

The ratio of used to new vehicles sold varies considerably for different regions of the country, usually being higher in those sections in which the concentration of motor vehicles in proportion to population is greatest and lower in those sections in which there are fewer used vehicles available to be traded in as part payment for new models. The ratio of used to new models sold ranged from 1.53 in Quebec Province where the population per motor vehicle registration is highest to 2.16 in Ontario where the population per motor vehicle registration is lowest. A table showing sales of new and used motor vehicles in the different provinces for 1937 appears at p. 616 of the 1939 Year Book. Comparable figures for later years are not available.

Financing of Motor Vehicle Sales in Canada.*—Financing corporations play an important part in the retail distribution of both new and used motor vehicles in Canada. They extend credit facilities to customers who could not enter the market if required to pay with cash and to others who, though in a position to pay cash, find it more convenient to budget their expenditures on the instalment basis. They also provide a service to the motor dealers by assuming the risks and inconveniences connected with instalment sales, thus permitting the dealers to operate on a smaller capital outlay than would otherwise be necessary.

Statistics on financing are compiled monthly from returns secured from all large finance companies in Canada that are engaged in purchasing accounts, contracts, or notes arising out of retail sales of motor vehicles. Aggregates of the monthly data show that sales of 153,107 motor vehicles (including both new and used models) were financed to the extent of \$62,768,746 in 1939. These figures reveal decreases of 5.9 p.c. in number and 9.9 p.c. in amount from the 162,703 vehicles that were financed for \$69,685,853 in 1938. New vehicles numbering 37,320 were financed for \$27,852,627 or an average of \$746 each. There were also 115,787 used vehicles whose sales were financed to the extent of \$34,916,119 or for \$302 each.

In 1939, 32.5 p.c. of all new motor vehicles sales in Canada passed through the hands of financing corporations. The corresponding amount of financing amounted to 22.1 p.c. of the total selling value of all new models. Total sales of used vehicles are known only for 1937. In that year 44.9 p.c. of all used vehicle purchases were financed by these finance corporations.

* See footnote to p. 622.

32.—Comparison of Sales and Financing of New Motor Vehicles in Canada, 1932-39.

Year.	New Vehicles Sold.		New Vehicles Financed			
	Units.	Retail Value.	Units.		Financing.	
			Number.	P.C. of Total Sold.	Amount.	P.C. of Total Sales.
	No.	\$			\$	
1932.....	45,870	45,260,742	21,293	46.4	12,741,179	28.2
1933.....	45,332	45,450,230	15,880	35.0	10,030,368	22.1
1934.....	73,358	75,785,461	23,264	31.7	16,364,735	21.6
1935.....	101,461	101,742,449	31,950	31.5	22,410,656	22.0
1936.....	113,314	117,582,796	42,863	37.8	29,887,861	25.4
1937.....	144,441	149,170,527	56,247	38.9	40,664,675	27.3
1938.....	121,165	135,011,908	45,267	37.4	33,701,624	25.0
1939.....	114,747	125,967,521	37,320 ¹	32.5 ¹	27,852,627 ¹	22.1 ¹

¹ Subject to revision.