

Market Snapshot

Contact Info:

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February	Current Month			YTD			YTD Market Share		
	2017	2016	17/16	2017	2016	17/16	2017	2016	
Acura	1,213	1,033	17.4%	2,255	2,096	7.6%	1.0%	0.9%	
Audi	1,970	1,542	27.8%	3,902	3,050	27.9%	1.7%	1.3%	
BMW	2,608	2,575	1.3%	4,674	4,587	1.9%	2.0%	2.0%	
FCA	19,115	18,813	1.6%	37,558	36,969	1.6%	16.1%	16.2%	
Ford	18,965	18,389	3.1%	36,190	35,026	3.3%	15.5%	15.4%	
General Motors	16,528	15,729	5.1%	31,133	30,124	3.3%	13.3%	13.2%	
Genesis	24	-	n.a.	46	-	n.a.	0.0%	0.0%	
Honda	10,409	8,553	21.7%	19,540	17,516	11.6%	8.4%	7.7%	
Hyundai	7,160	8,206	-12.7%	13,041	14,806	-11.9%	5.6%	6.5%	
Infiniti	807	837	-3.6%	1,508	1,642	-8.2%	0.6%	0.7%	
Jaguar	318	94	238.3%	569	165	244.8%	0.2%	0.1%	
Kia	3,998	4,381	-8.7%	7,429	7,982	-6.9%	3.2%	3.5%	
Land Rover	613	721	-15.0%	1,168	1,313	-11.0%	0.5%	0.6%	
Lexus	1,420	1,155	22.9%	2,733	2,429	12.5%	1.2%	1.1%	
Maserati	127	24	429.2%	249	43	479.1%	0.1%	0.0%	
Mazda	4,533	3,942	15.0%	8,542	7,325	16.6%	3.7%	3.2%	
Mercedes-Benz	3,930	3,208	22.5%	7,666	6,106	25.5%	3.3%	2.7%	
MINI	375	336	11.6%	646	604	7.0%	0.3%	0.3%	
Mitsubishi	1,319	1,547	-14.7%	2,542	2,835	-10.3%	1.1%	1.2%	
Nissan	8,703	8,174	6.5%	16,313	15,773	3.4%	7.0%	6.9%	
Porsche	416	305	36.4%	775	555	39.6%	0.3%	0.2%	
smart	34	192	-82.3%	50	217	-77.0%	0.0%	0.1%	
Subaru	2,965	2,543	16.6%	5,770	5,230	10.3%	2.5%	2.3%	
Toyota	11,985	13,129	-8.7%	22,848	23,900	-4.4%	9.8%	10.5%	
Volkswagen	3,104	3,408	-8.9%	6,135	6,816	-10.0%	2.6%	3.0%	
Volvo	393	389	1.0%	695	688	1.0%	0.3%	0.3%	
Light Vehicle Sales	123,032	119,225	3.2%	233,977	227,797	2.7%	100.0%	100.0%	
Passenger Car	38,167	38,974	-2.1%	70,385	72,819	-3.3%	30.1%	32.0%	
Light Truck	84,865	80,251	5.7%	163,592	154,978	5.6%	69.9%	68.0%	
GM/Ford/FCA Nameplates	54,608	52,931	3.2%	104,881	102,119	2.7%	44.8%	44.8%	
GAC Member Nameplates	68,424	66,294	3.2%	129,096	125,678	2.7%	55.2%	55.2%	
Sales History	2010	2011	2012	2013	2014	2015	2016	2017	17/16
January	81.6	84.5	97.5	95.4	95.7	99.1	108.6	110.9	2.2%
February	100.2	96.0	106.7	103.3	105.9	109.3	119.2	123.0	3.2%
March	145.4	153.5	157.7	156.7	157.2	160.3	175.2		
April	149.7	159.9	157.8	171.9	178.9	189.1	200.4		
May	154.9	149.0	175.7	185.3	195.8	198.0	194.9		
June	154.6	164.8	169.5	171.8	175.7	177.9	191.1		
July	148.8	141.5	148.2	159.1	177.1	177.9	173.3		
August	136.1	140.4	149.3	159.1	171.7	175.6	172.0		
September	135.1	134.5	143.1	149.2	168.0	174.4	173.5		
October	123.2	125.7	135.5	145.6	155.1	163.1	154.5		
November	116.0	121.1	125.7	134.0	138.9	145.5	160.6		
December	111.7	114.6	108.9	113.1	131.4	128.9	125.6		
Year-to-Date	181.8	180.5	204.2	198.7	201.6	208.3	227.8	234.0	2.7%

