

# Retail trade in motor vehicles and accessories

August 2003

Cooperation between Statistics South Africa (Stats SA), the citizens of the country, the private sector and government institutions is essential for a successful statistical system. Without continued cooperation and goodwill, the timely release of relevant and reliable official statistics will not be possible.

**Embargo: 13:00**  
**Date: 23 October 2003**

Stats SA publish approximately three hundred different releases each year. It is not economically viable to produce them in more than one of South Africa's eleven official languages. Since the releases are used extensively, not only locally, but also by international economic and social-scientific communities, Stats SA releases are published in English only.

## Key figures regarding motor trading income for the month of August 2003

<b>Actual estimates</b>	<b>2003 August</b>	<b>% change between August 2002 and August 2003</b>	<b>% change between June 2002 to August 2002 and June 2003 to August 2003</b>	<b>% change between January 2002 to August 2002 and January 2003 to August 2003</b>
<b>R million</b>				
Income from the sales of new vehicles	4 548	9,9	15,8	14,4
Income from the sales of used vehicles	2 880	8,5	15,6	14,5
Workshop income	1 095	4,9	10,9	9,4
Other trading income	2 473	11,9	12,2	11,5
<b>Total motor trading income</b>	<b>10 996</b>	<b>9,4</b>	<b>14,4</b>	<b>13,2</b>

<b>Seasonally adjusted estimates</b>	<b>2003 August</b>	<b>% change between July 2003 and August 2003</b>	<b>% change between March 2003 to May 2003 and June 2003 to August 2003</b>
Income from the sales of new vehicles	4 451	-6,5	11,6
Income from the sales of used vehicles	2 733	-11,3	6,0
Workshop income	1 089	-4,9	2,6
Other trading income	2 378	1,1	6,2
<b>Total motor trading income</b>	<b>10 651</b>	<b>-6,1</b>	<b>7,9</b>

## Key findings regarding motor trading income for the three months ended August 2003

### Total motor trading income increases

*The seasonally adjusted total motor trading income of retailers in motor vehicles and accessories for the three months ended August 2003 increased by 7,9% compared with the previous three months. However, the seasonally adjusted total motor trading income for August 2003 decreased by 6,1% compared with July 2003.*

The increase of 7,9% in the seasonally adjusted total motor trading income for the three months ended August 2003 compared with the previous three months was due to increases in the seasonally adjusted income from the sales of new vehicles (+11,6%), other trading income (+6,2%) income from the sales of used vehicles (+6,0%) and workshop income (+2,6%).

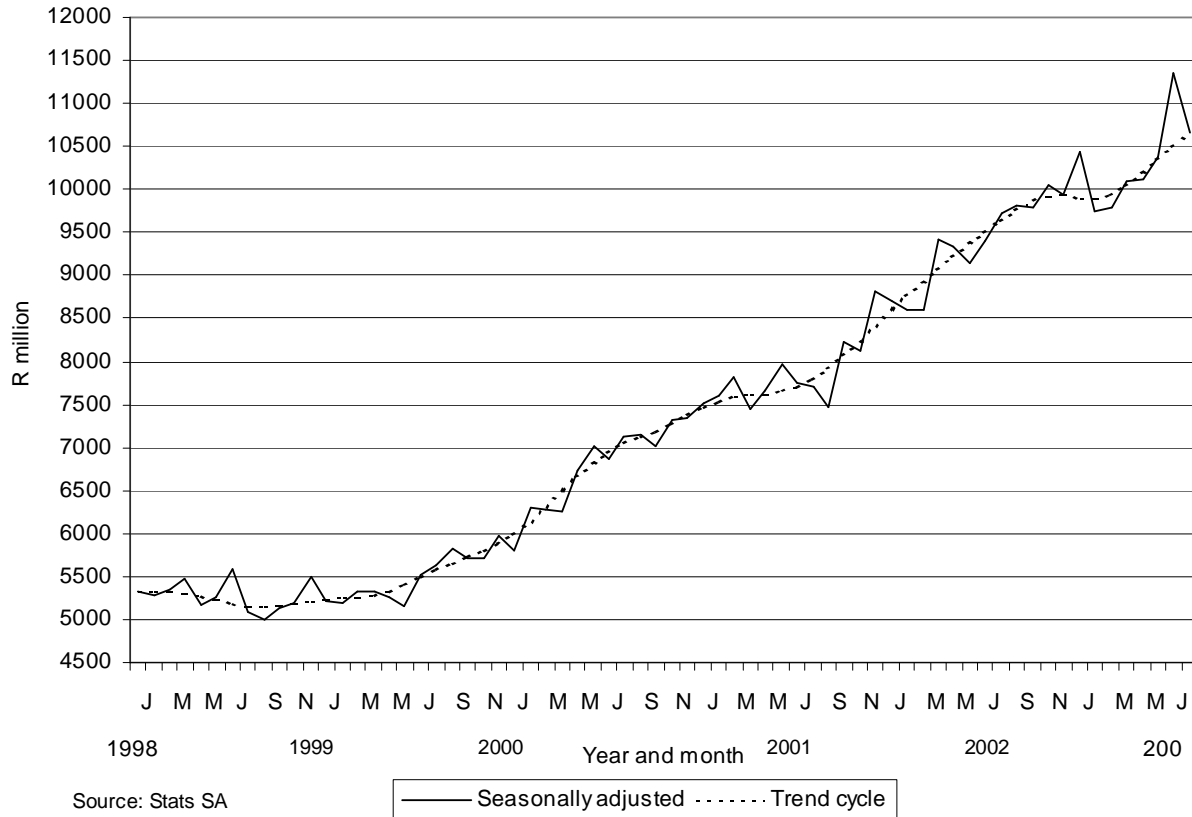
## Key findings regarding motor trading income for the first eight months of 2003

