	4,711	-27.7%	6,816	8,845	-22.9%	3.0%	4.2%	
Volvo	389	217	79.3%	688	490	40.4%	0.3%	0.2%	
Light Vehicle Sales	119,201	109,248	9.1%	227,754	208,299	9.3%	100.0%	100.0%	
Passenger Car	38,950	41,199	-5.5%	72,776	76,369	-4.7%	32.0%	36.7%	
Light Truck	80,251	68,049	17.9%	154,978	131,930	17.5%	68.0%	63.3%	
GM/Ford/FCA Nameplates	52,931	47,538	11.3%	102,119	91,751	11.3%	44.8%	44.0%	
GAC Member Nameplates	66,270	61,710	7.4%	125,635	116,548	7.8%	55.2%	56.0%	
Sales History	2009	2010	2011	2012	2013	2014	2015	2016	16/15
January	76.9	81.6	84.5	97.5	95.4	95.7	99.1	108.6	9.6%
February	80.2	100.2	96.0	106.7	103.3	105.9	109.2	119.2	9.1%
March	127.5	145.4	153.5	157.7	156.7	157.2	160.3		
April	143.9	149.7	159.9	157.8	171.9	178.9	189.1		
May	154.0	154.9	149.0	175.7	185.3	195.8	197.9		
June	138.5	154.6	164.8	169.5	171.8	175.7	177.9		
July	139.9	148.8	141.5	148.2	159.1	177.1	177.8		
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September	129.5	135.1	134.5	143.1	149.2	168.0	174.3		
October	121.5	123.2	125.7	135.5	145.6	155.1	163.1		
November	102.1	116.0	121.1	125.7	134.0	138.9	145.4		
December	111.2	111.7	114.6	108.9	113.1	131.4	128.9		
Year-to-Date	157.1	181.8	180.5	204.2	198.7	201.6	208.3	227.8	9.3%

Note: Sales figures above are in thousands.

Source: DesRosiers Automotive Consultants Inc. (DAC), Global Automakers of Canada (GAC), Canadian Vehicle Manufacturers' Association (CVMA)

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Market Snapshot

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Total Light Vehicles in Canada

March	Current Month			YTD			YTD Market Share		
	2016	2015	16/15	2016	2015	16/15	2016	2015	
Acura	1,708	1,643	4.0%	3,804	3,757	1.3%	0.9%	1.0%	
Audi	2,805	1,963	42.9%	5,855	4,668	25.4%	1.5%	1.3%	
BMW	3,065	2,660	15.2%	7,652	6,821	12.2%	1.9%	1.9%	
FCA	25,862	25,060	3.2%	62,831	61,825	1.6%	15.6%	16.8%	
Ford	26,432	21,367	23.7%	61,458	50,970	20.6%	15.3%	13.8%	
General Motors	24,498	21,027	16.5%	54,622	46,410	17.7%	13.6%	12.6%	
Honda	14,647	13,106	11.8%	32,163	26,860	19.7%	8.0%	7.3%	
Hyundai	13,001	12,734	2.1%	27,807	27,924	-0.4%	6.9%	7.6%	
Infiniti	1,138	1,025	11.0%	2,780	2,388	16.4%	0.7%	0.6%	
Jaguar	228	194	17.5%	393	343	14.6%	0.1%	0.1%	
Kia	5,983	6,655	-10.1%	13,965	14,559	-4.1%	3.5%	4.0%	
Land Rover	1,346	726	85.4%	2,659	1,657	60.5%	0.7%	0.4%	
Lexus	1,833	1,802	1.7%	4,262	4,213	1.2%	1.1%	1.1%	
Mazda	6,046	7,030	-14.0%	13,371	14,048	-4.8%	3.3%	3.8%	
Mercedes-Benz	4,244	4,092	3.7%	10,350	9,155	13.1%	2.6%	2.5%	
MINI	495	465	6.5%	1,099	1,073	2.4%	0.3%	0.3%	
Mitsubishi	2,123	1,715	23.8%	4,958	4,011	23.6%	1.2%	1.1%	
Nissan	11,463	10,156	12.9%	27,236	23,834	14.3%	6.8%	6.5%	
Porsche	535	485	10.3%	1,090	947	15.1%	0.3%	0.3%	
smart	263	52	405.8%	480	125	284.0%	0.1%	0.0%	
Subaru	4,213	4,036	4.4%	9,443	9,256	2.0%	2.3%	2.5%	
Toyota	17,264	15,003	15.1%	41,164	37,116	10.9%	10.2%	10.1%	
Volkswagen	5,380	6,950	-22.6%	12,196	15,795	-22.8%	3.0%	4.3%	
Volvo	570	328	73.8%	1,258	818	53.8%	0.3%	0.2%	
Light Vehicle Sales	175,142	160,274	9.3%	402,896	368,573	9.3%	100.0%	100.0%	
Passenger Car	61,729	64,322	-4.0%	134,505	140,691	-4.4%	33.4%	38.2%	
Light Truck	113,413	95,952	18.2%	268,391	227,882	17.8%	66.6%	61.8%	
GM/Ford/FCA Nameplates	76,792	67,454	13.8%	178,911	159,205	12.4%	44.4%	43.2%	
GAC Member Nameplates	98,350	92,820	6.0%	223,985	209,368	7.0%	55.6%	56.8%	
Sales History	2009	2010	2011	2012	2013	2014	2015	2016	16/15
January	76.9	81.6	84.5	97.5	95.4	95.7	99.1	108.6	9.6%
February	80.2	100.2	96.0	106.7	103.3	105.9	109.2	119.2	9.1%
March	127.5	145.4	153.5	157.7	156.7	157.2	160.3	175.1	9.3%
April	143.9	149.7	159.9	157.8	171.9	178.9	189.1		
May	154.0	154.9	149.0	175.7	185.3	195.8	197.9		
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November	102.1	116.0	121.1	125.7	134.0	138.9	145.4		
December	111.2	111.7	114.6	108.9	113.1	131.4	128.9		
Year-to-Date	284.6	327.3	334.0	362.0	355.4	358.8	368.6	402.9	9.3%

Note: Sales figures above are in thousands.