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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March	Current Month			YTD			YTD Market Share		
	2017	2016	17/16	2017	2016	17/16	2017	2016	
Acura	1,783	1,708	4.4%	4,039	3,804	6.2%	1.0%	0.9%	
Audi	2,985	2,805	6.4%	6,887	5,855	17.6%	1.6%	1.5%	
BMW	3,181	3,065	3.8%	7,855	7,652	2.7%	1.9%	1.9%	
FCA	26,531	25,862	2.6%	64,089	62,831	2.0%	15.2%	15.6%	
Ford	26,480	26,432	0.2%	62,670	61,458	2.0%	14.9%	15.3%	
General Motors	30,115	24,498	22.9%	61,248	54,622	12.1%	14.5%	13.6%	
Genesis	15	-	n.a.	61	-	n.a.	0.0%	0.0%	
Honda	17,392	14,647	18.7%	36,932	32,163	14.8%	8.8%	8.0%	
Hyundai	11,087	13,001	-14.7%	24,128	27,807	-13.2%	5.7%	6.9%	
Infiniti	1,292	1,138	13.5%	2,800	2,780	0.7%	0.7%	0.7%	
Jaguar	746	228	227.2%	1,315	393	234.6%	0.3%	0.1%	
Kia	6,346	5,983	6.1%	13,775	13,965	-1.4%	3.3%	3.5%	
Land Rover	1,369	1,346	1.7%	2,537	2,659	-4.6%	0.6%	0.7%	
Lexus	2,124	1,833	15.9%	4,857	4,262	14.0%	1.2%	1.1%	
Maserati	122	41	197.6%	371	84	341.7%	0.1%	0.0%	
Mazda	6,942	6,046	14.8%	15,484	13,371	15.8%	3.7%	3.3%	
Mercedes-Benz	4,747	4,244	11.9%	12,413	10,350	19.9%	2.9%	2.6%	
MINI	510	495	3.0%	1,156	1,099	5.2%	0.3%	0.3%	
Mitsubishi	1,897	2,123	-10.6%	4,439	4,958	-10.5%	1.1%	1.2%	
Nissan	14,523	11,463	26.7%	30,836	27,236	13.2%	7.3%	6.8%	
Porsche	624	535	16.6%	1,399	1,090	28.3%	0.3%	0.3%	
smart	43	263	-83.7%	93	480	-80.6%	0.0%	0.1%	
Subaru	4,652	4,213	10.4%	10,422	9,443	10.4%	2.5%	2.3%	
Toyota	17,282	17,264	0.1%	40,130	41,164	-2.5%	9.5%	10.2%	
Volkswagen	4,176	5,380	-22.4%	10,311	12,196	-15.5%	2.4%	3.0%	
Volvo	576	570	1.1%	1,271	1,258	1.0%	0.3%	0.3%	
Light Vehicle Sales	187,540	175,183	7.1%	421,518	402,980	4.6%	100.0%	100.0%	
Passenger Car	61,557	61,770	-0.3%	131,942	134,589	-2.0%	31.3%	33.4%	
Light Truck	125,983	113,413	11.1%	289,576	268,391	7.9%	68.7%	66.6%	
GM/Ford/FCA Nameplates	83,126	76,792	8.2%	188,007	178,911	5.1%	44.6%	44.4%	
GAC Member Nameplates	104,414	98,391	6.1%	233,511	224,069	4.2%	55.4%	55.6%	
Sales History	2010	2011	2012	2013	2014	2015	2016	2017	17/16
January	81.6	84.5	97.5	95.4	95.7	99.1	108.6	110.9	2.2%
February	100.2	96.0	106.7	103.3	105.9	109.3	119.2	123.0	3.2%
March	145.4	153.5	157.7	156.7	157.2	160.3	175.2	187.5	7.1%
April	149.7	159.9	157.8	171.9	178.9	189.1	200.4		
May	154.9	149.0	175.7	185.3	195.8	198.0	194.9		
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October	123.2	125.7	135.5	145.6	155.1	163.1	154.5		
November	116.0	121.1	125.7	134.0	138.9	145.5	160.6		
December	111.7	114.6	108.9	113.1	131.4	128.9	125.6		
Year-to-Date	327.3	334.0	362.0	355.4	358.8	368.6	403.0	421.5	4.6%

