

New and Used Vehicle Sales by Province

New Vehicles Sales

	Canada	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL
1995	1,130,211	143,585	118,381	29,614	33,867	437,576	285,924	28,606	31,611	4,176	16,871
1996	1,173,090	139,221	130,160	34,589	39,476	448,252	299,584	29,159	32,538	4,087	16,024
1997	1,387,951	160,337	162,580	40,992	45,454	535,247	345,084	35,160	37,605	4,665	20,827
1998	1,389,128	143,463	158,438	34,672	40,730	553,896	356,312	36,446	39,363	4,509	21,299
1999	1,501,429	153,479	156,557	33,465	41,253	627,811	377,124	40,427	42,330	4,739	24,244
2000	1,549,305	162,549	170,608	35,436	41,048	645,191	382,854	39,957	43,150	4,849	23,663
2001	1,570,445	168,746	183,825	37,426	41,952	636,957	392,106	37,550	42,811	4,576	24,496
2002	1,703,366	191,146	200,932	40,652	47,797	677,871	427,120	40,297	46,831	5,097	25,623
2003	1,593,802	176,777	190,199	40,182	44,382	616,524	413,317	36,870	45,646	4,661	25,244
2004	1,535,181	176,708	190,672	37,486	43,359	584,361	397,062	33,914	44,307	4,661	22,651
2005	1,584,233	180,985	214,779	37,906	44,226	598,999	399,168	33,309	45,174	5,009	24,678
2006	1,614,701	187,939	238,264	38,241	43,475	601,448	395,860	34,031	46,586	4,910	23,947
2007	1,653,362	195,906	250,240	44,117	45,176	593,139	406,974	36,147	48,428	5,254	27,981
2008	1,635,986	177,040	231,810	47,619	46,188	578,750	428,016	38,228	51,602	5,484	31,249
2009	1,460,581	150,323	183,222	43,766	42,835	534,365	391,053	34,299	46,931	5,269	28,518
2010	1,557,121	154,373	200,088	46,517	44,025	576,629	413,635	37,740	46,422	6,112	31,580
2011	1,585,519	156,515	217,425	49,607	46,681	588,402	406,996	38,309	45,015	5,970	30,599
2012	1,675,675	172,126	238,875	54,728	49,667	617,767	415,694	38,789	47,974	6,896	33,159
2013	1,744,567	180,305	257,140	57,566	54,492	645,531	414,729	40,311	51,856	7,312	35,325
2014	1,851,373	193,798	268,419	56,467	55,916	718,523	420,757	41,417	53,441	7,418	35,217
2015	1,898,485	207,163	236,208	53,793	55,820	760,521	444,557	43,288	54,361	7,897	34,877
2016	1,948,899	218,235	219,421	50,888	55,654	806,500	458,287	43,719	53,965	8,705	33,525
2016/2015	2.7%	5.3%	-7.1%	-5.4%	-0.3%	6.0%	3.1%	1.0%	-0.7%	10.2%	-3.9%