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April	Current Month			YTD			YTD Market Share		
	2016	2015	16/15	2016	2015	16/15	2016	2015	
Acura	2,206	2,232	-1.2%	6,010	5,989	0.4%	1.0%	1.1%	
Audi	3,352	3,219	4.1%	9,207	7,887	16.7%	1.5%	1.4%	
BMW	3,701	3,515	5.3%	11,353	10,336	9.8%	1.9%	1.9%	
FCA	30,108	27,473	9.6%	92,939	89,298	4.1%	15.4%	16.0%	
Ford	30,311	27,307	11.0%	91,769	78,277	17.2%	15.2%	14.0%	
General Motors	26,596	29,127	-8.7%	81,218	75,537	7.5%	13.5%	13.5%	
Honda	15,700	14,447	8.7%	47,863	41,307	15.9%	7.9%	7.4%	
Hyundai	14,607	14,525	0.6%	42,414	42,449	-0.1%	7.0%	7.6%	
Infiniti	902	926	-2.6%	3,682	3,314	11.1%	0.6%	0.6%	
Jaguar	122	90	35.6%	515	433	18.9%	0.1%	0.1%	
Kia	7,707	7,161	7.6%	21,672	21,720	-0.2%	3.6%	3.9%	
Land Rover	655	458	43.0%	3,314	2,115	56.7%	0.5%	0.4%	
Lexus	2,386	2,147	11.1%	6,648	6,360	4.5%	1.1%	1.1%	
Mazda	7,471	7,311	2.2%	20,842	21,359	-2.4%	3.5%	3.8%	
Mercedes-Benz	4,176	4,155	0.5%	14,526	13,310	9.1%	2.4%	2.4%	
MINI	745	662	12.5%	1,844	1,735	6.3%	0.3%	0.3%	
Mitsubishi	2,552	1,933	32.0%	7,510	5,944	26.3%	1.2%	1.1%	
Nissan	11,246	10,436	7.8%	38,482	34,270	12.3%	6.4%	6.1%	
Porsche	757	690	9.7%	1,847	1,637	12.8%	0.3%	0.3%	
smart	55	66	-16.7%	535	191	180.1%	0.1%	0.0%	
Subaru	5,087	4,901	3.8%	14,530	14,157	2.6%	2.4%	2.5%	
Toyota	21,436	18,495	15.9%	62,600	55,611	12.6%	10.4%	10.0%	
Volkswagen	7,845	7,358	6.6%	20,041	23,153	-13.4%	3.3%	4.2%	
Volvo	604	438	37.9%	1,862	1,256	48.2%	0.3%	0.2%	
Light Vehicle Sales	200,327	189,072	6.0%	603,223	557,645	8.2%	100.0%	100.0%	
Passenger Car	72,574	79,258	-8.4%	207,079	219,949	-5.9%	34.3%	39.4%	
Light Truck	127,753	109,814	16.3%	396,144	337,696	17.3%	65.7%	60.6%	
GM/Ford/FCA Nameplates	87,015	83,907	3.7%	265,926	243,112	9.4%	44.1%	43.6%	
GAC Member Nameplates	113,312	105,165	7.7%	337,297	314,533	7.2%	55.9%	56.4%	
Sales History	2009	2010	2011	2012	2013	2014	2015	2016	16/15
January	76.9	81.6	84.5	97.5	95.4	95.7	99.1	108.6	9.6%
February	80.2	100.2	96.0	106.7	103.3	105.9	109.2	119.2	9.1%
March	127.5	145.4	153.5	157.7	156.7	157.2	160.3	175.1	9.3%
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May	154.0	154.9	149.0	175.7	185.3	195.8	197.9		
June	138.5	154.6	164.8	169.5	171.8	175.7	177.9		
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November	102.1	116.0	121.1	125.7	134.0	138.9	145.4		
December	111.2	111.7	114.6	108.9	113.1	131.4	128.9		
Year-to-Date	428.5	476.9	493.9	519.7	527.3	537.7	557.6	603.2	8.2%