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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April	Current Month			YTD			YTD Market Share		
	2017	2016	17/16	2017	2016	17/16	2017	2016	
Acura	1,691	2,206	-23.3%	5,730	6,010	-4.7%	0.9%	1.0%	
Audi	3,608	3,352	7.6%	10,495	9,207	14.0%	1.7%	1.5%	
BMW	3,628	3,701	-2.0%	11,483	11,353	1.1%	1.9%	1.9%	
FCA	27,373	30,108	-9.1%	91,462	92,939	-1.6%	14.8%	15.4%	
Ford	30,385	30,311	0.2%	93,055	91,769	1.4%	15.0%	15.2%	
General Motors	30,948	26,596	16.4%	92,196	81,218	13.5%	14.9%	13.5%	
Genesis	35	-	n.a.	96	-	n.a.	0.0%	0.0%	
Honda	16,608	15,700	5.8%	53,540	47,863	11.9%	8.7%	7.9%	
Hyundai	14,568	14,607	-0.3%	38,696	42,414	-8.8%	6.3%	7.0%	
Infiniti	1,020	902	13.1%	3,820	3,682	3.7%	0.6%	0.6%	
Jaguar	314	122	157.4%	1,629	515	216.3%	0.3%	0.1%	
Kia	7,205	7,707	-6.5%	20,980	21,672	-3.2%	3.4%	3.6%	
Land Rover	589	655	-10.1%	3,126	3,314	-5.7%	0.5%	0.5%	
Lexus	2,651	2,386	11.1%	7,508	6,648	12.9%	1.2%	1.1%	
Maserati	121	57	112.3%	492	141	248.9%	0.1%	0.0%	
Mazda	6,776	7,471	-9.3%	22,260	20,842	6.8%	3.6%	3.5%	
Mercedes-Benz	4,333	4,176	3.8%	16,746	14,526	15.3%	2.7%	2.4%	
MINI	689	745	-7.5%	1,845	1,844	0.1%	0.3%	0.3%	
Mitsubishi	2,512	2,552	-1.6%	6,951	7,510	-7.4%	1.1%	1.2%	
Nissan	10,335	11,246	-8.1%	41,171	38,482	7.0%	6.7%	6.4%	
Porsche	830	757	9.6%	2,229	1,847	20.7%	0.4%	0.3%	
smart	22	55	-60.0%	115	535	-78.5%	0.0%	0.1%	
Subaru	5,523	5,087	8.6%	15,945	14,530	9.7%	2.6%	2.4%	
Toyota	19,316	21,436	-9.9%	59,446	62,600	-5.0%	9.6%	10.4%	
Volkswagen	5,486	7,845	-30.1%	15,797	20,041	-21.2%	2.6%	3.3%	
Volvo	637	604	5.5%	1,908	1,862	2.5%	0.3%	0.3%	
Light Vehicle Sales	197,203	200,384	-1.6%	618,721	603,364	2.5%	100.0%	100.0%	
Passenger Car	66,291	72,631	-8.7%	198,233	207,220	-4.3%	32.0%	34.3%	
Light Truck	130,912	127,753	2.5%	420,488	396,144	6.1%	68.0%	65.7%	
GM/Ford/FCA Nameplates	88,706	87,015	1.9%	276,713	265,926	4.1%	44.7%	44.1%	
GAC Member Nameplates	108,497	113,369	-4.3%	342,008	337,438	1.4%	55.3%	55.9%	
Sales History	2010	2011	2012	2013	2014	2015	2016	2017	17/16
January	81.6	84.5	97.5	95.4	95.7	99.1	108.6	110.9	2.2%
February	100.2	96.0	106.7	103.3	105.9	109.3	119.2	123.0	3.2%
March	145.4	153.5	157.7	156.7	157.2	160.3	175.2	187.5	7.1%
April	149.7	159.9	157.8	171.9	178.9	189.1	200.4	197.2	-1.6%
May	154.9	149.0	175.7	185.3	195.8	198.0	194.9		
June	154.6	164.8	169.5	171.8	175.7	177.9	191.1		
July	148.8	141.5	148.2	159.1	177.1	177.9	173.3		
August	136.1	140.4	149.3	159.1	171.7	175.6	172.0		
September	135.1	134.5	143.1	149.2	168.0	174.4	173.5		
October	123.2	125.7	135.5	145.6	155.1	163.1	154.5		
November	116.0	121.1	125.7	134.0	138.9	145.5	160.6		
December	111.7	114.6	108.9	113.1	131.4	128.9	125.6		
Year-to-Date	476.9	493.9	519.7	527.3	537.7	557.7	603.4	618.7	2.5%