New Vehicles Market Share

	Canada	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL
1995	100.0%	12.7%	10.5%	2.6%	3.0%	38.7%	25.3%	2.5%	2.8%	0.4%	1.5%
1996	100.0%	11.9%	11.1%	2.9%	3.4%	38.2%	25.5%	2.5%	2.8%	0.3%	1.4%
1997	100.0%	11.6%	11.7%	3.0%	3.3%	38.6%	24.9%	2.5%	2.7%	0.3%	1.5%
1998	100.0%	10.3%	11.4%	2.5%	2.9%	39.9%	25.7%	2.6%	2.8%	0.3%	1.5%
1999	100.0%	10.2%	10.4%	2.2%	2.7%	41.8%	25.1%	2.7%	2.8%	0.3%	1.6%
2000	100.0%	10.5%	11.0%	2.3%	2.6%	41.6%	24.7%	2.6%	2.8%	0.3%	1.5%
2001	100.0%	10.7%	11.7%	2.4%	2.7%	40.6%	25.0%	2.4%	2.7%	0.3%	1.6%
2002	100.0%	11.2%	11.8%	2.4%	2.8%	39.8%	25.1%	2.4%	2.7%	0.3%	1.5%
2003	100.0%	11.1%	11.9%	2.5%	2.8%	38.7%	25.9%	2.3%	2.9%	0.3%	1.6%
2004	100.0%	11.5%	12.4%	2.4%	2.8%	38.1%	25.9%	2.2%	2.9%	0.3%	1.5%
2005	100.0%	11.4%	13.6%	2.4%	2.8%	37.8%	25.2%	2.1%	2.9%	0.3%	1.6%
2006	100.0%	11.6%	14.8%	2.4%	2.7%	37.2%	24.5%	2.1%	2.9%	0.3%	1.5%
2007	100.0%	11.8%	15.1%	2.7%	2.7%	35.9%	24.6%	2.2%	2.9%	0.3%	1.7%
2008	100.0%	10.8%	14.2%	2.9%	2.8%	35.4%	26.2%	2.3%	3.2%	0.3%	1.9%
2009	100.0%	10.3%	12.5%	3.0%	2.9%	36.6%	26.8%	2.3%	3.2%	0.4%	2.0%
2010	100.0%	9.9%	12.8%	3.0%	2.8%	37.0%	26.6%	2.4%	3.0%	0.4%	2.0%
2011	100.0%	9.9%	13.7%	3.1%	2.9%	37.1%	25.7%	2.4%	2.8%	0.4%	1.9%
2012	100.0%	10.3%	14.3%	3.3%	3.0%	36.9%	24.8%	2.3%	2.9%	0.4%	2.0%
2013	100.0%	10.3%	14.7%	3.3%	3.1%	37.0%	23.8%	2.3%	3.0%	0.4%	2.0%
2014	100.0%	10.5%	14.5%	3.1%	3.0%	38.8%	22.7%	2.2%	2.9%	0.4%	1.9%
2015	100.0%	10.9%	12.4%	2.8%	2.9%	40.1%	23.4%	2.3%	2.9%	0.4%	1.8%
2016	100.0%	11.2%	11.3%	2.6%	2.9%	41.4%	23.5%	2.2%	2.8%	0.4%	1.7%
Historical AVG		10.9%	12.6%	2.7%	2.9%	38.5%	25.0%	2.4%	2.9%	0.3%	1.7%

Used Vehicles Sales

	Canada	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL
1995	2,590,761	373,069	314,536	137,929	116,765	941,821	480,136	72,507	96,890	16,683	40,424
1996	2,548,954	360,166	289,821	142,162	120,170	877,341	552,754	63,598	91,460	14,537	36,947
1997	2,397,614	355,987	265,769	132,142	111,356	845,194	475,950	64,339	94,235	14,948	37,694
1998	2,164,418	321,527	249,620	123,743	102,408	728,415	460,048	56,389	77,605	13,399	31,265
1999	2,116,476	316,152	267,457	127,288	108,347	658,589	459,271	59,410	76,548	11,425	31,990
2000	2,019,408	288,682	259,321	114,364	97,610	687,275	424,610	49,485	61,289	9,534	27,239
2001	2,021,866	287,775	246,967	117,179	101,605	642,108	454,071	57,044	71,948	11,306	31,863
2002	2,133,421	283,106	284,998	125,966	106,284	727,198	435,921	57,982	68,479	11,496	31,990
2003	2,238,119	306,863	311,562	140,819	114,415	733,270	458,873	59,006	70,494	10,444	32,375
2004	2,321,048	331,234	327,463	144,523	115,253	767,964	461,460	57,007	70,326	11,188	34,630
2005	2,351,081	344,154	327,440	135,247	106,774	757,615	505,074	58,980	71,426	11,363	33,007
2006	2,356,111	351,658	324,632	130,200	103,292	749,977	532,798	56,047	66,746	10,190	30,571
2007	2,636,550	401,673	348,831	139,161	110,401	820,589	619,546	66,661	81,206	11,514	36,967
2008	2,634,308	413,861	342,679	133,663	104,957	783,016	672,224	63,183	75,595	10,154	34,977
2009	2,789,661	447,351	353,266	142,431	106,823	787,496	757,638	66,528	80,696	11,088	36,344
2010	2,925,535	457,579	371,469	151,683	112,473	789,306	845,049	68,156	80,489	11,035	38,297
2011	3,027,832	461,142	400,472	162,526	116,849	825,005	858,702	69,443	81,774	12,331	39,589
2012	2,873,122	412,559	385,602	157,285	112,636	798,944	812,352	66,007	76,397	11,612	39,727
2013	2,801,289	410,809	389,826	156,336	112,684	786,391	759,296	63,552	72,378	11,180	38,837
2014	2,713,615	391,790	374,721	149,310	108,852	793,877	722,889	58,859	66,560	10,452	36,306
2015	2,842,297	399,205	394,081	152,644	117,726	883,453	720,630	59,098	68,400	10,944	36,115
2016	2,898,459	405,400	401,777	154,449	116,881	910,602	730,850	60,067	70,267	10,767	37,400
2016/2015	2.0%	1.6%	2.0%	1.2%	-0.7%	3.1%	1.4%	1.6%	2.7%	-1.6%	3.6%