### Total motor trading income increases

*The total motor trading income of retailers in motor vehicles and accessories for the first eight months of 2003 increased by 13,2% compared with the first eight months of 2002.*

The increase of 13,2% was due to increases in income from the sales of used vehicles (+14,5%), new vehicles (+14,4%), other trading income (+11,5%) and workshop income (+9,4%).

**Figure 1 - Total motor trading income**



## Key figures regarding the total number of vehicles sold for the month of July 2003

### Actual estimates

	August 2003	% change between July 2003 and August 2003	% change between August 2002 and August 2003	% change between June 2002 to August 2002 and June 2003 to August 2003	% change between January 2002 to August 2002 and January 2003 to August 2003
Number of new vehicles sold	31 179	-3,9	11,6	13,9	5,1
Number of used vehicles sold	29 823	-9,1	-1,2	4,8	0,7
<b>Total number of new and used vehicles sold</b>	<b>61 002</b>	<b>-6,5</b>	<b>5,0</b>	<b>9,2</b>	<b>2,8</b>

## Key findings regarding the total number of vehicles sold for the month of August 2003

### Total number of vehicles sold increases

*The total number of new and used vehicles sold during August 2003 increased by 5,0% compared with August 2002. Furthermore, the total number of new and used vehicles sold during the three months ended August 2003 increased by 9,2% compared with the three months ended August 2002. However, the total number of new and used vehicles sold during August 2003 decreased by 6,5% compared with July 2003.*

The increase of 5,0% in the total number of new and used vehicles sold during August 2003 compared with August 2002 can be attributed to an increase of 11,6% in the number of new vehicles sold. This increase was partially counteracted by a decrease of 1,2% in the number of used vehicles sold during the same period.

