Vividata - Automotive Usage Report

| Attribute | Benchmark <br> North Vancouver (CSD/CY, BC) |  | West Vancouver (CSD/DM, BC) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Value | Percent | Value | Percent | Index |
| Number of Households | 27,275 |  | 17,566 |  |  |
| Population of Age 18 and Up | 49,870 |  | 37,594 |  |  |
| \# Vehicles - \# Owned/Leased in Household |  |  |  |  |  |
| \# Vehicles - None | 5,768 | 21.15\% | 1,985 | 11.30\% | 53 |
| \# Vehicles - One | 12,899 | 47.29\% | 5,899 | 33.58\% | 71 |
| \# Vehicles - Two | 5,895 | 21.61\% | 5,467 | 31.12\% | 144 |
| \# Vehicles - Three | 1,700 | 6.23\% | 3,060 | 17.42\% | 280 |
| \# Vehicles - Four or More | 1,013 | 3.71\% | 1,155 | 6.58\% | 177 |
| Vehicle - Major Group - Present in Household |  |  |  |  |  |
| Major Group - Sub-Compact | 3,215 | 11.79\% | 2,230 | 12.69\% | 108 |
| Major Group - Compact | 10,230 | 37.51\% | 5,873 | 33.43\% | 89 |
| Major Group - Compact Premium | 1,440 | 5.28\% | 1,910 | 10.87\% | 206 |
| Major Group - Midsize | 5,435 | 19.93\% | 4,311 | 24.54\% | 123 |
| Major Group - Midsize Premium | 245 | 0.90\% | 487 | 2.77\% | 308 |
| Major Group - Large | 1,318 | 4.83\% | 1,166 | 6.64\% | 137 |
| Major Group - Large Premium | 203 | 0.75\% | 369 | 2.10\% | 280 |
| Major Group - Unclassified | 4,470 | 16.39\% | 4,041 | 23.00\% | 140 |
| Vehicle - Minor Group - Present in Household |  |  |  |  |  |
| Minor Group - Sub-Compact City Car | 160 | 0.59\% | 131 | 0.74\% | 125 |
| Minor Group - Sub-Compact Small Car | 2,132 | 7.82\% | 1,128 | 6.42\% | 82 |
| Minor Group - Sub-Compact Small SUV | 1,033 | 3.79\% | 789 | 4.49\% | 118 |
| Minor Group - Compact Car | 5,835 | 21.40\% | 3,256 | 18.54\% | 87 |
| Minor Group - Compact Multi-purpose Vehicle | 361 | 1.32\% | 192 | 1.09\% | 83 |
| Minor Group - Compact Sporty Car | 125 | 0.46\% | 139 | 0.79\% | 172 |
| Minor Group - Compact SUV | 3,299 | 12.10\% | 2,232 | 12.71\% | 105 |
| Minor Group - Compact Premium Car | 1,227 | 4.50\% | 1,509 | 8.59\% | 191 |
| Minor Group - Compact Premium SUV | 247 | 0.91\% | 313 | 1.78\% | 196 |
| Minor Group - Midsize Car | 2,206 | 8.09\% | 1,575 | 8.96\% | 111 |
| Minor Group - Midsize Pickup | 750 | 2.75\% | 704 | 4.01\% | 146 |
| Minor Group - Midsize Sporty Car | 180 | 0.66\% | 155 | 0.89\% | 135 |
| Minor Group - Midsize SUV | 2,043 | 7.49\% | 2,022 | 11.51\% | 154 |
| Minor Group - Midsize Minivan | 930 | 3.41\% | 740 | 4.21\% | 123 |
| Minor Group - Midsize Premium Car | 166 | 0.61\% | 258 | 1.47\% | 241 |
| Minor Group - Midsize Premium Sporty Car | 39 | 0.14\% | 31 | 0.18\% | 129 |
| Minor Group - Midsize Premium SUV | 204 | 0.75\% | 285 | 1.62\% | 216 |
| Minor Group - Large Car | 193 | 0.71\% | 135 | 0.77\% | 108 |
| Minor Group - Large Heavy Duty Pickup | 427 | 1.56\% | 234 | 1.33\% | 85 |
| Minor Group - Large Light Duty Pickup | 760 | 2.79\% | 801 | 4.56\% | 163 |
| Minor Group - Unclassified | 4,470 | 16.39\% | 4,041 | 23.00\% | 140 |
| Vehicle - Country of Origin - Present in Household |  |  |  |  |  |
| Present - Domestic | 8,969 | 32.88\% | 5,376 | 30.60\% | 93 |