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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August	Current Month			YTD			YTD Market Share		
	2017	2016	17/16	2017	2016	17/16	2017	2016	
Acura	1,632	2,064	-20.9%	12,698	12,925	-1.8%	0.9%	1.0%	
Audi	3,292	2,597	26.8%	24,675	20,662	19.4%	1.8%	1.5%	
BMW	3,040	2,950	3.1%	24,823	24,643	0.7%	1.8%	1.8%	
FCA	19,648	21,627	-9.2%	194,689	198,735	-2.0%	13.9%	14.9%	
Ford	27,286	28,982	-5.9%	215,224	208,595	3.2%	15.3%	15.6%	
General Motors	28,981	22,547	28.5%	205,329	174,004	18.0%	14.6%	13.0%	
Genesis	55	-	n.a.	328	-	n.a.	0.0%	0.0%	
Honda	16,719	15,764	6.1%	123,700	111,303	11.1%	8.8%	8.3%	
Hyundai	11,949	13,405	-10.9%	91,271	100,630	-9.3%	6.5%	7.5%	
Infiniti	1,193	987	20.9%	8,314	7,572	9.8%	0.6%	0.6%	
Jaguar	390	341	14.4%	3,217	1,712	87.9%	0.2%	0.1%	
Kia	7,692	6,688	15.0%	51,932	49,533	4.8%	3.7%	3.7%	
Land Rover	732	660	10.9%	6,001	6,066	-1.1%	0.4%	0.5%	
Lexus	2,086	1,972	5.8%	16,268	14,294	13.8%	1.2%	1.1%	
Maserati	75	20	275.0%	901	333	170.6%	0.1%	0.0%	
Mazda	7,036	6,546	7.5%	50,134	46,746	7.2%	3.6%	3.5%	
Mercedes-Benz	4,216	3,719	13.4%	34,803	31,087	12.0%	2.5%	2.3%	
MINI	589	625	-5.8%	4,488	4,456	0.7%	0.3%	0.3%	
Mitsubishi	2,050	2,056	-0.3%	15,418	15,194	1.5%	1.1%	1.1%	
Nissan	11,970	10,521	13.8%	92,573	84,984	8.9%	6.6%	6.4%	
Porsche	785	689	13.9%	5,364	4,730	13.4%	0.4%	0.4%	
smart	25	282	-91.1%	244	935	-73.9%	0.0%	0.1%	
Subaru	4,950	4,512	9.7%	35,837	32,637	9.8%	2.6%	2.4%	
Toyota	17,950	16,659	7.7%	137,012	136,019	0.7%	9.8%	10.2%	
Volkswagen	9,032	5,253	71.9%	45,221	42,650	6.0%	3.2%	3.2%	
Volvo	572	568	0.7%	4,383	4,275	2.5%	0.3%	0.3%	
Light Vehicle Sales	183,945	172,034	6.9%	1,404,847	1,334,720	5.3%	100.0%	100.0%	
Passenger Car	59,096	58,645	0.8%	457,172	464,659	-1.6%	32.5%	34.8%	
Light Truck	124,849	113,389	10.1%	947,675	870,061	8.9%	67.5%	65.2%	
GM/Ford/FCA Nameplates	75,915	73,156	3.8%	615,242	581,334	5.8%	43.8%	43.6%	
GAC Member Nameplates	108,030	98,878	9.3%	789,605	753,386	4.8%	56.2%	56.4%	
Sales History	2010	2011	2012	2013	2014	2015	2016	2017	17/16
January	81.6	84.5	97.5	95.4	95.7	99.1	108.6	110.9	2.2%
February	100.2	96.0	106.7	103.3	105.9	109.3	119.2	123.0	3.2%
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May	154.9	149.0	175.7	185.3	195.8	198.0	194.9	216.9	11.2%
June	154.6	164.8	169.5	171.8	175.7	177.9	191.1	203.5	6.5%
July	148.8	141.5	148.2	159.1	177.1	177.9	173.3	181.8	4.9%
August	136.1	140.4	149.3	159.1	171.7	175.6	172.0	183.9	6.9%
September	135.1	134.5	143.1	149.2	168.0	174.4	173.5		
October	123.2	125.7	135.5	145.6	155.1	163.1	154.5		
November	116.0	121.1	125.7	134.0	138.9	145.5	160.6		
December	111.7	114.6	108.9	113.1	131.4	128.9	125.6		
Year-to-Date	1,071.2	1,089.6	1,162.4	1,202.6	1,258.0	1,287.1	1,334.7	1,404.8	5.3%

Note: Sales figures above are in thousands.