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May	Current Month			YTD			YTD Market Share		
	2016	2015	16/15	2016	2015	16/15	2016	2015	
Acura	1,564	2,096	-25.4%	7,574	8,085	-6.3%	0.9%	1.1%	
Audi	3,305	2,880	14.8%	12,512	10,767	16.2%	1.6%	1.4%	
BMW	3,761	3,633	3.5%	15,114	13,969	8.2%	1.9%	1.8%	
FCA	31,724	31,617	0.3%	124,663	120,915	3.1%	15.6%	16.0%	
Ford	29,374	29,043	1.1%	121,143	107,320	12.9%	15.2%	14.2%	
General Motors	22,939	27,462	-16.5%	104,157	102,999	1.1%	13.1%	13.6%	
Honda	17,189	15,853	8.4%	65,052	57,160	13.8%	8.2%	7.6%	
Hyundai	15,010	14,217	5.6%	57,424	56,666	1.3%	7.2%	7.5%	
Infiniti	1,036	1,004	3.2%	4,718	4,318	9.3%	0.6%	0.6%	
Jaguar	142	129	10.1%	657	562	16.9%	0.1%	0.1%	
Kia	7,106	7,453	-4.7%	28,778	29,173	-1.4%	3.6%	3.9%	
Land Rover	663	620	6.9%	3,977	2,735	45.4%	0.5%	0.4%	
Lexus	2,039	2,026	0.6%	8,687	8,386	3.6%	1.1%	1.1%	
Mazda	6,721	6,709	0.2%	27,563	28,068	-1.8%	3.5%	3.7%	
Mercedes-Benz	4,519	4,414	2.4%	19,045	17,724	7.5%	2.4%	2.3%	
MINI	774	814	-4.9%	2,618	2,549	2.7%	0.3%	0.3%	
Mitsubishi	2,125	1,996	6.5%	9,635	7,940	21.3%	1.2%	1.1%	
Nissan	12,169	11,980	1.6%	50,651	46,250	9.5%	6.3%	6.1%	
Porsche	726	695	4.5%	2,573	2,332	10.3%	0.3%	0.3%	
smart	34	116	-70.7%	569	307	85.3%	0.1%	0.0%	
Subaru	4,590	4,983	-7.9%	19,120	19,140	-0.1%	2.4%	2.5%	
Toyota	20,119	20,291	-0.8%	82,719	75,902	9.0%	10.4%	10.0%	
Volkswagen	6,596	7,367	-10.5%	26,637	30,520	-12.7%	3.3%	4.0%	
Volvo	641	539	18.9%	2,503	1,795	39.4%	0.3%	0.2%	
Light Vehicle Sales	194,866	197,937	-1.6%	798,089	755,582	5.6%	100.0%	100.0%	
Passenger Car	73,011	83,593	-12.7%	280,090	303,542	-7.7%	35.1%	40.2%	
Light Truck	121,855	114,344	6.6%	517,999	452,040	14.6%	64.9%	59.8%	
GM/Ford/FCA Nameplates	84,037	88,122	-4.6%	349,963	331,234	5.7%	43.9%	43.8%	
GAC Member Nameplates	110,829	109,815	0.9%	448,126	424,348	5.6%	56.1%	56.2%	
Sales History	2009	2010	2011	2012	2013	2014	2015	2016	16/15
January	76.9	81.6	84.5	97.5	95.4	95.7	99.1	108.6	9.6%
February	80.2	100.2	96.0	106.7	103.3	105.9	109.2	119.2	9.1%
March	127.5	145.4	153.5	157.7	156.7	157.2	160.3	175.1	9.3%
April	143.9	149.7	159.9	157.8	171.9	178.9	189.1	200.3	6.0%
May	154.0	154.9	149.0	175.7	185.3	195.8	197.9	194.9	-1.6%
June	138.5	154.6	164.8	169.5	171.8	175.7	177.9		
July	139.9	148.8	141.5	148.2	159.1	177.1	177.8		
August	135.4	136.1	140.4	149.3	159.1	171.7	175.5		
September	129.5	135.1	134.5	143.1	149.2	168.0	174.3		
October	121.5	123.2	125.7	135.5	145.6	155.1	163.1		
November	102.1	116.0	121.1	125.7	134.0	138.9	145.4		
December	111.2	111.7	114.6	108.9	113.1	131.4	128.9		
Year-to-Date	582.5	631.8	643.0	695.5	712.6	733.5	755.6	798.1	5.6%

Note: Sales figures above are in thousands.