| Present - European | 3,725 | 13.66\% | 4,222 | 24.04\% | 176 |
| Present - Japan | 11,271 | 41.33\% | 8,832 | 50.28\% | 122 |
| Present - Korean | 2,936 | 10.77\% | 1,788 | 10.18\% | 95 |

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| Attribute | Benchmark <br> North Vancouver (CSD/CY, BC) |  | West Vancouver (CSD/DM, BC) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Value | Percent | Value | Percent | Index |
| Vehicle - Country of Origin - Most Recently Acquired |  |  |  |  |  |
| Most Recently - Domestic | 6,229 | 22.84\% | 3,353 | 19.09\% | 84 |
| Most Recently - European | 2,939 | 10.78\% | 2,652 | 15.10\% | 140 |
| Most Recently - Japan | 9,743 | 35.72\% | 7,395 | 42.10\% | 118 |
| Most Recently - Korean | 2,284 | 8.38\% | 1,326 | 7.55\% | 90 |
| Vehicle - Country of Origin - 2nd Most Recently Acquired |  |  |  |  |  |
| 2nd Most Recently - Domestic | 3,060 | 11.22\% | 2,640 | 15.03\% | 134 |
| 2nd Most Recently - European | 1,343 | 4.92\% | 2,344 | 13.34\% | 271 |
| 2nd Most Recently - Japan | 3,127 | 11.46\% | 3,569 | 20.32\% | 177 |
| 2nd Most Recently - Korean | 866 | 3.17\% | 544 | 3.10\% | 98 |
| Vehicle Ownership/Purchase |  |  |  |  |  |
| Purchase - New | 13,213 | 48.45\% | 10,843 | 61.73\% | 127 |
| Purchase - Used | 12,806 | 46.95\% | 8,527 | 48.54\% | 103 |
| Vehicle Ownership/Purchase Detail - Any |  |  |  |  |  |
| Any - New-Purchased | 10,703 | 39.24\% | 8,668 | 49.35\% | 126 |
| Any - New-Leased | 941 | 3.45\% | 868 | 4.94\% | 143 |
| Any - Used-Purchased from Dealer | 8,240 | 30.21\% | 5,725 | 32.59\% | 108 |
| Any - Used-Leased from Dealer | 530 | 1.94\% | 377 | 2.14\% | 110 |
| Any - Used-purchased from previous owner | 6,043 | 22.16\% | 4,169 | 23.73\% | 107 |
| Vehicle Ownership/Purchase Detail - Most Recently Acquired |  |  |  |  |  |
| Most Recently - New-Purchased | 9,237 | 33.87\% | 7,178 | 40.87\% | 121 |
| Most Recently - New-Leased | 816 | 2.99\% | 756 | 4.30\% | 144 |
| Most Recently - Used-Purchased from Dealer | 6,457 | 23.68\% | 4,230 | 24.08\% | 102 |
| Most Recently - Used-Leased from Dealer | 452 | 1.66\% | 369 | 2.10\% | 127 |
| Most Recently - Used-purchased from previous owner | 4,545 | 16.66\% | 3,048 | 17.35\% | 104 |
| Vehicle Ownership/Purchase Detail - 2nd Most Recently Acquired |  |  |  |  |  |
| 2nd Most Recently - New-Purchased | 3,388 | 12.42\% | 4,532 | 25.80\% | 208 |
| 2nd Most Recently - New-Leased | 178 | 0.65\% | 232 | 1.32\% | 203 |
| 2nd Most Recently - Used-Purchased from Dealer | 2,407 | 8.83\% | 2,918 | 16.61\% | 188 |
| 2nd Most Recently - Used-Leased from Dealer | 305 | 1.12\% | 209 | 1.19\% | 106 |
| 2nd Most Recently - Used-purchased from previous owner | 2,334 | 8.56\% | 1,957 | 11.14\% | 130 |
| Vehicle Age |  |  |  |  |  |
| Vehicle Age - 1 year old | 1,387 | 5.09\% | 1,169 | 6.66\% | 131 |
| Vehicle Age - 2 years old | 2,038 | 7.47\% | 1,378 | 7.84\% | 105 |
| Vehicle Age - 3 years old | 2,205 | 8.09\% | 1,892 | 10.77\% | 133 |
| Vehicle Age - 4 years old | 2,915 | 10.69\% | 2,067 | 11.77\% | 110 |
| Vehicle Age - 5 years old | 2,174 | 7.97\% | 2,241 | 12.76\% | 160 |