Used Vehicles Market Share

	Canada	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL
1995	100.0%	14.4%	12.1%	5.3%	4.5%	36.4%	18.5%	2.8%	3.7%	0.6%	1.6%
1996	100.0%	14.1%	11.4%	5.6%	4.7%	34.4%	21.7%	2.5%	3.6%	0.6%	1.4%
1997	100.0%	14.8%	11.1%	5.5%	4.6%	35.3%	19.9%	2.7%	3.9%	0.6%	1.6%
1998	100.0%	14.9%	11.5%	5.7%	4.7%	33.7%	21.3%	2.6%	3.6%	0.6%	1.4%
1999	100.0%	14.9%	12.6%	6.0%	5.1%	31.1%	21.7%	2.8%	3.6%	0.5%	1.5%
2000	100.0%	14.3%	12.8%	5.7%	4.8%	34.0%	21.0%	2.5%	3.0%	0.5%	1.3%
2001	100.0%	14.2%	12.2%	5.8%	5.0%	31.8%	22.5%	2.8%	3.6%	0.6%	1.6%
2002	100.0%	13.3%	13.4%	5.9%	5.0%	34.1%	20.4%	2.7%	3.2%	0.5%	1.5%
2003	100.0%	13.7%	13.9%	6.3%	5.1%	32.8%	20.5%	2.6%	3.1%	0.5%	1.4%
2004	100.0%	14.3%	14.1%	6.2%	5.0%	33.1%	19.9%	2.5%	3.0%	0.5%	1.5%
2005	100.0%	14.6%	13.9%	5.8%	4.5%	32.2%	21.5%	2.5%	3.0%	0.5%	1.4%
2006	100.0%	14.9%	13.8%	5.5%	4.4%	31.8%	22.6%	2.4%	2.8%	0.4%	1.3%
2007	100.0%	15.2%	13.2%	5.3%	4.2%	31.1%	23.5%	2.5%	3.1%	0.4%	1.4%
2008	100.0%	15.7%	13.0%	5.1%	4.0%	29.7%	25.5%	2.4%	2.9%	0.4%	1.3%
2009	100.0%	16.0%	12.7%	5.1%	3.8%	28.2%	27.2%	2.4%	2.9%	0.4%	1.3%
2010	100.0%	15.6%	12.7%	5.2%	3.8%	27.0%	28.9%	2.3%	2.8%	0.4%	1.3%
2011	100.0%	15.2%	13.2%	5.4%	3.9%	27.2%	28.4%	2.3%	2.7%	0.4%	1.3%
2012	100.0%	14.4%	13.4%	5.5%	3.9%	27.8%	28.3%	2.3%	2.7%	0.4%	1.4%
2013	100.0%	14.7%	13.9%	5.6%	4.0%	28.1%	27.1%	2.3%	2.6%	0.4%	1.4%
2014	100.0%	14.4%	13.8%	5.5%	4.0%	29.3%	26.6%	2.2%	2.5%	0.4%	1.3%
2015	100.0%	14.0%	13.9%	5.4%	4.1%	31.1%	25.4%	2.1%	2.4%	0.4%	1.3%
2016	100.0%	14.0%	13.9%	5.3%	4.0%	31.4%	25.2%	2.1%	2.4%	0.4%	1.3%
Historical AVG		14.6%	13.0%	5.6%	4.4%	31.4%	23.5%	2.5%	3.1%	0.5%	1.4%