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June	Current Month			YTD			YTD Market Share		
	2016	2015	16/15	2016	2015	16/15	2016	2015	
Acura	1,632	1,860	-12.3%	9,206	9,945	-7.4%	0.9%	1.1%	
Audi	3,102	2,696	15.1%	15,614	13,463	16.0%	1.6%	1.4%	
BMW	3,572	3,235	10.4%	18,686	17,204	8.6%	1.9%	1.8%	
FCA	27,776	27,217	2.1%	152,439	148,132	2.9%	15.4%	15.9%	
Ford	28,699	26,776	7.2%	149,842	134,096	11.7%	15.1%	14.4%	
General Motors	26,045	24,226	7.5%	130,202	127,225	2.3%	13.2%	13.6%	
Honda	15,273	14,679	4.0%	80,325	71,839	11.8%	8.1%	7.7%	
Hyundai	15,201	10,757	41.3%	72,625	67,423	7.7%	7.3%	7.2%	
Infiniti	961	912	5.4%	5,679	5,230	8.6%	0.6%	0.6%	
Jaguar	383	139	175.5%	1,040	701	48.4%	0.1%	0.1%	
Kia	7,540	6,612	14.0%	36,318	35,785	1.5%	3.7%	3.8%	
Land Rover	765	664	15.2%	4,742	3,399	39.5%	0.5%	0.4%	
Lexus	1,752	1,914	-8.5%	10,439	10,300	1.3%	1.1%	1.1%	
Maserati	63	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	
Mazda	6,728	6,882	-2.2%	34,291	34,950	-1.9%	3.5%	3.7%	
Mercedes-Benz	4,442	4,171	6.5%	23,487	21,895	7.3%	2.4%	2.3%	
MINI	573	642	-10.7%	3,191	3,191	0.0%	0.3%	0.3%	
Mitsubishi	1,903	1,982	-4.0%	11,538	9,922	16.3%	1.2%	1.1%	
Nissan	13,171	11,623	13.3%	63,822	57,873	10.3%	6.5%	6.2%	
Porsche	730	725	0.7%	3,303	3,057	8.0%	0.3%	0.3%	
smart	31	63	-50.8%	600	370	62.2%	0.1%	0.0%	
Subaru	4,795	4,332	10.7%	23,915	23,472	1.9%	2.4%	2.5%	
Toyota	20,252	18,775	7.9%	102,971	94,677	8.8%	10.4%	10.1%	
Volkswagen	5,085	6,454	-21.2%	31,722	36,974	-14.2%	3.2%	4.0%	
Volvo	614	521	17.9%	3,117	2,316	34.6%	0.3%	0.2%	
Light Vehicle Sales	191,088	177,857	7.4%	989,177	933,439	6.0%	100.0%	100.0%	
Passenger Car	66,494	68,457	-2.9%	346,584	371,999	-6.8%	35.0%	39.9%	
Light Truck	124,594	109,400	13.9%	642,593	561,440	14.5%	65.0%	60.1%	
GM/Ford/FCA Nameplates	82,520	78,219	5.5%	432,483	409,453	5.6%	43.7%	43.9%	
GAC Member Nameplates	108,568	99,638	9.0%	556,631	523,986	6.2%	56.3%	56.1%	
Sales History	2009	2010	2011	2012	2013	2014	2015	2016	16/15
January	76.9	81.6	84.5	97.5	95.4	95.7	99.1	108.6	9.6%
February	80.2	100.2	96.0	106.7	103.3	105.9	109.2	119.2	9.1%
March	127.5	145.4	153.5	157.7	156.7	157.2	160.3	175.1	9.3%
April	143.9	149.7	159.9	157.8	171.9	178.9	189.1	200.3	6.0%
May	154.0	154.9	149.0	175.7	185.3	195.8	197.9	194.9	-1.6%
June	138.5	154.6	164.8	169.5	171.8	175.7	177.9	191.1	7.4%
July	139.9	148.8	141.5	148.2	159.1	177.1	177.8		
August	135.4	136.1	140.4	149.3	159.1	171.7	175.5		
September	129.5	135.1	134.5	143.1	149.2	168.0	174.3		
October	121.5	123.2	125.7	135.5	145.6	155.1	163.1		
November	102.1	116.0	121.1	125.7	134.0	138.9	145.4		
December	111.2	111.7	114.6	108.9	113.1	131.4	128.9		
Year-to-Date	721.0	786.4	807.8	864.9	884.3	909.2	933.4	989.2	6.0%

Note: Sales figures above are in thousands.

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August	Current Month			YTD			YTD Market Share		
	2016	2015	16/15	2016	2015	16/15	2016	2015	
Acura	2,064	1,795	15.0%	12,925	13,643	-5.3%	1.0%	1.1%	
Audi	2,597	2,430	6.9%	20,662	18,030	14.6%	1.5%	1.4%	
BMW	2,950	2,750	7.3%	24,643	22,769	8.2%	1.8%	1.8%	
FCA	21,627	26,928	-19.7%	198,735	203,671	-2.4%	14.9%	15.8%	
Ford	28,982	26,579	9.0%	208,595	187,851	11.0%	15.6%	14.6%	
General Motors	22,547	24,653	-8.5%	174,004	174,704	-0.4%	13.0%	13.6%	
Honda	15,764	15,482	1.8%	111,303	103,017	8.0%	8.3%	8.0%	
Hyundai	13,405	13,027	2.9%	100,630	94,852	6.1%	7.5%	7.4%	
Infiniti	987	986	0.1%	7,572	7,096	6.7%	0.6%	0.6%	
Jaguar	341	106	221.7%	1,712	911	87.9%	0.1%	0.1%	
Kia	6,688	6,265	6.8%	49,533	47,752	3.7%	3.7%	3.7%	
Land Rover	660	649	1.7%	6,066	4,618	31.4%	0.5%	0.4%	
Lexus	1,972	1,931	2.1%	14,294	14,094	1.4%	1.1%	1.1%	
Maserati	20	n.a.	n.a.	128	n.a.	n.a.	0.0%	n.a.	
Mazda	6,546	6,812	-3.9%	46,746	48,767	-4.1%	3.5%	3.8%	
Mercedes-Benz	3,719	3,662	1.6%	31,087	29,009	7.2%	2.3%	2.3%	
MINI	625	559	11.8%	4,456	4,325	3.0%	0.3%	0.3%	
Mitsubishi	2,056	2,320	-11.4%	15,194	14,294	6.3%	1.1%	1.1%	
Nissan	10,521	10,854	-3.1%	84,984	80,411	5.7%	6.4%	6.2%	
Porsche	689	640	7.7%	4,730	4,427	6.8%	0.4%	0.3%	
smart	282	66	327.3%	935	513	82.3%	0.1%	0.0%	
Subaru	4,512	3,348	34.8%	32,637	30,863	5.7%	2.4%	2.4%	
Toyota	16,659	16,361	1.8%	136,019	127,519	6.7%	10.2%	9.9%	
Volkswagen	5,253	6,826	-23.0%	42,650	50,418	-15.4%	3.2%	3.9%	
Volvo	568	483	17.6%	4,275	3,241	31.9%	0.3%	0.3%	
Light Vehicle Sales	172,034	175,512	-2.0%	1,334,515	1,286,795	3.7%	100.0%	100.0%	
Passenger Car	58,645	64,622	-9.2%	464,454	503,398	-7.7%	34.8%	39.1%	
Light Truck	113,389	110,890	2.3%	870,061	783,397	11.1%	65.2%	60.9%	
GM/Ford/FCA Nameplates	73,156	78,160	-6.4%	581,334	566,226	2.7%	43.6%	44.0%	
GAC Member Nameplates	98,878	97,352	1.6%	753,181	720,569	4.5%	56.4%	56.0%	
Sales History	2009	2010	2011	2012	2013	2014	2015	2016	16/15
January	76.9	81.6	84.5	97.5	95.4	95.7	99.1	108.6	9.6%
February	80.2	100.2	96.0	106.7	103.3	105.9	109.2	119.2	9.1%
March	127.5	145.4	153.5	157.7	156.7	157.2	160.3	175.1	9.3%
April	143.9	149.7	159.9	157.8	171.9	178.9	189.1	200.3	6.0%
May	154.0	154.9	149.0	175.7	185.3	195.8	197.9	194.9	-1.6%
June	138.5	154.6	164.8	169.5	171.8	175.7	177.9	191.1	7.4%
July	139.9	148.8	141.5	148.2	159.1	177.1	177.8	173.3	-2.6%
August	135.4	136.1	140.4	149.3	159.1	171.7	175.5	172.0	-2.0%
September	129.5	135.1	134.5	143.1	149.2	168.0	174.3		
October	121.5	123.2	125.7	135.5	145.6	155.1	163.1		
November	102.1	116.0	121.1	125.7	134.0	138.9	145.4		
December	111.2	111.7	114.6	108.9	113.1	131.4	128.9		
Year-to-Date	996.3	1,071.2	1,089.6	1,162.4	1,202.6	1,258.0	1,286.8	1,334.5	3.7%