| Vehicle Age - 6 years old | 2,424 | 8.89\% | 1,699 | 9.67\% | 109 |
| Vehicle Age - 7 years old | 1,898 | 6.96\% | 1,435 | 8.17\% | 117 |
| Vehicle Age - 8 years old | 1,825 | 6.69\% | 1,408 | 8.02\% | 120 |
| Vehicle Age - 9 years old | 1,470 | 5.39\% | 1,363 | 7.76\% | 144 |
| Vehicle Age - 10+ years old | 12,057 | 44.21\% | 9,375 | 53.37\% | 121 |
| Owned/Leased by - Any |  |  |  |  |  |
| Any - Yourself | 20,229 | 74.17\% | 13,570 | 77.25\% | 104 |

Vividata - Automotive Usage Report

| Attribute | Benchmark <br> North Vancouver (CSD/CY, BC) |  | West Vancouver (CSD/DM, BC) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Value | Percent | Value | Percent | Index |
| Owned/Leased by - Most Recently Acquired |  |  |  |  |  |
| Most Recently - Yourself | 16,174 | 59.30\% | 10,458 | 59.54\% | 100 |
| Most Recently - Other Household Member | 5,333 | 19.55\% | 5,123 | 29.16\% | 149 |
| Owned/Leased by - 2nd Most Recently Acquired |  |  |  |  |  |
| 2nd Most Recently - Yourself | 4,646 | 17.03\% | 4,346 | 24.74\% | 145 |
| 2nd Most Recently - Other Household Member | 3,966 | 14.54\% | 5,501 | 31.32\% | 215 |
| Purchase Influence |  |  |  |  |  |
| Purchase - Yourself | 17,888 | 65.59\% | 12,059 | 68.65\% | 105 |
| Purchase - Your Husband/Wife | 10,055 | 36.87\% | 9,162 | 52.16\% | 141 |
| When Purchased/Leased - Any |  |  |  |  |  |
| Any - In Past 12 Months | 5,147 | 18.87\% | 3,760 | 21.41\% | 113 |
| Any - 1-2 Years Ago | 5,026 | 18.43\% | 4,821 | 27.45\% | 149 |
| Any - 3-4 Years Ago | 5,868 | 21.51\% | 4,240 | 24.14\% | 112 |
| Any - 5+ Years Ago | 11,607 | 42.56\% | 9,158 | 52.13\% | 122 |
| When Purchased/Leased - Most Recently Acquired |  |  |  |  |  |
| Most Recently - In Past 12 Months | 4,882 | 17.90\% | 3,564 | 20.29\% | 113 |
| Most Recently - 1-2 Years Ago | 4,635 | 17.00\% | 4,008 | 22.82\% | 134 |
| Most Recently - 3-4 Years Ago | 4,516 | 16.56\% | 3,016 | 17.17\% | 104 |
| Most Recently - 5+ Years Ago | 7,474 | 27.40\% | 4,993 | 28.42\% | 104 |
| When Purchased/Leased - 2nd Most Recently Acquired |  |  |  |  |  |
| 2nd Most Recently - In Past 12 Months | 697 | 2.56\% | 448 | 2.55\% | 100 |
| 2nd Most Recently - 1-2 Years Ago | 1,140 | 4.18\% | 1,180 | 6.72\% | 161 |
| 2nd Most Recently - 3-4 Years Ago | 1,415 | 5.19\% | 1,742 | 9.92\% | 191 |
| 2nd Most Recently - 5+ Years Ago | 5,359 | 19.65\% | 6,477 | 36.87\% | 188 |
| If Purchased - Method of Purchase - Any |  |  |  |  |  |
| Any - With Cash | 11,395 | 41.78\% | 9,178 | 52.25\% | 125 |
| Any - With Trade-In | 3,973 | 14.57\% | 3,013 | 17.15\% | 118 |
| Any - Financing From A Dealer/Manufacturer | 5,781 | 21.20\% | 4,031 | 22.95\% | 108 |
| Any - With A Bank Loan | 3,068 | 11.25\% | 2,421 | 13.78\% | 122 |
| Any - Credit Card Points/Savings | 138 | 0.51\% | 59 | 0.34\% | 67 |
| If Purchased - Method of Purchase - Most Recently Acquired |  |  |  |  |  |
| Most Recently - With Cash | 10,602 | 38.87\% | 7,649 | 43.55\% | 112 |
| Most Recently - With Trade-In | 3,455 | 12.67\% | 2,405 | 13.69\% | 108 |
| Most Recently - Financing From A Dealer/Manufacturer | 5,040 | 18.48\% | 3,343 | 19.03\% | 103 |