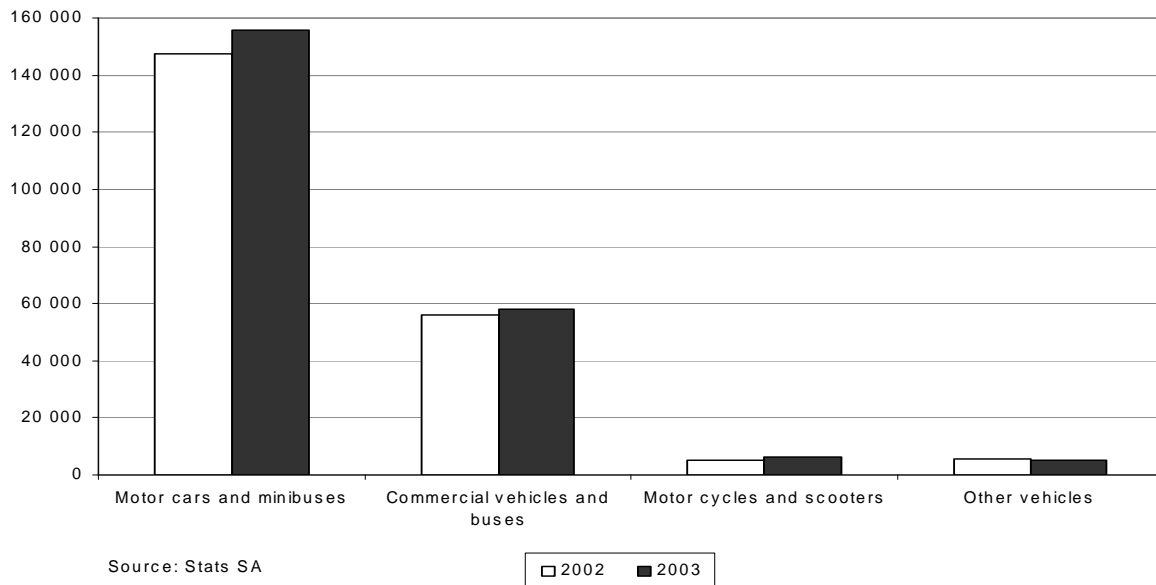
## Key findings regarding the total number of vehicles sold for the first eight months of 2003

### Total number of vehicles sold increases

*The total number of vehicles sold during the first eight months of 2003 increased by 3,9% compared with the first eight months of 2002.*

The increase of 3,9% in the total number of vehicles sold was due to increases of 5,9% and 2,0% in the number of new and used vehicles sold respectively.

**Figure 2 – Total number of vehicles sold according to type of vehicle during the first eight months of 2003 compared with the first eight months of 2002**



<b>Contents</b>	<b>Page</b>
<b>Notes</b> .....	5
<b>Tables</b>	
Table 1 Actual values of motor trading income, excluding value-added tax, according to type of income (R'000).....	6
Table 2 Seasonally adjusted values of motor trading income, excluding value-added tax, according to type of income (R'000) .....	7
Table 3 Other trading income and cash and credit sale transactions of vehicles, excluding value Added Tax (R'000).....	8
Table 4 Income from the sales of new and used vehicles, excluding value-added tax, according to type of vehicle (R'000).....	9
Table 5 Income from the sales of new vehicles, excluding value-added tax, according to type of vehicle (R'000).....	10
Table 6 Income from the sales of used vehicles, excluding value-added tax, according to type of vehicle (R'000) .....	11
Table 7 Total number of new and used vehicles sold according to type of vehicle .....	12
Table 8 Number of new vehicles sold according to type of vehicle.....	13
Table 9 Number of used vehicles sold according to type of vehicle.....	14
<b>Additional information</b>	
Explanatory notes .....	15
Glossary .....	17
<b>For more information</b> .....	18

**Notes**

<b>Forthcoming issues</b>	<b>Issue</b>	<b>Expected release date</b>
	September 2003	20 November 2003
	October 2003	18 December 2003
	November 2003	23 January 2004
	December 2003	20 February 2004

**Purpose of the survey**

The retail trade in motor vehicles and accessories survey is a monthly survey covering a sample of private enterprises operating in the motor trade industry in South Africa. The results of the survey are used to compile estimates of the Gross Domestic Product (GDP) and its components, which are used to develop and monitor government policy. Furthermore, these statistics are also used by the private sector in analyses of comparative business and industry performance.

**New sample**

According to international best practice and in order to train the relevant respondents in using the new questionnaire, to validate the information received and to avoid a break in the time series published in this statistical release, Stats SA decided to introduce the new questionnaire as the first step in the re-engineering process. Stats SA will in due course, as the second step, introduce a new sample.

Currently Stats SA is busy re-engineering the register of businesses which serves as the sampling frame, in collaboration with the South African Revenue Service and the Departments of Trade and Industry and Labour.

