

## Market Snapshot

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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%	
<b>Light Vehicle Sales</b>	<b>183,945</b>	<b>172,034</b>	<b>6.9%</b>	<b>1,404,847</b>	<b>1,334,720</b>	<b>5.3%</b>	<b>100.0%</b>	<b>100.0%</b>	
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%	
<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	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		
<b>Year-to-Date</b>	<b>1,071.2</b>	<b>1,089.6</b>	<b>1,162.4</b>	<b>1,202.6</b>	<b>1,258.0</b>	<b>1,287.1</b>	<b>1,334.7</b>	<b>1,404.8</b>	<b>5.3%</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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