| Most Recently - With A Bank Loan | 2,333 | 8.56\% | 1,712 | 9.75\% | 114 |
| Most Recently - Credit Card Points/Savings | 150 | 0.55\% | 74 | 0.42\% | 76 |
| If purchased - Method of Purchase - 2nd Most Recently Acquired |  |  |  |  |  |
| 2nd Most Recently - With Cash | 4,035 | 14.80\% | 4,998 | 28.45\% | 192 |
| 2nd Most Recently - With Trade-In | 900 | 3.30\% | 905 | 5.15\% | 156 |
| 2nd Most Recently - Financing From A Dealer/Manufacturer | 1,676 | 6.15\% | 1,512 | 8.61\% | 140 |
| 2nd Most Recently - With A Bank Loan | 1,092 | 4.00\% | 1,219 | 6.94\% | 174 |
| 2nd Most Recently - Credit Card Points/Savings | 193 | 0.71\% | 121 | 0.69\% | 97 |
| Fuel/Engine Type - Any |  |  |  |  |  |
| Engine Type Any - Gasoline | 22,385 | 82.07\% | 15,066 | 85.77\% | 105 |

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| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Value | Percent | Value | Percent | Index |
| Engine Type Any - Diesel | 823 | 3.02\% | 1,038 | 5.91\% | 196 |
| Engine Type Any - Hybrid | 1,072 | 3.93\% | 834 | 4.75\% | 121 |
| Engine Type Any - Electric | 536 | 1.97\% | 270 | 1.54\% | 78 |
| Engine Type Any - Plug In Hybrid Electric | 86 | 0.32\% | 53 | 0.30\% | 94 |
| Fuel/Engine Type - Most Recently Acquired |  |  |  |  |  |
| Engine Type Most Recently - Gasoline | 19,481 | 71.42\% | 13,727 | 78.14\% | 109 |
| Engine Type Most Recently - Diesel | 295 | 1.08\% | 426 | 2.43\% | 225 |
| Engine Type Most Recently - Hybrid | 947 | 3.47\% | 900 | 5.12\% | 148 |
| Engine Type Most Recently - Electric | 428 | 1.57\% | 246 | 1.40\% | 89 |
| Engine Type Most Recently - Plug In Hybrid Electric | 75 | 0.28\% | 56 | 0.32\% | 114 |
| Fuel/Engine Type - 2nd Most Recently Acquired |  |  |  |  |  |
| Engine Type 2nd Most Recently - Gasoline | 7,577 | 27.78\% | 8,833 | 50.29\% | 181 |
| Engine Type 2nd Most Recently - Diesel | 443 | 1.62\% | 497 | 2.83\% | 175 |
| Engine Type 2nd Most Recently - Hybrid | 203 | 0.75\% | 229 | 1.30\% | 173 |
| Engine Type 2nd Most Recently - Electric | 132 | 0.49\% | 79 | 0.45\% | 92 |
| Purchase - \$ Spent on Vehicle - Most Recently Acquired |  |  |  |  |  |
| Most Recently - Under \$10,000 | 4,606 | 16.89\% | 2,212 | 12.59\% | 75 |
| Most Recently - \$10,000-\$14,999 | 2,465 | 9.04\% | 1,646 | 9.37\% | 104 |
| Most Recently - \$15,000-\$19,999 | 2,188 | 8.02\% | 1,608 | 9.16\% | 114 |
| Most Recently - \$20,000-\$29,999 | 4,898 | 17.96\% | 3,267 | 18.60\% | 104 |
| Most Recently - \$30,000-\$39,999 | 2,991 | 10.97\% | 2,783 | 15.84\% | 144 |
| Most Recently - \$40,000-\$49,999 | 1,416 | 5.19\% | 1,100 | 6.27\% | 121 |
| Most Recently - \$50,000-\$74,999 | 1,475 | 5.41\% | 1,523 | 8.67\% | 160 |
| Most Recently - \$75,000+ | 230 | 0.84\% | 302 | 1.72\% | 205 |
| Purchase - \$ Spent on Vehicle - 2nd Most Recently Acquired |  |  |  |  |  |
| 2nd Most Recently - Under \$10,000 | 2,103 | 7.71\% | 2,100 | 11.95\% | 155 |
| 2nd Most Recently - \$10,000-\$14,999 | 938 | 3.44\% | 839 | 4.78\% | 139 |
| 2nd Most Recently - \$15,000-\$19,999 | 678 | 2.48\% | 917 | 5.22\% | 210 |
| 2nd Most Recently - \$20,000-\$29,999 | 1,825 | 6.69\% | 2,223 | 12.65\% | 189 |