**Table 1 - Actual values of motor trading income, excluding value-added tax, according to type of income (R'000)**

<b>Year and month</b>	<b>Income from the sales of new vehicles</b>	<b>Income from the sales of used vehicles</b>	<b>Workshop income</b>	<b>Other trading income</b>	<b>Total motor trading income</b>
2001 Jan.	2 918 943	1 700 807	835 784	1 747 188	7 202 722
Feb.	3 289 202	1 731 904	912 281	1 783 565	7 716 952
Mar.	3 450 131	1 759 419	928 640	1 756 789	7 894 979
Apr.	2 867 901	1 635 196	810 200	1 737 986	7 051 283
May	3 035 816	1 897 990	934 221	1 869 218	7 737 245
June	3 300 450	1 849 284	888 122	1 842 999	7 880 855
July	3 149 898	2 015 770	896 794	1 873 924	7 936 386
Aug.	3 140 369	2 049 533	905 058	1 870 111	7 965 071
Sep.	2 988 180	1 899 299	845 363	1 760 695	7 493 537
Oct.	3 295 763	2 248 440	960 468	1 889 234	8 393 905
Nov.	3 396 440	2 048 822	992 223	1 911 238	8 348 723
Dec.	3 856 672	2 032 199	813 765	1 795 806	8 498 442
<b>Total</b>	<b>38 689 765</b>	<b>22 868 663</b>	<b>10 722 919</b>	<b>21 838 753</b>	<b>94 120 100</b>
2002 Jan.	3 320 574	2 218 786	981 070	1 863 494	8 383 924
Feb.	3 563 277	2 223 508	1 006 713	1 911 990	8 705 488
Mar.	3 391 331	2 386 829	945 004	1 901 278	8 624 442
Apr.	3 558 341	2 310 584	1 001 781	2 011 580	8 882 286
May	3 892 299	2 484 965	1 004 935	2 065 989	9 448 188
June	3 566 716	2 450 973	960 194	2 038 700	9 016 583
July	4 007 600	2 543 542	1 009 491	2 068 986	9 629 619
Aug.	4 138 638	2 654 651	1 043 543	2 210 597	10 047 429
Sep.	4 223 902	2 516 673	1 085 854	2 037 286	9 863 715
Oct.	3 933 179	2 671 332	1 114 299	2 263 273	9 982 083
Nov.	4 251 010	2 721 095	1 073 974	2 302 654	10 348 733
Dec.	4 154 112	2 326 563	928 069	2 157 274	9 566 018
<b>Total</b>	<b>46 000 979</b>	<b>29 509 501</b>	<b>12 154 927</b>	<b>24 833 101</b>	<b>112 498 508</b>
2003 Jan.	4 170 073	2 609 056	1 047 305	2 261 466	10 087 900
Feb.	3 959 739	2 736 542	1 059 594	2 098 690	9 854 565
Mar.	3 963 724	2 635 037	1 079 387	2 149 312	9 827 460
Apr.	3 884 264	2 474 920	1 062 135	2 104 556	9 525 875
May	4 146 240	2 763 729	1 111 136	2 221 490	10 242 595
June	4 131 310	2 770 771	1 093 414	2 233 071	10 228 566
July	4 884 172	3 190 022	1 153 646	2 383 485	11 611 325
Aug.	4 547 944	2 879 787	1 095 001	2 473 348	10 996 080

**Table 2 - Seasonally adjusted values of motor trading income, excluding value-added tax, according to type of income (R'000)**