Note: Sales figures above are in thousands.

Source: DesRosiers Automotive Consultants Inc. (DAC), Global Automakers of Canada (GAC), Canadian Vehicle Manufacturers' Association (CVMA)

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Total Light Vehicles in Canada

September	Current Month			YTD			YTD Market Share		
	2016	2015	16/15	2016	2015	16/15	2016	2015	
Acura	1,988	2,240	-11.3%	14,913	15,883	-6.1%	1.0%	1.1%	
Audi	2,739	2,161	26.7%	23,401	20,191	15.9%	1.6%	1.4%	
BMW	3,586	3,545	1.2%	28,229	26,314	7.3%	1.9%	1.8%	
FCA	19,639	24,007	-18.2%	218,374	227,678	-4.1%	14.5%	15.6%	
Ford	30,151	28,214	6.9%	238,746	216,065	10.5%	15.8%	14.8%	
General Motors	25,466	24,960	2.0%	199,470	199,664	-0.1%	13.2%	13.7%	
Honda	15,609	15,204	2.7%	126,912	118,221	7.4%	8.4%	8.1%	
Hyundai	11,662	12,052	-3.2%	112,292	106,904	5.0%	7.4%	7.3%	
Infiniti	1,076	1,095	-1.7%	8,648	8,191	5.6%	0.6%	0.6%	
Jaguar	331	133	148.9%	2,043	1,044	95.7%	0.1%	0.1%	
Kia	6,548	5,942	10.2%	56,081	53,694	4.4%	3.7%	3.7%	
Land Rover	799	709	12.7%	6,865	5,327	28.9%	0.5%	0.4%	
Lexus	2,177	2,168	0.4%	16,471	16,262	1.3%	1.1%	1.1%	
Maserati	58	n.a.	n.a.	186	n.a.	n.a.	0.0%	n.a.	
Mazda	6,013	6,636	-9.4%	52,759	55,403	-4.8%	3.5%	3.8%	
Mercedes-Benz	4,188	4,152	0.9%	35,275	33,161	6.4%	2.3%	2.3%	
MINI	608	658	-7.6%	5,064	4,983	1.6%	0.3%	0.3%	
Mitsubishi	1,937	2,066	-6.2%	17,131	16,360	4.7%	1.1%	1.1%	
Nissan	10,679	10,912	-2.1%	95,663	91,323	4.8%	6.3%	6.3%	
Porsche	660	577	14.4%	5,390	5,004	7.7%	0.4%	0.3%	
smart	400	39	925.6%	1,335	552	141.8%	0.1%	0.0%	
Subaru	4,611	4,234	8.9%	37,248	35,097	6.1%	2.5%	2.4%	
Toyota	17,056	17,168	-0.7%	153,075	144,687	5.8%	10.2%	9.9%	
Volkswagen	5,026	5,128	-2.0%	47,676	55,546	-14.2%	3.2%	3.8%	
Volvo	453	337	34.4%	4,728	3,578	32.1%	0.3%	0.2%	
Light Vehicle Sales	173,460	174,337	-0.5%	1,507,975	1,461,132	3.2%	100.0%	100.0%	
Passenger Car	58,182	62,980	-7.6%	522,636	566,378	-7.7%	34.7%	38.8%	
Light Truck	115,278	111,357	3.5%	985,339	894,754	10.1%	65.3%	61.2%	
GM/Ford/FCA Nameplates	75,256	77,181	-2.5%	656,590	643,407	2.0%	43.5%	44.0%	
GAC Member Nameplates	98,204	97,156	1.1%	851,385	817,725	4.1%	56.5%	56.0%	
Sales History	2009	2010	2011	2012	2013	2014	2015	2016	16/15
January	76.9	81.6	84.5	97.5	95.4	95.7	99.1	108.6	9.6%
February	80.2	100.2	96.0	106.7	103.3	105.9	109.2	119.2	9.1%
March	127.5	145.4	153.5	157.7	156.7	157.2	160.3	175.1	9.3%
April	143.9	149.7	159.9	157.8	171.9	178.9	189.1	200.3	6.0%
May	154.0	154.9	149.0	175.7	185.3	195.8	197.9	194.9	-1.6%
June	138.5	154.6	164.8	169.5	171.8	175.7	177.9	191.1	7.4%
July	139.9	148.8	141.5	148.2	159.1	177.1	177.8	173.3	-2.6%
August	135.4	136.1	140.4	149.3	159.1	171.7	175.5	172.0	-2.0%
September	129.5	135.1	134.5	143.1	149.2	168.0	174.3	173.5	-0.5%
October	121.5	123.2	125.7	135.5	145.6	155.1	163.1		
November	102.1	116.0	121.1	125.7	134.0	138.9	145.4		
December	111.2	111.7	114.6	108.9	113.1	131.4	128.9		
Year-to-Date	1,125.8	1,206.3	1,224.1	1,305.5	1,351.8	1,426.0	1,461.1	1,508.0	3.2%