| 2nd Most Recently - \$30,000-\$39,999 | 1,295 | 4.75\% | 1,720 | 9.79\% | 206 |
| 2nd Most Recently - \$40,000-\$49,999 | 701 | 2.57\% | 780 | 4.44\% | 173 |
| 2nd Most Recently - \$50,000-\$74,999 | 557 | 2.04\% | 796 | 4.53\% | 222 |
| 2nd Most Recently - \$75,000+ | 141 | 0.52\% | 180 | 1.02\% | 196 |
| \# Length of Lease - Most Recently Acquired |  |  |  |  |  |
| Most Recently - 12 Months | 104 | 0.38\% | 47 | 0.27\% | 71 |
| Most Recently - 24 Months | 64 | 0.23\% | 127 | 0.73\% | 317 |
| Most Recently - 36 Months | 528 | 1.93\% | 414 | 2.36\% | 122 |
| Most Recently - 48 Months | 241 | 0.89\% | 357 | 2.03\% | 228 |
| Most Recently - 60+ Months | 599 | 2.20\% | 423 | 2.41\% | 110 |
| \# Length of Lease - 2nd Most Recently Acquired |  |  |  |  |  |
| 2nd Most Recently - 12 Months | 218 | 0.80\% | 140 | 0.80\% | 100 |
| 2nd Most Recently - 24 Months | 106 | 0.39\% | 61 | 0.35\% | 90 |
| 2nd Most Recently - 36 Months | 167 | 0.61\% | 206 | 1.18\% | 193 |
| 2nd Most Recently - 48 Months | 261 | 0.96\% | 202 | 1.15\% | 120 |


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| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Value | Percent | Value | Percent | Index |
| 2nd Most Recently - 60+ Months | 47 | 0.17\% | 29 | 0.16\% | 94 |
| Principal Driver |  |  |  |  |  |
| Principal Driver - Yourself | 19,540 | 71.64\% | 13,716 | 78.08\% | 109 |
| Principal Driver - Most Recently Acquired |  |  |  |  |  |
| Driver Most Recently - Yourself | 15,699 | 57.56\% | 10,576 | 60.21\% | 105 |
| Driver Most Recently - Someone Else | 5,807 | 21.29\% | 5,005 | 28.49\% | 134 |
| Principal Driver - 2nd Most Recently Acquired |  |  |  |  |  |
| Driver 2nd Most Recently - Yourself | 4,309 | 15.80\% | 3,802 | 21.65\% | 137 |
| Driver 2nd Most Recently - Someone Else | 4,304 | 15.78\% | 6,045 | 34.41\% | 218 |
| Own a Motorcycle |  |  |  |  |  |
| Motorcycle - Yes, myself | 982 | 3.60\% | 739 | 4.21\% | 117 |
| Motorcycle - Yes, someone else in household | 839 | 3.08\% | 756 | 4.30\% | 140 |
| Vehicle Maintenance - Primarily Responsible - Any |  |  |  |  |  |
| Maintenance - Yourself | 16,962 | 62.19\% | 11,410 | 64.95\% | 104 |
| Maintenance - Someone Else | 7,685 | 28.18\% | 7,040 | 40.08\% | 142 |
| Vehicle Maintenance - Primarily Serviced by - Any |  |  |  |  |  |
| Serviced - Car Dealership | 11,023 | 40.42\% | 8,748 | 49.80\% | 123 |
| Serviced - Department Store Auto Repair Centre | 614 | 2.25\% | 359 | 2.05\% | 91 |
| Serviced - Local Repair Shop/Service Station | 6,402 | 23.47\% | 5,014 | 28.54\% | 122 |
| Serviced - Auto Repair/Specialized Chain Store | 2,145 | 7.87\% | 1,425 | 8.12\% | 103 |
| Serviced - Yourself | 1,637 | 6.00\% | 1,169 | 6.65\% | 111 |
| Serviced - Someone Else | 2,221 | 8.14\% | 1,587 | 9.04\% | 111 |
| Vehicle Maintenance - Under Warranty - Any |  |  |  |  |  |
| Warranty - Yes | 9,456 | 34.67\% | 6,947 | 39.55\% | 114 |
| Vehicle Has - Any |  |  |  |  |  |
| Bluetooth | 11,739 | 43.04\% | 9,166 | 52.18\% | 121 |
| GPS/Navigation System | 6,430 | 23.58\% | 5,719 | 32.56\% | 138 |