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September	Current Month			YTD			YTD Market Share		
	2017	2016	17/16	2017	2016	17/16	2017	2016	
Acura	2,038	1,988	2.5%	14,736	14,913	-1.2%	0.9%	1.0%	
Audi	3,277	2,739	19.6%	27,952	23,401	19.4%	1.8%	1.6%	
BMW	3,709	3,586	3.4%	28,532	28,229	1.1%	1.8%	1.9%	
FCA	18,444	19,639	-6.1%	213,133	218,374	-2.4%	13.4%	14.5%	
Ford	30,881	30,151	2.4%	246,105	238,746	3.1%	15.5%	15.8%	
General Motors	27,237	25,466	7.0%	232,566	199,470	16.6%	14.6%	13.2%	
Genesis	50	-	n.a.	378	-	n.a.	0.0%	0.0%	
Honda	16,143	15,609	3.4%	139,843	126,912	10.2%	8.8%	8.4%	
Hyundai	11,961	11,662	2.6%	103,232	112,292	-8.1%	6.5%	7.4%	
Infiniti	1,222	1,076	13.6%	9,536	8,648	10.3%	0.6%	0.6%	
Jaguar	438	331	32.3%	3,655	2,043	78.9%	0.2%	0.1%	
Kia	7,819	6,548	19.4%	59,751	56,081	6.5%	3.8%	3.7%	
Land Rover	895	799	12.0%	6,896	6,865	0.5%	0.4%	0.5%	
Lexus	2,419	2,177	11.1%	18,687	16,471	13.5%	1.2%	1.1%	
Maserati	72	58	24.1%	973	391	148.8%	0.1%	0.0%	
Mazda	6,876	6,013	14.4%	57,010	52,759	8.1%	3.6%	3.5%	
Mercedes-Benz	4,727	4,188	12.9%	39,530	35,275	12.1%	2.5%	2.3%	
MINI	700	608	15.1%	5,188	5,064	2.4%	0.3%	0.3%	
Mitsubishi	2,069	1,937	6.8%	17,487	17,131	2.1%	1.1%	1.1%	
Nissan	12,215	10,679	14.4%	104,788	95,663	9.5%	6.6%	6.3%	
Porsche	760	660	15.2%	6,124	5,390	13.6%	0.4%	0.4%	
smart	33	400	-91.8%	277	1,335	-79.3%	0.0%	0.1%	
Subaru	5,139	4,611	11.5%	40,976	37,248	10.0%	2.6%	2.5%	
Toyota	19,599	17,056	14.9%	156,611	153,075	2.3%	9.8%	10.1%	
Volkswagen	7,564	5,026	50.5%	52,785	47,676	10.7%	3.3%	3.2%	
Volvo	550	453	21.4%	4,933	4,728	4.3%	0.3%	0.3%	
Light Vehicle Sales	186,837	173,460	7.7%	1,591,684	1,508,180	5.5%	100.0%	100.0%	
Passenger Car	57,106	58,182	-1.8%	514,278	522,841	-1.6%	32.3%	34.7%	
Light Truck	129,731	115,278	12.5%	1,077,406	985,339	9.3%	67.7%	65.3%	
GM/Ford/FCA Nameplates	76,562	75,256	1.7%	691,804	656,590	5.4%	43.5%	43.5%	
GAC Member Nameplates	110,275	98,204	12.3%	899,880	851,590	5.7%	56.5%	56.5%	
Sales History	2010	2011	2012	2013	2014	2015	2016	2017	17/16
January	81.6	84.5	97.5	95.4	95.7	99.1	108.6	110.9	2.2%
February	100.2	96.0	106.7	103.3	105.9	109.3	119.2	123.0	3.2%
March	145.4	153.5	157.7	156.7	157.2	160.3	175.2	187.5	7.1%
April	149.7	159.9	157.8	171.9	178.9	189.1	200.4	197.2	-1.6%
May	154.9	149.0	175.7	185.3	195.8	198.0	194.9	216.9	11.2%
June	154.6	164.8	169.5	171.8	175.7	177.9	191.1	203.5	6.5%
July	148.8	141.5	148.2	159.1	177.1	177.9	173.3	181.8	4.9%
August	136.1	140.4	149.3	159.1	171.7	175.6	172.0	183.9	6.9%
September	135.1	134.5	143.1	149.2	168.0	174.4	173.5	186.8	7.7%
October	123.2	125.7	135.5	145.6	155.1	163.1	154.5		
November	116.0	121.1	125.7	134.0	138.9	145.5	160.6		
December	111.7	114.6	108.9	113.1	131.4	128.9	125.6		
Year-to-Date	1,206.3	1,224.1	1,305.5	1,351.8	1,426.0	1,461.5	1,508.2	1,591.7	5.5%

