

## Market Snapshot

### Contact Info:

80 Fulton Way, Suite 101  
Richmond Hill, Ontario  
L4B 1J5, Canada  
t: 905.881.0400

May	Current Month			YTD			YTD Market Share		
	2017	2016	17/16	2017	2016	17/16	2017	2016	
Acura	1,800	1,564	15.1%	7,530	7,574	-0.6%	0.9%	0.9%	
Audi	3,852	3,305	16.6%	14,347	12,512	14.7%	1.7%	1.6%	
BMW	3,540	3,761	-5.9%	15,023	15,114	-0.6%	1.8%	1.9%	
FCA	33,186	31,724	4.6%	124,648	124,663	0.0%	14.9%	15.6%	
Ford	34,475	29,374	17.4%	127,530	121,143	5.3%	15.3%	15.2%	
General Motors	31,149	22,939	35.8%	123,345	104,157	18.4%	14.8%	13.0%	
Genesis	62	-	n.a.	158	-	n.a.	0.0%	0.0%	
Honda	19,175	17,189	11.6%	72,715	65,052	11.8%	8.7%	8.1%	
Hyundai	15,335	15,010	2.2%	54,031	57,424	-5.9%	6.5%	7.2%	
Infiniti	1,118	1,036	7.9%	4,938	4,718	4.7%	0.6%	0.6%	
Jaguar	378	142	166.2%	2,007	657	205.5%	0.2%	0.1%	
Kia	7,551	7,106	6.3%	28,531	28,778	-0.9%	3.4%	3.6%	
Land Rover	658	663	-0.8%	3,784	3,977	-4.9%	0.5%	0.5%	
Lexus	2,282	2,039	11.9%	9,790	8,687	12.7%	1.2%	1.1%	
Maserati	121	68	77.9%	613	209	193.3%	0.1%	0.0%	
Mazda	7,250	6,721	7.9%	29,510	27,563	7.1%	3.5%	3.5%	
Mercedes-Benz	4,518	4,519	0.0%	21,264	19,045	11.7%	2.5%	2.4%	
MINI	844	774	9.0%	2,689	2,618	2.7%	0.3%	0.3%	
Mitsubishi	2,258	2,125	6.3%	9,209	9,635	-4.4%	1.1%	1.2%	
Nissan	12,825	12,169	5.4%	53,996	50,651	6.6%	6.5%	6.3%	
Porsche	840	726	15.7%	3,069	2,573	19.3%	0.4%	0.3%	
smart	34	34	0.0%	149	569	-73.8%	0.0%	0.1%	
Subaru	5,400	4,590	17.6%	21,345	19,120	11.6%	2.6%	2.4%	
Toyota	21,611	20,119	7.4%	81,057	82,719	-2.0%	9.7%	10.4%	
Volkswagen	5,945	6,596	-9.9%	21,742	26,637	-18.4%	2.6%	3.3%	
Volvo	654	641	2.0%	2,562	2,503	2.4%	0.3%	0.3%	
<b>Light Vehicle Sales</b>	<b>216,861</b>	<b>194,934</b>	<b>11.2%</b>	<b>835,582</b>	<b>798,298</b>	<b>4.7%</b>	<b>100.0%</b>	<b>100.0%</b>	
Passenger Car	75,172	73,079	2.9%	273,405	280,299	-2.5%	32.7%	35.1%	
Light Truck	141,689	121,855	16.3%	562,177	517,999	8.5%	67.3%	64.9%	
GM/Ford/FCA Nameplates	98,810	84,037	17.6%	375,523	349,963	7.3%	44.9%	43.8%	
GAC Member Nameplates	118,051	110,897	6.5%	460,059	448,335	2.6%	55.1%	56.2%	
<b>Sales History</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>17/16</b>
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		
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		
<b>Year-to-Date</b>	<b>631.8</b>	<b>643.0</b>	<b>695.5</b>	<b>712.6</b>	<b>733.5</b>	<b>755.7</b>	<b>798.3</b>	<b>835.6</b>	<b>4.7%</b>

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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