| Satellite Radio | 7,504 | 27.51\% | 6,179 | 35.18\% | 128 |
| Voice Activated Entertainment System | 3,537 | 12.97\% | 2,810 | 16.00\% | 123 |
| None of the above | 10,577 | 38.78\% | 7,719 | 43.94\% | 113 |
| Other | 2,063 | 7.57\% | 1,550 | 8.83\% | 117 |
| Intent to Purchase/Lease in Next 12 Months |  |  |  |  |  |
| Intent to Purchase - Yes | 2,661 | 9.76\% | 2,039 | 11.61\% | 119 |
| Intent to Purchase/Lease - Type in Next 12 Months |  |  |  |  |  |
| Intent of Vehicle - Car | 1,677 | 6.15\% | 1,254 | 7.14\% | 116 |
| Intent of Vehicle - Wagon | 219 | 0.80\% | 84 | 0.48\% | 60 |
| Intent of Vehicle - Van | 450 | 1.65\% | 189 | 1.08\% | 65 |
| Intent of Vehicle - Pickup Truck | 212 | 0.78\% | 144 | 0.82\% | 105 |
| Intent of Vehicle - Compact sports utility vehicle | 591 | 2.17\% | 380 | 2.16\% | 100 |
| Intent of Vehicle - Full size sports utility vehicle | 443 | 1.63\% | 346 | 1.97\% | 121 |
| Intent of Vehicle - Motorcycle | 138 | 0.50\% | 147 | 0.84\% | 168 |
| Intent of Vehicle - Other/not sure of type of vehicle | 219 | 0.80\% | 169 | 0.97\% | 121 |
| Intent to Purchase/Lease - Country of Origin in Next 12 Months |  |  |  |  |  |
| Intent of Vehicle - North America (e.g. Ford, GM) | 434 | 1.59\% | 315 | 1.79\% | 113 |

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|  | Value | Percent | Value | Percent | Index |
| Intent of Vehicle - Japan (e.g. Honda, Toyota) | 667 | 2.45\% | 853 | 4.86\% | 198 |
| Intent of Vehicle - Korea (e.g. Hyundai, KIA) | 186 | 0.68\% | 255 | 1.45\% | 213 |
| Intent of Vehicle - Germany (e.g. Audi, BMW, VW) | 448 | 1.64\% | 368 | 2.10\% | 128 |
| Intent of Vehicle - Other | 88 | 0.32\% | 59 | 0.34\% | 106 |
| Intent to Purchase/Lease - Engine Type in Next 12 Months |  |  |  |  |  |
| Intent of Vehicle - Diesel | 131 | 0.48\% | 127 | 0.73\% | 152 |
| Intent of Vehicle - Electric | 256 | 0.94\% | 230 | 1.31\% | 139 |
| Intent of Vehicle - Gasoline (Petroleum) | 1,702 | 6.24\% | 1,309 | 7.45\% | 119 |
| Intent of Vehicle - Hybrid | 602 | 2.21\% | 673 | 3.83\% | 173 |
| Intent of Vehicle - Plug in Hybrid Electric | 402 | 1.47\% | 340 | 1.94\% | 132 |
| Intent to Purchase/Lease - New/Used in Next 12 Months |  |  |  |  |  |
| Intent of Vehicle - New | 676 | 2.48\% | 748 | 4.26\% | 172 |
| Intent of Vehicle - Used from a Dealer | 573 | 2.10\% | 458 | 2.61\% | 124 |
| Intent of Vehicle - Used from a previous owner | 249 | 0.91\% | 199 | 1.13\% | 124 |
| Intent to Purchase/Lease - Information Source |  |  |  |  |  |
| Intent Souce from - Manufacturer Website | 1,029 | 3.77\% | 913 | 5.20\% | 138 |
| Intent Souce from - Dealer Website | 1,440 | 5.28\% | 1,130 | 6.43\% | 122 |
| Intent Souce from - Third Party Review Sites (e.g. CARandDRIVER) | 1,077 | 3.95\% | 1,032 | 5.87\% | 149 |
| Intent Souce from - Online Videos (e.g. YouTube) | 414 | 1.52\% | 379 | 2.16\% | 142 |
| Intent Souce from - Social Media | 629 | 2.31\% | 275 | 1.57\% | 68 |
| Intent Souce from - Daily Newspapers | 297 | 1.09\% | 257 | 1.46\% | 134 |
| Intent Souce from - Community Newspapers | 43 | 0.16\% | 20 | 0.12\% | 75 |
| Intent Souce from - Magazines | 250 | 0.92\% | 228 | 1.30\% | 141 |