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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October	Current Month			YTD			YTD Market Share		
	2017	2016	17/16	2017	2016	17/16	2017	2016	
Acura	1,941	1,966	-1.3%	16,677	16,879	-1.2%	0.9%	1.0%	
Audi	3,063	2,751	11.3%	31,015	26,152	18.6%	1.8%	1.6%	
BMW	3,490	3,435	1.6%	32,022	31,664	1.1%	1.8%	1.9%	
FCA	17,211	19,527	-11.9%	230,344	237,901	-3.2%	13.1%	14.3%	
Ford	21,068	21,500	-2.0%	267,173	260,246	2.7%	15.2%	15.7%	
General Motors	26,847	21,219	26.5%	259,413	220,689	17.5%	14.8%	13.3%	
Genesis	48	-	n.a.	426	-	n.a.	0.0%	0.0%	
Honda	15,667	15,304	2.4%	155,510	142,216	9.3%	8.9%	8.6%	
Hyundai	10,158	10,005	1.5%	113,390	122,297	-7.3%	6.5%	7.4%	
Infiniti	1,084	1,307	-17.1%	10,620	9,955	6.7%	0.6%	0.6%	
Jaguar	307	316	-2.8%	3,962	2,359	68.0%	0.2%	0.1%	
Kia	5,866	5,841	0.4%	65,617	61,922	6.0%	3.7%	3.7%	
Land Rover	750	669	12.1%	7,646	7,534	1.5%	0.4%	0.5%	
Lexus	2,612	2,418	8.0%	21,299	18,889	12.8%	1.2%	1.1%	
Maserati	75	73	2.7%	1,048	464	125.9%	0.1%	0.0%	
Mazda	6,370	5,999	6.2%	63,380	58,758	7.9%	3.6%	3.5%	
Mercedes-Benz	4,238	3,791	11.8%	43,768	39,066	12.0%	2.5%	2.3%	
MINI	710	645	10.1%	5,898	5,709	3.3%	0.3%	0.3%	
Mitsubishi	2,000	1,814	10.3%	19,487	18,945	2.9%	1.1%	1.1%	
Nissan	10,493	9,277	13.1%	115,281	104,940	9.9%	6.6%	6.3%	
Porsche	711	580	22.6%	6,835	5,970	14.5%	0.4%	0.4%	
smart	46	65	-29.2%	323	1,400	-76.9%	0.0%	0.1%	
Subaru	4,951	4,826	2.6%	45,927	42,074	9.2%	2.6%	2.5%	
Toyota	17,059	15,648	9.0%	173,670	168,723	2.9%	9.9%	10.1%	
Volkswagen	6,681	5,079	31.5%	59,466	52,755	12.7%	3.4%	3.2%	
Volvo	768	487	57.7%	5,701	5,215	9.3%	0.3%	0.3%	
Light Vehicle Sales	164,214	154,542	6.3%	1,755,898	1,662,722	5.6%	100.0%	100.0%	
Passenger Car	48,797	52,955	-7.9%	563,075	575,796	-2.2%	32.1%	34.6%	
Light Truck	115,417	101,587	13.6%	1,192,823	1,086,926	9.7%	67.9%	65.4%	
GM/Ford/FCA Nameplates	65,126	62,246	4.6%	756,930	718,836	5.3%	43.1%	43.2%	
GAC Member Nameplates	99,088	92,296	7.4%	998,968	943,886	5.8%	56.9%	56.8%	
Sales History	2010	2011	2012	2013	2014	2015	2016	2017	17/16
January	81.6	84.5	97.5	95.4	95.7	99.1	108.6	110.9	2.2%
February	100.2	96.0	106.7	103.3	105.9	109.3	119.2	123.0	3.2%
March	145.4	153.5	157.7	156.7	157.2	160.3	175.2	187.5	7.1%
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October	123.2	125.7	135.5	145.6	155.1	163.1	154.5	164.2	6.3%
November	116.0	121.1	125.7	134.0	138.9	145.5	160.6		
December	111.7	114.6	108.9	113.1	131.4	128.9	125.6		
Year-to-Date	1,329.5	1,349.8	1,441.0	1,497.4	1,581.1	1,624.6	1,662.7	1,755.9	5.6%