<b>Year and month</b>	<b>Income from the sales of new vehicles</b>	<b>Income from the sales of used vehicles</b>	<b>Workshop income</b>	<b>Other trading income</b>	<b>Total motor trading income</b>
2001 Jan.	3 089 246	1 763 463	860 259	1 798 075	7 511 043
Feb.	3 200 229	1 720 913	873 654	1 804 672	7 599 468
Mar.	3 328 668	1 777 818	921 753	1 792 094	7 820 333
Apr.	3 034 532	1 784 598	843 379	1 785 050	7 447 559
May	3 002 298	1 925 140	915 664	1 823 444	7 666 546
June	3 381 480	1 861 244	904 482	1 829 651	7 976 857
July	3 056 817	1 947 468	894 844	1 853 267	7 752 396
Aug.	3 069 032	1 934 466	889 110	1 812 058	7 704 666
Sep.	2 924 124	1 906 538	833 368	1 800 599	7 464 629
Oct.	3 338 084	2 119 169	923 571	1 842 383	8 223 207
Nov.	3 372 085	1 951 173	952 814	1 837 824	8 113 896
Dec.	3 871 249	2 181 888	909 286	1 857 028	8 819 451
2002 Jan.	3 511 408	2 276 072	1 002 139	1 912 087	8 701 706
Feb.	3 473 579	2 217 919	970 549	1 930 933	8 592 980
Mar.	3 291 439	2 414 776	938 225	1 941 224	8 585 664
Apr.	3 765 588	2 526 621	1 041 970	2 076 625	9 410 804
May	3 847 577	2 488 904	982 278	2 018 807	9 337 566
June	3 662 915	2 466 297	977 397	2 028 359	9 134 968
July	3 899 254	2 453 237	1 003 884	2 043 856	9 400 231
Aug.	4 047 749	2 509 285	1 032 987	2 129 485	9 719 506
Sep.	4 123 442	2 531 060	1 067 944	2 086 839	9 809 285
Oct.	3 988 466	2 527 586	1 069 773	2 206 849	9 792 674
Nov.	4 203 775	2 599 728	1 029 824	2 211 569	10 044 896
Dec.	4 160 723	2 506 416	1 042 515	2 235 271	9 944 925
2003 Jan.	4 403 939	2 660 257	1 065 763	2 316 371	10 446 330
Feb.	3 865 028	2 736 452	1 024 123	2 116 743	9 742 346
Mar.	3 856 024	2 668 557	1 071 835	2 197 166	9 793 582
Apr.	4 106 177	2 703 268	1 104 703	2 179 142	10 093 290
May	4 100 004	2 747 840	1 085 187	2 172 765	10 105 796
June	4 249 422	2 790 697	1 113 230	2 223 835	10 377 184
July	4 761 763	3 080 619	1 145 375	2 352 889	11 340 646
Aug.	4 451 143	2 733 291	1 088 922	2 377 667	10 651 023



**Table 3 - Other trading income and cash and credit sale transactions of vehicles, excluding value-added tax (R'000)**

Year and month	Other trading income			Total cash and credit sale transactions of vehicles	
	Sales of spares and accessories	Miscellaneous	Total other trading income		
2001	Jan.	810 426	936 762	1 747 188	4 619 750
	Feb.	845 737	937 828	1 783 565	5 021 106
	Mar.	836 725	920 064	1 756 789	5 209 550
	Apr.	792 267	945 719	1 737 986	4 503 097
	May	889 893	979 325	1 869 218	4 933 807
	June	851 780	991 219	1 842 999	5 149 734
	July	875 391	998 533	1 873 924	5 165 667
	Aug.	893 260	976 851	1 870 111	5 189 902
	Sep.	840 883	919 812	1 760 695	4 887 479
	Oct.	937 661	951 573	1 889 234	5 544 203
	Nov.	949 188	962 050	1 911 238	5 445 261
	Dec.	853 922	941 884	1 795 806	5 888 870
	<b>Total</b>	<b>10 377 133</b>	<b>11 461 620</b>	<b>21 838 753</b>	<b>61 558 426</b>
2002	Jan.	968 363	895 131	1 863 494	5 539 360
	Feb.	1 006 438	905 552	1 911 990	5 786 785
	Mar.	1 004 589	896 689	1 901 278	5 778 160
	Apr.	1 020 941	990 638	2 011 580	5 868 925
	May	1 068 007	997 982	2 065 989	6 377 264
	June	1 036 066	1 002 635	2 038 700	6 017 689
	July	1 110 350	958 637	2 068 986	6 551 142
	Aug.	1 133 765	1 076 833	2 210 597	6 793 289
	Sep.	987 757	1 049 529	2 037 286	6 740 575
	Oct.	1 174 977	1 088 296	2 263 273	6 604 511
	Nov.	1 167 649	1 135 005	2 302 654	6 972 105
	Dec.	994 649	1 162 625	2 157 274	6 480 675
	<b>Total</b>	<b>12 673 551</b>	<b>12 159 552</b>	<b>24 833 101</b>	<b>75 510 480</b>
2003	Jan.	1 140 271	1 121 195	2 261 466	6 779 129
	Feb.	1 127 634	971 056	2 098 690	6 696 281
	Mar.	1 117 994	1 031 318	2 149 312	6 598 761
	Apr.	1 069 058	1 035 498	2 104 556	6 359 183
	May	1 164 341	1 057 148	2 221 490	6 909 969
	June	1 174 687	1 058 384	2 233 071	6 902 081
	July	1 336 116	1 047 369	2 383 485	8 074 195
	Aug.	1 181 951	1 291 396	2 473 348	7 427 731