| Intent Souce from - TV | 126 | 0.46\% | 92 | 0.52\% | 113 |
| Intent Souce from - Radio | 75 | 0.28\% | 46 | 0.26\% | 93 |
| Intent Souce from - Other | 750 | 2.75\% | 498 | 2.84\% | 103 |
| Intent to Purchase/Lease - Involved in Choosing |  |  |  |  |  |
| Intentl Involved in Choosing - You only | 515 | 1.89\% | 350 | 1.99\% | 105 |
| IntentI Involved in Choosing - You and someone else in household | 1,353 | 4.96\% | 1,220 | 6.95\% | 140 |
| Intentl Involved in Choosing - Someone else in household only | 315 | 1.16\% | 148 | 0.84\% | 72 |
| Automotive Services/Supplies/Products - Personally Bought in Past 12 Months |  |  |  |  |  |
| Service - Yes | 19,485 | 39.07\% | 13,831 | 36.79\% | 94 |
| Automotive Services/Supplies/Products - Done Past 12 Months |  |  |  |  |  |
| Service - Body Work | 2,593 | 5.20\% | 2,144 | 5.70\% | 110 |
| Service - Brakes Repaired | 9,546 | 19.14\% | 8,469 | 22.53\% | 118 |
| Service - Car Wash | 20,067 | 40.24\% | 17,769 | 47.27\% | 117 |
| Service - Muffler/exhaust replacement | 1,197 | 2.40\% | 965 | 2.57\% | 107 |
| Service - Oil Change | 30,665 | 61.49\% | 26,531 | 70.57\% | 115 |
| Service - Tires repaired/installed | 15,645 | 31.37\% | 15,034 | 39.99\% | 127 |
| Service - Transmission repaired | 753 | 1.51\% | 780 | 2.08\% | 138 |
| Service - Tune-up | 11,401 | 22.86\% | 9,577 | 25.48\% | 111 |
| Service - Wheel Alignment | 6,491 | 13.02\% | 5,180 | 13.78\% | 106 |

Vividata - Automotive Usage Report

| Attribute | Benchmark North Vancouver (CSD/CY, BC) |  | West Vancouver (CSD/DM, BC) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Value | Percent | Value | Percent | Index |
| Service - Windshield replacement | 3,137 | 6.29\% | 2,724 | 7.25\% | 115 |
| Service - Other Service | 7,396 | 14.83\% | 6,149 | 16.36\% | 110 |
| Automotive Services/Supplies/Products - \$ Spent Past 12 Months |  |  |  |  |  |
| Service - \$100 or less | 5,767 | 11.57\% | 3,641 | 9.69\% | 84 |
| Service - \$101 to \$500 | 11,802 | 23.67\% | 8,993 | 23.92\% | 101 |
| Service - \$501 to \$1,000 | 9,557 | 19.16\% | 8,259 | 21.97\% | 115 |
| Service - \$1,001 to \$2,000 | 6,270 | 12.57\% | 5,630 | 14.98\% | 119 |
| Service - More than \$2,000 | 3,052 | 6.12\% | 3,397 | 9.04\% | 148 |
| Automotive Services/Supplies/Products - Where Bought Past 12 Months |  |  |  |  |  |
| Service - Canadian Tire | 13,849 | 27.77\% | 11,439 | 30.43\% | 110 |
| Service - Costco | 3,265 | 6.55\% | 3,651 | 9.71\% | 148 |
| Service - GM Certified Service | 1,075 | 2.16\% | 722 | 1.92\% | 89 |
| Service - Goodyear/Fountain Tire | 488 | 0.98\% | 449 | 1.19\% | 121 |
| Service - Jiffy Lube | 0 | 0.00\% | 0 | 0.00\% |  |
| Service - Kal Tire | 2,722 | 5.46\% | 1,945 | 5.17\% | 95 |
| Service - Midas | 865 | 1.73\% | 743 | 1.98\% | 114 |
| Service - Mr. Lube | 2,272 | 4.56\% | 2,051 | 5.46\% | 120 |
| Service - NAPA/Auto Pro | 1,292 | 2.59\% | 772 | 2.06\% | 80 |
| Service - NAPA/Autoparts | 1,304 | 2.61\% | 1,182 | 3.14\% | 120 |
| Service - OK Tire Stores/OK Centres Du Pneu | 483 | 0.97\% | 626 | 1.66\% | 171 |