New and Used Vehicles Sales

	Canada	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL
1995	3,720,972	516,654	432,917	167,543	150,632	1,379,397	766,060	101,113	128,501	20,859	57,295
1996	3,722,044	499,387	419,981	176,751	159,646	1,325,593	852,338	92,757	123,998	18,624	52,971
1997	3,785,566	516,324	428,349	173,134	156,810	1,380,441	821,034	99,499	131,840	19,613	58,521
1998	3,553,546	464,990	408,058	158,415	143,138	1,282,311	816,360	92,835	116,968	17,908	52,564
1999	3,617,906	469,631	424,014	160,753	149,600	1,286,400	836,395	99,837	118,878	16,164	56,234
2000	3,568,713	451,231	429,929	149,800	138,658	1,332,466	807,464	89,442	104,439	14,383	50,902
2001	3,592,311	456,521	430,792	154,605	143,557	1,279,065	846,177	94,594	114,759	15,882	56,359
2002	3,836,787	474,252	485,930	166,618	154,081	1,405,069	863,041	98,279	115,310	16,593	57,613
2003	3,831,921	483,640	501,761	181,001	158,797	1,349,794	872,190	95,876	116,140	15,105	57,619
2004	3,856,229	507,942	518,135	182,009	158,612	1,352,325	858,522	90,921	114,633	15,849	57,281
2005	3,935,314	525,139	542,219	173,153	151,000	1,356,614	904,242	92,289	116,600	16,372	57,685
2006	3,970,812	539,597	562,896	168,441	146,767	1,351,425	928,658	90,078	113,332	15,100	54,518
2007	4,289,912	597,579	599,071	183,278	155,577	1,413,728	1,026,520	102,808	129,634	16,768	64,948
2008	4,270,294	590,901	574,489	181,282	151,145	1,361,766	1,100,240	101,411	127,197	15,638	66,226
2009	4,250,242	597,674	536,488	186,197	149,658	1,321,861	1,148,691	100,827	127,627	16,357	64,862
2010	4,482,656	611,952	571,557	198,200	156,498	1,365,935	1,258,684	105,896	126,911	17,147	69,877
2011	4,613,351	617,657	617,897	212,133	163,530	1,413,407	1,265,698	107,752	126,789	18,301	70,188
2012	4,548,797	584,685	624,477	212,013	162,303	1,416,711	1,228,046	104,796	124,371	18,508	72,886
2013	4,545,856	591,114	646,966	213,902	167,176	1,431,922	1,174,025	103,863	124,234	18,492	74,162
2014	4,564,988	585,588	643,140	205,777	164,768	1,512,400	1,143,646	100,276	120,001	17,870	71,523
2015	4,740,782	606,368	630,289	206,437	173,546	1,643,974	1,165,187	102,386	122,761	18,841	70,992
2016	4,847,358	623,635	621,198	205,337	172,535	1,717,102	1,189,137	103,786	124,232	19,472	70,925
2016/2015	2.2%	2.8%	-1.4%	-0.5%	-0.6%	4.4%	2.1%	1.4%	1.2%	3.3%	-0.1%

New and Used Vehicles Market Share

	Canada	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL
1995	100.0%	13.9%	11.6%	4.5%	4.0%	37.1%	20.6%	2.7%	3.5%	0.6%	1.5%
1996	100.0%	13.4%	11.3%	4.7%	4.3%	35.6%	22.9%	2.5%	3.3%	0.5%	1.4%
1997	100.0%	13.6%	11.3%	4.6%	4.1%	36.5%	21.7%	2.6%	3.5%	0.5%	1.5%
1998	100.0%	13.1%	11.5%	4.5%	4.0%	36.1%	23.0%	2.6%	3.3%	0.5%	1.5%
1999	100.0%	13.0%	11.7%	4.4%	4.1%	35.6%	23.1%	2.8%	3.3%	0.4%	1.6%
2000	100.0%	12.6%	12.0%	4.2%	3.9%	37.3%	22.6%	2.5%	2.9%	0.4%	1.4%
2001	100.0%	12.7%	12.0%	4.3%	4.0%	35.6%	23.6%	2.6%	3.2%	0.4%	1.6%
2002	100.0%	12.4%	12.7%	4.3%	4.0%	36.6%	22.5%	2.6%	3.0%	0.4%	1.5%
2003	100.0%	12.6%	13.1%	4.7%	4.1%	35.2%	22.8%	2.5%	3.0%	0.4%	1.5%
2004	100.0%	13.2%	13.4%	4.7%	4.1%	35.1%	22.3%	2.4%	3.0%	0.4%	1.5%
2005	100.0%	13.3%	13.8%	4.4%	3.8%	34.5%	23.0%	2.3%	3.0%	0.4%	1.5%
2006	100.0%	13.6%	14.2%	4.2%	3.7%	34.0%	23.4%	2.3%	2.9%	0.4%	1.4%
2007	100.0%	13.9%	14.0%	4.3%	3.6%	33.0%	23.9%	2.4%	3.0%	0.4%	1.5%
2008	100.0%	13.8%	13.5%	4.2%	3.5%	31.9%	25.8%	2.4%	3.0%	0.4%	1.6%
2009	100.0%	14.1%	12.6%	4.4%	3.5%	31.1%	27.0%	2.4%	3.0%	0.4%	1.5%
2010	100.0%	13.7%	12.8%	4.4%	3.5%	30.5%	28.1%	2.4%	2.8%	0.4%	1.6%
2011	100.0%	13.4%	13.4%	4.6%	3.5%	30.6%	27.4%	2.3%	2.7%	0.4%	1.5%
2012	100.0%	12.9%	13.7%	4.7%	3.6%	31.1%	27.0%	2.3%	2.7%	0.4%	1.6%
2013	100.0%	13.0%	14.2%	4.7%	3.7%	31.5%	25.8%	2.3%	2.7%	0.4%	1.6%
2014	100.0%	12.8%	14.1%	4.5%	3.6%	33.1%	25.1%	2.2%	2.6%	0.4%	1.6%
2015	100.0%	12.8%	13.3%	4.4%	3.7%	34.7%	24.6%	2.2%	2.6%	0.4%	1.5%
2016	100.0%	12.9%	12.8%	4.2%	3.6%	35.4%	24.5%	2.1%	2.6%	0.4%	1.5%
Historical AVG		13.2%	12.9%	4.5%	3.8%	34.2%	24.1%	2.4%	3.0%	0.4%	1.5%