Note: Sales figures above are in thousands.

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Total Light Vehicles in Canada

October	Current Month			YTD			YTD Market Share		
	2016	2015	16/15	2016	2015	16/15	2016	2015	
Acura	1,966	1,754	12.1%	16,879	17,637	-4.3%	1.0%	1.1%	
Audi	2,751	2,502	10.0%	26,152	22,693	15.2%	1.6%	1.4%	
BMW	3,435	2,830	21.4%	31,664	29,144	8.6%	1.9%	1.8%	
FCA	19,527	22,384	-12.8%	237,901	250,062	-4.9%	14.3%	15.4%	
Ford	21,500	22,080	-2.6%	260,246	238,145	9.3%	15.7%	14.7%	
General Motors	21,219	23,268	-8.8%	220,689	222,932	-1.0%	13.3%	13.7%	
Honda	15,304	15,169	0.9%	142,216	133,390	6.6%	8.6%	8.2%	
Hyundai	10,005	11,607	-13.8%	122,297	118,511	3.2%	7.4%	7.3%	
Infiniti	1,307	1,233	6.0%	9,955	9,424	5.6%	0.6%	0.6%	
Jaguar	316	80	295.0%	2,359	1,124	109.9%	0.1%	0.1%	
Kia	5,841	6,017	-2.9%	61,922	59,711	3.7%	3.7%	3.7%	
Land Rover	669	741	-9.7%	7,534	6,068	24.2%	0.5%	0.4%	
Lexus	2,418	2,283	5.9%	18,889	18,545	1.9%	1.1%	1.1%	
Maserati	73	51	43.1%	468	422	10.9%	0.0%	0.0%	
Mazda	5,999	6,209	-3.4%	58,758	61,612	-4.6%	3.5%	3.8%	
Mercedes-Benz	3,791	3,761	0.8%	39,066	36,922	5.8%	2.3%	2.3%	
MINI	645	810	-20.4%	5,709	5,793	-1.5%	0.3%	0.4%	
Mitsubishi	1,814	1,984	-8.6%	18,945	18,344	3.3%	1.1%	1.1%	
Nissan	9,277	10,301	-9.9%	104,940	101,624	3.3%	6.3%	6.3%	
Porsche	580	509	13.9%	5,970	5,513	8.3%	0.4%	0.3%	
smart	65	69	-5.8%	1,400	621	125.4%	0.1%	0.0%	
Subaru	4,826	4,401	9.7%	42,074	39,498	6.5%	2.5%	2.4%	
Toyota	15,648	16,891	-7.4%	168,723	161,578	4.4%	10.1%	9.9%	
Volkswagen	5,079	5,715	-11.1%	52,755	61,261	-13.9%	3.2%	3.8%	
Volvo	487	455	7.0%	5,215	4,033	29.3%	0.3%	0.2%	
Light Vehicle Sales	154,542	163,104	-5.2%	1,662,726	1,624,607	2.3%	100.0%	100.0%	
Passenger Car	52,955	58,267	-9.1%	575,800	625,016	-7.9%	34.6%	38.5%	
Light Truck	101,587	104,837	-3.1%	1,086,926	999,591	8.7%	65.4%	61.5%	
GM/Ford/FCA Nameplates	62,246	67,732	-8.1%	718,836	711,139	1.1%	43.2%	43.8%	
GAC Member Nameplates	92,296	95,372	-3.2%	943,890	913,468	3.3%	56.8%	56.2%	
Sales History	2009	2010	2011	2012	2013	2014	2015	2016	16/15
January	76.9	81.6	84.5	97.5	95.4	95.7	99.1	108.6	9.6%
February	80.2	100.2	96.0	106.7	103.3	105.9	109.3	119.2	9.1%
March	127.5	145.4	153.5	157.7	156.7	157.2	160.3	175.2	9.3%
April	143.9	149.7	159.9	157.8	171.9	178.9	189.1	200.4	6.0%
May	154.0	154.9	149.0	175.7	185.3	195.8	198.0	194.9	-1.5%
June	138.5	154.6	164.8	169.5	171.8	175.7	177.9	191.1	7.4%
July	139.9	148.8	141.5	148.2	159.1	177.1	177.9	173.3	-2.6%
August	135.4	136.1	140.4	149.3	159.1	171.7	175.6	172.0	-2.0%
September	129.5	135.1	134.5	143.1	149.2	168.0	174.4	173.5	-0.5%
October	121.5	123.2	125.7	135.5	145.6	155.1	163.1	154.5	-5.2%
November	102.1	116.0	121.1	125.7	134.0	138.9	145.5		
December	111.2	111.7	114.6	108.9	113.1	131.4	128.9		
Year-to-Date	1,247.3	1,329.5	1,349.8	1,441.0	1,497.4	1,581.1	1,624.6	1,662.7	2.3%