| Service - Part Source | 5 | 0.01\% | 5 | 0.01\% | 100 |
| Service - Princess Auto | 0 | 0.00\% | 0 | 0.00\% |  |
| Service - Speedy Auto Glass | 763 | 1.53\% | 956 | 2.54\% | 166 |
| Service - Speedy Auto Service | 155 | 0.31\% | 143 | 0.38\% | 123 |
| Service - Walmart | 2,683 | 5.38\% | 1,513 | 4.02\% | 75 |
| Service - Auto/Car Dealership Service Department | 9,255 | 18.56\% | 8,853 | 23.55\% | 127 |
| Service - Local Service/Gas Stations | 5,573 | 11.18\% | 5,331 | 14.18\% | 127 |
| Service - Any other retail/service outlet | 2,204 | 4.42\% | 1,792 | 4.77\% | 108 |
| Service - Other | 6,447 | 12.93\% | 5,959 | 15.85\% | 123 |
| Roadside Assistance Programs - Any Membership in Household |  |  |  |  |  |
| Membership - Yes | 28,113 | 56.37\% | 24,928 | 66.31\% | 118 |
| Tires - Personally Bought in Past 12 Months |  |  |  |  |  |
| Tires - Yes | 11,357 | 22.77\% | 10,786 | 28.69\% | 126 |
| Tires - \# Purchased Personally Bought/ Past 12 Months |  |  |  |  |  |
| Tires - 1-2 (L) | 3,370 | 6.76\% | 3,216 | 8.55\% | 126 |
| Tires - 3-4 (M) | 7,152 | 14.34\% | 6,439 | 17.13\% | 119 |
| Tires - 5+ (H) | 835 | 1.67\% | 1,132 | 3.01\% | 180 |
| Tires - Kind Personally Purchased in Past 12 Months |  |  |  |  |  |
| Tires - Performance Passenger | 1,801 | 3.61\% | 1,533 | 4.08\% | 113 |
| Tires - Standard Passenger | 3,798 | 7.62\% | 3,323 | 8.84\% | 116 |
| Tires - Light Truck/SUV | 2,635 | 5.28\% | 2,990 | 7.95\% | 151 |
| Tires - Winter/Snow Tires | 4,198 | 8.42\% | 4,547 | 12.10\% | 144 |
| Personally Have Driver's Licence |  |  |  |  |  |
| Driver's Licence - Yes | 33,775 | 67.73\% | 27,807 | 73.97\% | 109 |


| Attribute | Benchmark <br> North Vancouver (CSD/CY, BC) |  | West Vancouver (CSD/DM, BC) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Value | Percent | Value | Percent | Index |
| \# Kilometres Driven in Past 12 Months |  |  |  |  |  |
| \# Kilometers - None | 179 | 0.36\% | 118 | 0.31\% | 86 |
| \# Kilometers - Under 5,000 km | 6,888 | 13.81\% | 4,754 | 12.65\% | 92 |
| \# Kilometers - 5,000-10,000 km | 10,656 | 21.37\% | 8,588 | 22.84\% | 107 |
| \# Kilometers - 10,001-15,000 km | 7,850 | 15.74\% | 6,222 | 16.55\% | 105 |
| \# Kilometers - 15,001-25,000 km | 5,549 | 11.13\% | 6,226 | 16.56\% | 149 |
| \# Kilometers - Over 25,000 km | 2,228 | 4.47\% | 1,689 | 4.49\% | 100 |
| Auto Insurance - Household Auto is Covered |  |  |  |  |  |
| Auto Insurance - Yes | 43,226 | 86.68\% | 35,651 | 94.83\% | 109 |
| Auto Insurance - Acquired through |  |  |  |  |  |
| Auto Insurance - Agent/Broker | 25,994 | 52.13\% | 21,463 | 57.09\% | 110 |
| Auto Insurance - Bank | 215 | 0.43\% | 131 | 0.35\% | 81 |
| Auto Insurance - Insurance Company | 14,841 | 29.76\% | 11,431 | 30.41\% | 102 |
| Auto Insurance - Professional/Alumni Association | 160 | 0.32\% | 191 | 0.51\% | 159 |
| Auto Insurance - Other | 1,737 | 3.48\% | 1,672 | 4.45\% | 128 |


| Index | Description |
| :---: | :---: |
| $>=180$ | Extremely High |
| $>=110$ and $<180$ | High |
| $>=90$ and $<110$ | Similar |
| $>=50$ and $<90$ | Lower |
| $<50$ | Extremely Low |

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