**Table 4 - Income from the sales of new and used vehicles, excluding value-added tax, according to type of vehicle (R'000)**

Year and month		Motor cars and minibuses	Commercial vehicles and buses	Motor cycles and scooters	Other new and used vehicles	Total income from the sales of new and used vehicles
2001	Jan.	3 566 543	1 011 742	19 598	21 867	4 619 750
	Feb.	3 736 996	1 244 856	16 719	22 534	5 021 106
	Mar.	3 846 843	1 323 746	16 834	22 126	5 209 550
	Apr.	3 398 639	1 069 875	14 293	20 289	4 503 097
	May	3 728 889	1 170 123	17 103	17 691	4 933 806
	June	3 826 021	1 287 283	16 245	20 185	5 149 734
	July	3 873 052	1 244 429	18 252	29 934	5 165 668
	Aug.	3 910 224	1 236 346	19 649	23 684	5 189 902
	Sep.	3 646 461	1 183 907	15 797	41 314	4 887 479
	Oct.	4 093 013	1 375 982	24 956	50 252	5 544 203
	Nov.	4 006 352	1 378 432	23 429	37 048	5 445 262
	Dec.	4 493 388	1 343 793	20 619	31 070	5 888 871
	<b>Total</b>	<b>46 126 421</b>	<b>14 870 514</b>	<b>223 494</b>	<b>337 994</b>	<b>61 558 428</b>
2002	Jan.	4 236 057	1 249 226	22 812	31 265	5 539 360
	Feb.	4 447 179	1 292 329	19 681	27 597	5 786 785
	Mar.	4 495 122	1 225 550	24 493	32 994	5 778 160
	Apr.	4 447 411	1 370 240	20 887	30 387	5 868 925
	May	4 824 813	1 507 846	16 619	27 985	6 377 264
	June	4 604 266	1 371 535	15 022	26 865	6 017 689
	July	4 857 611	1 635 337	20 494	37 700	6 551 142
	Aug.	5 175 101	1 547 594	21 792	48 801	6 793 289
	Sep.	5 048 735	1 608 281	24 017	59 543	6 740 575
	Oct.	4 886 427	1 632 978	29 260	55 847	6 604 511
	Nov.	5 362 268	1 540 673	21 916	47 247	6 972 105
	Dec.	4 978 180	1 445 921	22 511	34 063	6 480 675
	<b>Total</b>	<b>57 363 170</b>	<b>17 427 510</b>	<b>259 504</b>	<b>460 294</b>	<b>75 510 480</b>
2003	Jan.	5 059 837	1 665 366	22 692	31 234	6 779 129
	Feb.	5 030 751	1 604 430	24 468	36 631	6 696 281
	Mar.	4 965 036	1 577 634	24 548	31 544	6 598 761
	Apr.	4 727 630	1 578 630	17 484	35 440	6 359 184
	May	5 146 971	1 721 698	18 023	23 277	6 909 969
	June	5 186 173	1 666 885	23 372	25 651	6 902 081
	July	6 012 215	2 004 144	27 574	30 261	8 074 194
	Aug.	5 608 612	1 754 768	25 665	38 686	7 427 731