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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Market Snapshot

Contact Info:

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November	Current Month			YTD			YTD Market Share		
	2017	2016	17/16	2017	2016	17/16	2017	2016	
Acura	2,017	1,832	10.1%	18,694	18,711	-0.1%	1.0%	1.0%	
Audi	2,928	2,455	19.3%	33,943	28,607	18.7%	1.8%	1.6%	
BMW	3,494	3,403	2.7%	35,516	35,067	1.3%	1.9%	1.9%	
FCA	19,054	20,674	-7.8%	249,398	258,575	-3.5%	13.0%	14.2%	
Ford	23,775	24,450	-2.8%	290,948	284,696	2.2%	15.2%	15.6%	
General Motors	23,612	28,523	-17.2%	283,025	249,212	13.6%	14.8%	13.7%	
Genesis	52	45	15.6%	478	45	962.2%	0.0%	0.0%	
Honda	13,341	13,183	1.2%	168,851	155,399	8.7%	8.8%	8.5%	
Hyundai	9,152	9,976	-8.3%	122,542	132,273	-7.4%	6.4%	7.3%	
Infiniti	1,082	1,130	-4.2%	11,702	11,085	5.6%	0.6%	0.6%	
Jaguar	338	343	-1.5%	4,300	2,702	59.1%	0.2%	0.1%	
Kia	6,407	5,546	15.5%	72,024	67,468	6.8%	3.8%	3.7%	
Land Rover	734	770	-4.7%	8,380	8,304	0.9%	0.4%	0.5%	
Lexus	1,911	1,875	1.9%	23,210	20,764	11.8%	1.2%	1.1%	
Maserati	95	83	14.5%	1,143	547	109.0%	0.1%	0.0%	
Mazda	5,991	5,730	4.6%	69,371	64,488	7.6%	3.6%	3.5%	
Mercedes-Benz	4,513	3,954	14.1%	48,281	43,020	12.2%	2.5%	2.4%	
MINI	633	550	15.1%	6,531	6,259	4.3%	0.3%	0.3%	
Mitsubishi	1,934	1,685	14.8%	21,421	20,630	3.8%	1.1%	1.1%	
Nissan	10,309	9,541	8.0%	125,590	114,481	9.7%	6.6%	6.3%	
Porsche	705	541	30.3%	7,540	6,511	15.8%	0.4%	0.4%	
smart	21	247	-91.5%	344	1,647	-79.1%	0.0%	0.1%	
Subaru	4,767	4,412	8.0%	50,694	46,486	9.1%	2.6%	2.5%	
Toyota	15,052	14,617	3.0%	188,722	183,340	2.9%	9.9%	10.1%	
Volkswagen	6,003	4,553	31.8%	65,469	57,308	14.2%	3.4%	3.1%	
Volvo	733	455	61.1%	6,434	5,670	13.5%	0.3%	0.3%	
Light Vehicle Sales	158,653	160,573	-1.2%	1,914,551	1,823,295	5.0%	100.0%	100.0%	
Passenger Car	44,061	48,945	-10.0%	607,136	624,741	-2.8%	31.7%	34.3%	
Light Truck	114,592	111,628	2.7%	1,307,415	1,198,554	9.1%	68.3%	65.7%	
GM/Ford/FCA Nameplates	66,441	73,647	-9.8%	823,371	792,483	3.9%	43.0%	43.5%	
GAC Member Nameplates	92,212	86,926	6.1%	1,091,180	1,030,812	5.9%	57.0%	56.5%	
Sales History	2010	2011	2012	2013	2014	2015	2016	2017	17/16
January	81.6	84.5	97.5	95.4	95.7	99.1	108.6	110.9	2.2%
February	100.2	96.0	106.7	103.3	105.9	109.3	119.2	123.0	3.2%
March	145.4	153.5	157.7	156.7	157.2	160.3	175.2	187.5	7.1%
April	149.7	159.9	157.8	171.9	178.9	189.1	200.4	197.2	-1.6%
May	154.9	149.0	175.7	185.3	195.8	198.0	194.9	216.9	11.2%
June	154.6	164.8	169.5	171.8	175.7	177.9	191.1	203.5	6.5%
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October	123.2	125.7	135.5	145.6	155.1	163.1	154.5	164.2	6.3%
November	116.0	121.1	125.7	134.0	138.9	145.5	160.6	158.7	-1.2%
December	111.7	114.6	108.9	113.1	131.4	128.9	125.6		
Year-to-Date	1,445.5	1,471.0	1,566.7	1,631.4	1,720.0	1,770.1	1,823.3	1,914.6	5.0%

Note: Sales figures above are in thousands.

