

Market Snapshot

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December	Current Month			YTD			YTD Market Share		
	2018	2017	18/17	2018	2017	18/17	2018	2017	
Acura	1,676	1,606	4.4%	20,337	20,300	0.2%	1.0%	1.0%	
Audi	1,536	2,064	-25.6%	36,908	36,007	2.5%	1.9%	1.8%	
BMW	2,411	3,046	-20.8%	39,033	38,562	1.2%	2.0%	1.9%	
FCA	11,923	17,654	-32.5%	224,889	267,052	-15.8%	11.3%	13.1%	
Ford	16,047	17,526	-8.4%	297,902	308,474	-3.4%	15.0%	15.1%	
General Motors	13,855	19,801	-30.0%	288,310	302,826	-4.8%	14.5%	14.9%	
Genesis	156	47	231.9%	1,441	525	174.5%	0.1%	0.0%	
Honda	9,011	8,100	11.2%	175,042	176,951	-1.1%	8.8%	8.7%	
Hyundai	6,760	7,154	-5.5%	127,839	129,696	-1.4%	6.4%	6.4%	
Infiniti	970	731	32.7%	12,581	12,433	1.2%	0.6%	0.6%	
Jaguar	279	320	-12.8%	4,349	4,620	-5.9%	0.2%	0.2%	
Kia	4,302	4,480	-4.0%	73,009	76,504	-4.6%	3.7%	3.8%	
Land Rover	798	765	4.3%	10,196	9,145	11.5%	0.5%	0.4%	
Lexus	1,712	1,555	10.1%	24,111	24,765	-2.6%	1.2%	1.2%	
Maserati	45	103	-56.3%	764	1,246	-38.7%	0.0%	0.1%	
Mazda	3,987	4,685	-14.9%	73,869	74,056	-0.3%	3.7%	3.6%	
Mercedes-Benz	3,651	3,649	0.1%	49,413	51,930	-4.8%	2.5%	2.5%	
MINI	393	520	-24.4%	6,945	7,051	-1.5%	0.3%	0.3%	
Mitsubishi	1,643	1,285	27.9%	25,237	22,706	11.1%	1.3%	1.1%	
Nissan	8,518	8,654	-1.6%	136,536	134,244	1.7%	6.9%	6.6%	
Porsche	799	709	12.7%	8,904	8,249	7.9%	0.4%	0.4%	
smart	25	24	4.2%	345	368	-6.3%	0.0%	0.0%	
Subaru	3,998	3,876	3.1%	58,070	54,570	6.4%	2.9%	2.7%	
Toyota	14,153	11,060	28.0%	207,535	199,782	3.9%	10.5%	9.8%	
Volkswagen	4,896	4,165	17.6%	72,210	69,634	3.7%	3.6%	3.4%	
Volvo	745	668	11.5%	9,217	7,102	29.8%	0.5%	0.3%	
Light Vehicle Sales	114,289	124,247	-8.0%	1,984,992	2,038,798	-2.6%	100.0%	100.0%	
Passenger Car	28,724	32,687	-12.1%	577,711	639,823	-9.7%	29.1%	31.4%	
Light Truck	85,565	91,560	-6.5%	1,407,281	1,398,975	0.6%	70.9%	68.6%	
GM/Ford/FCA Nameplates	41,825	54,981	-23.9%	811,101	878,352	-7.7%	40.9%	43.1%	
GAC Member Nameplates	72,464	69,266	4.6%	1,173,891	1,160,446	1.2%	59.1%	56.9%	
Sales History	2011	2012	2013	2014	2015	2016	2017	18/17	
January	84.5	97.5	95.4	95.7	99.1	108.6	110.9	117.3	5.7%
February	96.0	106.7	103.3	105.9	109.3	119.2	123.0	125.5	2.0%
March	153.5	157.7	156.7	157.2	160.3	175.2	187.5	186.4	-0.6%
April	159.9	157.8	171.9	178.9	189.1	200.4	197.2	191.9	-2.7%
May	149.0	175.7	185.3	195.8	198.0	194.9	216.9	215.4	-0.7%
June	164.8	169.5	171.8	175.7	177.9	191.1	203.5	200.2	-1.6%
July	141.5	148.2	159.1	177.1	177.9	173.3	181.8	175.3	-3.6%
August	140.4	149.3	159.1	171.7	175.6	172.0	183.9	180.9	-1.6%
September	134.5	143.1	149.2	168.0	174.4	173.5	186.8	173.0	-7.4%
October	125.7	135.5	145.6	155.1	163.1	154.5	164.2	161.1	-1.9%
November	121.1	125.7	134.0	138.9	145.5	160.6	158.7	143.7	-9.4%
December	114.6	108.9	113.1	131.4	128.9	125.6	124.2	114.3	-8.0%
Year-to-Date	1,585.5	1,675.7	1,744.6	1,851.4	1,899.0	1,948.9	2,038.8	1,985.0	-2.6%

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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