Note: Sales figures above are in thousands.

Source: DesRosiers Automotive Consultants Inc. (DAC), Global Automakers of Canada (GAC), Canadian Vehicle Manufacturers' Association (CVMA)

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Market Snapshot

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Total Light Vehicles in Canada

November	Current Month			YTD			YTD Market Share		
	2016	2015	16/15	2016	2015	16/15	2016	2015	
Acura	1,832	1,736	5.5%	18,711	19,373	-3.4%	1.0%	1.1%	
Audi	2,455	2,168	13.2%	28,607	24,861	15.1%	1.6%	1.4%	
BMW	3,403	3,379	0.7%	35,067	32,523	7.8%	1.9%	1.8%	
FCA	20,674	21,038	-1.7%	258,575	271,100	-4.6%	14.2%	15.3%	
Ford	24,450	20,685	18.2%	284,696	258,830	10.0%	15.6%	14.6%	
General Motors	28,523	21,812	30.8%	249,212	244,744	1.8%	13.7%	13.8%	
Genesis	45	-	n.a.	45	-	n.a.	0.0%	0.0%	
Honda	13,183	13,025	1.2%	155,399	146,415	6.1%	8.5%	8.3%	
Hyundai	9,976	10,501	-5.0%	132,273	129,012	2.5%	7.3%	7.3%	
Infiniti	1,130	976	15.8%	11,085	10,400	6.6%	0.6%	0.6%	
Jaguar	343	92	272.8%	2,702	1,216	122.2%	0.1%	0.1%	
Kia	5,546	4,601	20.5%	67,468	64,312	4.9%	3.7%	3.6%	
Land Rover	770	752	2.4%	8,304	6,820	21.8%	0.5%	0.4%	
Lexus	1,875	1,814	3.4%	20,764	20,359	2.0%	1.1%	1.2%	
Maserati	83	43	93.0%	551	465	18.5%	0.0%	0.0%	
Mazda	5,730	5,245	9.2%	64,488	66,857	-3.5%	3.5%	3.8%	
Mercedes-Benz	3,954	3,503	12.9%	43,020	40,425	6.4%	2.4%	2.3%	
MINI	550	732	-24.9%	6,259	6,525	-4.1%	0.3%	0.4%	
Mitsubishi	1,685	1,637	2.9%	20,630	19,981	3.2%	1.1%	1.1%	
Nissan	9,541	8,476	12.6%	114,481	110,100	4.0%	6.3%	6.2%	
Porsche	541	450	20.2%	6,511	5,963	9.2%	0.4%	0.3%	
smart	247	59	318.6%	1,647	680	142.2%	0.1%	0.0%	
Subaru	4,412	3,739	18.0%	46,486	43,237	7.5%	2.5%	2.4%	
Toyota	14,617	14,016	4.3%	183,340	175,594	4.4%	10.1%	9.9%	
Volkswagen	4,553	4,575	-0.5%	57,308	65,836	-13.0%	3.1%	3.7%	
Volvo	455	415	9.6%	5,670	4,448	27.5%	0.3%	0.3%	
Light Vehicle Sales	160,573	145,469	10.4%	1,823,299	1,770,076	3.0%	100.0%	100.0%	
Passenger Car	48,945	50,349	-2.8%	624,745	675,365	-7.5%	34.3%	38.2%	
Light Truck	111,628	95,120	17.4%	1,198,554	1,094,711	9.5%	65.7%	61.8%	
GM/Ford/FCA Nameplates	73,647	63,535	15.9%	792,483	774,674	2.3%	43.5%	43.8%	
GAC Member Nameplates	86,926	81,934	6.1%	1,030,816	995,402	3.6%	56.5%	56.2%	
Sales History	2009	2010	2011	2012	2013	2014	2015	2016	16/15
January	76.9	81.6	84.5	97.5	95.4	95.7	99.1	108.6	9.6%
February	80.2	100.2	96.0	106.7	103.3	105.9	109.3	119.2	9.1%
March	127.5	145.4	153.5	157.7	156.7	157.2	160.3	175.2	9.3%
April	143.9	149.7	159.9	157.8	171.9	178.9	189.1	200.4	6.0%
May	154.0	154.9	149.0	175.7	185.3	195.8	198.0	194.9	-1.5%
June	138.5	154.6	164.8	169.5	171.8	175.7	177.9	191.1	7.4%
July	139.9	148.8	141.5	148.2	159.1	177.1	177.9	173.3	-2.6%
August	135.4	136.1	140.4	149.3	159.1	171.7	175.6	172.0	-2.0%
September	129.5	135.1	134.5	143.1	149.2	168.0	174.4	173.5	-0.5%
October	121.5	123.2	125.7	135.5	145.6	155.1	163.1	154.5	-5.2%
November	102.1	116.0	121.1	125.7	134.0	138.9	145.5	160.6	10.4%
December	111.2	111.7	114.6	108.9	113.1	131.4	128.9		
Year-to-Date	1,349.4	1,445.5	1,471.0	1,566.7	1,631.4	1,720.0	1,770.1	1,823.3	3.0%