Used Vehicles as a Percent of Total Provincial Market

	Canada	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL
1995	69.6%	72.2%	72.7%	82.3%	77.5%	68.3%	62.7%	71.7%	75.4%	80.0%	70.6%
1996	68.5%	72.1%	69.0%	80.4%	75.3%	66.2%	64.9%	68.6%	73.8%	78.1%	69.7%
1997	63.3%	68.9%	62.0%	76.3%	71.0%	61.2%	58.0%	64.7%	71.5%	76.2%	64.4%
1998	60.9%	69.1%	61.2%	78.1%	71.5%	56.8%	56.4%	60.7%	66.3%	74.8%	59.5%
1999	58.5%	67.3%	63.1%	79.2%	72.4%	51.2%	54.9%	59.5%	64.4%	70.7%	56.9%
2000	56.6%	64.0%	60.3%	76.3%	70.4%	51.6%	52.6%	55.3%	58.7%	66.3%	53.5%
2001	56.3%	63.0%	57.3%	75.8%	70.8%	50.2%	53.7%	60.3%	62.7%	71.2%	56.5%
2002	55.6%	59.7%	58.7%	75.6%	69.0%	51.8%	50.5%	59.0%	59.4%	69.3%	55.5%
2003	58.4%	63.4%	62.1%	77.8%	72.1%	54.3%	52.6%	61.5%	60.7%	69.1%	56.2%
2004	60.2%	65.2%	63.2%	79.4%	72.7%	56.8%	53.8%	62.7%	61.3%	70.6%	60.5%
2005	59.7%	65.5%	60.4%	78.1%	70.7%	55.8%	55.9%	63.9%	61.3%	69.4%	57.2%
2006	59.3%	65.2%	57.7%	77.3%	70.4%	55.5%	57.4%	62.2%	58.9%	67.5%	56.1%
2007	61.5%	67.2%	58.2%	75.9%	71.0%	58.0%	60.4%	64.8%	62.6%	68.7%	56.9%
2008	61.7%	70.0%	59.6%	73.7%	69.4%	57.5%	61.1%	62.3%	59.4%	64.9%	52.8%
2009	65.6%	74.8%	65.8%	76.5%	71.4%	59.6%	66.0%	66.0%	63.2%	67.8%	56.0%
2010	65.3%	74.8%	65.0%	76.5%	71.9%	57.8%	67.1%	64.4%	63.4%	64.4%	54.8%
2011	65.6%	74.7%	64.8%	76.6%	71.5%	58.4%	67.8%	64.4%	64.5%	67.4%	56.4%
2012	63.2%	70.6%	61.7%	74.2%	69.4%	56.4%	66.1%	63.0%	61.4%	62.7%	54.5%
2013	61.6%	69.5%	60.3%	73.1%	67.4%	54.9%	64.7%	61.2%	58.3%	60.5%	52.4%
2014	59.4%	66.9%	58.3%	72.6%	66.1%	52.5%	63.2%	58.7%	55.5%	58.5%	50.8%
2015	60.0%	65.8%	62.5%	73.9%	67.8%	53.7%	61.8%	57.7%	55.7%	58.1%	50.9%
2016	59.8%	65.0%	64.7%	75.2%	67.7%	53.0%	61.5%	57.9%	56.6%	55.3%	52.7%
Historical	61.4%	68.0%	62.2%	76.6%	70.8%	56.4%	59.7%	62.3%	62.5%	67.8%	57.0%