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Market Snapshot

Contact Info:

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December	Current Month			YTD			YTD Market Share		
	2017	2016	17/16	2017	2016	17/16	2017	2016	
Acura	1,606	1,516	5.9%	20,300	20,227	0.4%	1.0%	1.0%	
Audi	2,064	1,937	6.6%	36,007	30,544	17.9%	1.8%	1.6%	
BMW	3,046	2,945	3.4%	38,562	38,012	1.4%	1.9%	2.0%	
FCA	17,654	18,870	-6.4%	267,052	277,445	-3.7%	13.1%	14.2%	
Ford	17,526	19,749	-11.3%	308,474	304,445	1.3%	15.1%	15.6%	
General Motors	19,801	18,129	9.2%	302,826	267,341	13.3%	14.9%	13.7%	
Genesis	47	48	-2.1%	525	93	464.5%	0.0%	0.0%	
Honda	8,100	11,050	-26.7%	176,951	166,449	6.3%	8.7%	8.5%	
Hyundai	7,154	5,796	23.4%	129,696	138,069	-6.1%	6.4%	7.1%	
Infiniti	731	1,009	-27.6%	12,433	12,094	2.8%	0.6%	0.6%	
Jaguar	320	332	-3.6%	4,620	3,034	52.3%	0.2%	0.2%	
Kia	4,480	4,202	6.6%	76,504	71,670	6.7%	3.8%	3.7%	
Land Rover	765	836	-8.5%	9,145	9,140	0.1%	0.4%	0.5%	
Lexus	1,555	1,745	-10.9%	24,765	22,509	10.0%	1.2%	1.2%	
Maserati	103	131	-21.4%	1,246	678	83.8%	0.1%	0.0%	
Mazda	4,685	4,722	-0.8%	74,056	69,210	7.0%	3.6%	3.6%	
Mercedes-Benz	3,649	3,425	6.5%	51,930	46,445	11.8%	2.5%	2.4%	
MINI	520	350	48.6%	7,051	6,609	6.7%	0.3%	0.3%	
Mitsubishi	1,285	1,663	-22.7%	22,706	22,293	1.9%	1.1%	1.1%	
Nissan	8,654	7,578	14.2%	134,244	122,059	10.0%	6.6%	6.3%	
Porsche	709	550	28.9%	8,249	7,061	16.8%	0.4%	0.4%	
smart	24	228	-89.5%	368	1,875	-80.4%	0.0%	0.1%	
Subaru	3,876	3,704	4.6%	54,570	50,190	8.7%	2.7%	2.6%	
Toyota	11,060	11,943	-7.4%	199,782	195,283	2.3%	9.8%	10.0%	
Volkswagen	4,165	2,709	53.7%	69,634	60,017	16.0%	3.4%	3.1%	
Volvo	668	433	54.3%	7,102	6,103	16.4%	0.3%	0.3%	
Light Vehicle Sales	124,247	125,600	-1.1%	2,038,798	1,948,895	4.6%	100.0%	100.0%	
Passenger Car	32,687	37,357	-12.5%	639,823	662,098	-3.4%	31.4%	34.0%	
Light Truck	91,560	88,243	3.8%	1,398,975	1,286,797	8.7%	68.6%	66.0%	
GM/Ford/FCA Nameplates	54,981	56,748	-3.1%	878,352	849,231	3.4%	43.1%	43.6%	
GAC Member Nameplates	69,266	68,852	0.6%	1,160,446	1,099,664	5.5%	56.9%	56.4%	
Sales History	2010	2011	2012	2013	2014	2015	2016	2017	17/16
January	81.6	84.5	97.5	95.4	95.7	99.1	108.6	110.9	2.2%
February	100.2	96.0	106.7	103.3	105.9	109.3	119.2	123.0	3.2%
March	145.4	153.5	157.7	156.7	157.2	160.3	175.2	187.5	7.1%
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November	116.0	121.1	125.7	134.0	138.9	145.5	160.6	158.7	-1.2%
December	111.7	114.6	108.9	113.1	131.4	128.9	125.6	124.2	-1.1%
Year-to-Date	1,557.1	1,585.5	1,675.7	1,744.6	1,851.4	1,899.0	1,948.9	2,038.8	4.6%

Note: Sales figures above are in thousands.

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