Note: Sales figures above are in thousands.

Source: DesRosiers Automotive Consultants Inc. (DAC), Association of International Automobile Manufacturers of Canada (AIAMC), Canadian Vehicle Manufacturers' Association (CVMA)

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Total Light Vehicles in Canada

December	Current Month			YTD			YTD Market Share		
	2016	2015	16/15	2016	2015	16/15	2016	2015	
Acura	1,516	1,630	-7.0%	20,227	21,003	-3.7%	1.0%	1.1%	
Audi	1,937	1,893	2.3%	30,544	26,754	14.2%	1.6%	1.4%	
BMW	2,945	2,479	18.8%	38,012	35,002	8.6%	2.0%	1.8%	
FCA	18,870	21,961	-14.1%	277,445	293,061	-5.3%	14.2%	15.4%	
Ford	19,749	19,607	0.7%	304,445	278,437	9.3%	15.6%	14.7%	
General Motors	18,129	18,591	-2.5%	267,341	263,335	1.5%	13.7%	13.9%	
Genesis	48	-	n.a.	93	-	n.a.	0.0%	0.0%	
Honda	11,050	10,088	9.5%	166,449	156,503	6.4%	8.5%	8.2%	
Hyundai	5,796	6,600	-12.2%	138,069	135,612	1.8%	7.1%	7.1%	
Infiniti	1,009	921	9.6%	12,094	11,321	6.8%	0.6%	0.6%	
Jaguar	332	80	315.0%	3,034	1,296	134.1%	0.2%	0.1%	
Kia	4,202	3,602	16.7%	71,670	67,887	5.6%	3.7%	3.6%	
Land Rover	836	900	-7.1%	9,140	7,720	18.4%	0.5%	0.4%	
Lexus	1,745	1,666	4.7%	22,509	22,025	2.2%	1.2%	1.2%	
Maserati	131	46	184.8%	682	511	33.5%	0.0%	0.0%	
Mazda	4,722	4,852	-2.7%	69,210	71,709	-3.5%	3.6%	3.8%	
Mercedes-Benz	3,425	3,385	1.2%	46,445	43,810	6.0%	2.4%	2.3%	
MINI	350	525	-33.3%	6,609	7,050	-6.3%	0.3%	0.4%	
Mitsubishi	1,663	1,403	18.5%	22,293	21,384	4.3%	1.1%	1.1%	
Nissan	7,578	8,555	-11.4%	122,059	118,655	2.9%	6.3%	6.2%	
Porsche	550	450	22.2%	7,061	6,413	10.1%	0.4%	0.3%	
smart	228	36	533.3%	1,875	716	161.9%	0.1%	0.0%	
Subaru	3,704	3,372	9.8%	50,190	46,609	7.7%	2.6%	2.5%	
Toyota	11,943	11,430	4.5%	195,283	187,024	4.4%	10.0%	9.8%	
Volkswagen	2,709	4,508	-39.9%	60,017	70,344	-14.7%	3.1%	3.7%	
Volvo	433	340	27.4%	6,103	4,788	27.5%	0.3%	0.3%	
Light Vehicle Sales	125,600	128,920	-2.6%	1,948,899	1,898,969	2.6%	100.0%	100.0%	
Passenger Car	37,357	40,865	-8.6%	662,102	716,203	-7.6%	34.0%	37.7%	
Light Truck	88,243	88,055	0.2%	1,286,797	1,182,766	8.8%	66.0%	62.3%	
GM/Ford/FCA Nameplates	56,748	60,159	-5.7%	849,231	834,833	1.7%	43.6%	44.0%	
GAC Member Nameplates	68,852	68,761	0.1%	1,099,668	1,064,136	3.3%	56.4%	56.0%	
Sales History	2009	2010	2011	2012	2013	2014	2015	2016	16/15
January	76.9	81.6	84.5	97.5	95.4	95.7	99.1	108.6	9.6%
February	80.2	100.2	96.0	106.7	103.3	105.9	109.3	119.2	9.1%
March	127.5	145.4	153.5	157.7	156.7	157.2	160.3	175.2	9.3%
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November	102.1	116.0	121.1	125.7	134.0	138.9	145.4	160.6	10.4%
December	111.2	111.7	114.6	108.9	113.1	131.4	128.9	125.6	-2.6%
Year-to-Date	1,460.6	1,557.1	1,585.5	1,675.7	1,744.6	1,851.4	1,899.0	1,948.9	2.6%

Note: Sales figures above are in thousands.

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