**Table 5 - Income from the sales of new vehicles, excluding value-added tax, according to type of vehicle (R'000)**

Year and month	Motor cars and minibuses	Commercial vehicles and buses	Motor cycles and scooters	Other new vehicles	Total income from the sales of new vehicles
2001 Jan.	2 109 878	772 508	18 916	17 641	2 918 943
Feb.	2 264 644	990 840	15 976	17 742	3 289 202
Mar.	2 368 530	1 047 645	15 910	18 045	3 450 131
Apr.	2 010 688	827 741	13 460	16 012	2 867 901
May	2 109 348	896 775	16 514	13 179	3 035 816
June	2 224 955	1 044 485	15 333	15 678	3 300 450
July	2 189 330	920 537	17 194	22 837	3 149 898
Aug.	2 181 638	921 713	18 522	18 497	3 140 369
Sep.	2 036 491	901 066	15 126	35 497	2 988 180
Oct.	2 181 554	1 045 792	23 685	44 732	3 295 763
Nov.	2 280 995	1 061 290	22 814	31 340	3 396 440
Dec.	2 756 403	1 054 893	19 973	25 403	3 856 672
<b>Total</b>	<b>26 714 454</b>	<b>11 485 285</b>	<b>213 423</b>	<b>276 603</b>	<b>38 689 765</b>
2002 Jan.	2 334 430	939 677	22 161	24 306	3 320 574
Feb.	2 531 379	991 930	19 106	20 862	3 563 277
Mar.	2 473 531	869 906	23 892	24 001	3 391 331
Apr.	2 457 142	1 059 165	20 317	21 717	3 558 341
May	2 686 409	1 168 755	15 647	21 488	3 892 299
June	2 509 760	1 021 003	14 541	21 411	3 566 716
July	2 715 036	1 243 900	20 068	28 596	4 007 600
Aug.	2 913 985	1 162 721	21 222	40 710	4 138 638
Sep.	2 911 396	1 235 599	23 102	53 806	4 223 902
Oct.	2 666 701	1 191 220	28 564	46 695	3 933 179
Nov.	3 035 297	1 157 706	21 213	36 794	4 251 010
Dec.	2 967 784	1 135 992	21 675	28 662	4 154 112
<b>Total</b>	<b>32 202 850</b>	<b>13 177 574</b>	<b>251 508</b>	<b>369 048</b>	<b>46 000 979</b>
2003 Jan.	2 831 413	1 290 368	21 874	26 418	4 170 073
Feb.	2 726 955	1 176 534	23 747	32 502	3 959 739
Mar.	2 738 085	1 175 750	23 642	26 248	3 963 724
Apr.	2 655 706	1 182 006	16 607	29 945	3 884 264
May	2 823 834	1 286 682	17 289	18 436	4 146 240
June	2 792 726	1 295 028	22 560	20 996	4 131 310
July	3 271 833	1 561 539	26 756	24 044	4 884 172
Aug.	3 136 166	1 354 496	24 800	32 482	4 547 944

**Table 6 - Income from the sales of used vehicles, excluding value-added tax, according to type of vehicle (R'000)**

<b>Year and month</b>	<b>Motor cars and minibuses</b>	<b>Commercial vehicles and buses</b>	<b>Motor cycles and scooters</b>	<b>Other used vehicles</b>	<b>Total income from the sales of used vehicles</b>
2001 Jan.	1 456 665	239 234	682	4 226	1 700 807
Feb.	1 472 352	254 016	743	4 792	1 731 904
Mar.	1 478 313	276 101	924	4 081	1 759 419
Apr.	1 387 951	242 134	833	4 277	1 635 196
May	1 619 541	273 348	589	4 512	1 897 990
June	1 601 066	242 798	912	4 507	1 849 284
July	1 683 722	323 892	1 058	7 097	2 015 770
Aug.	1 728 586	314 633	1 127	5 187	2 049 533
Sep.	1 609 970	282 841	671	5 817	1 899 299
Oct.	1 911 459	330 190	1 271	5 520	2 248 440
Nov.	1 725 357	317 142	615	5 708	2 048 822
Dec.	1 736 985	288 900	646	5 667	2 032 199
<b>Total</b>	<b>19 411 967</b>	<b>3 385 229</b>	<b>10 071</b>	<b>61 391</b>	<b>22 868 663</b>
2002 Jan.	1 901 627	309 549	651	6 959	2 218 786
Feb.	1 915 800	300 399	575	6 735	2 223 508
Mar.	2 021 591	355 644	601	8 993	2 386 829
Apr.	1 990 269	311 075	570	8 670	2 310 584
May	2 138 404	339 091	972	6 497	2 484 965
June	2 094 506	350 532	481	5 454	2 450 973
July	2 142 575	391 437	426	9 104	2 543 542
Aug.	2 261 116	384 873	570	8 091	2 654 651
Sep.	2 137 339	372 682	915	5 737	2 516 673
Oct.	2 219 726	441 758	696	9 152	2 671 332
Nov.	2 326 971	382 967	703	10 453	2 721 095
Dec.	2 010 396	309 929	836	5 401	2 326 563
<b>Total</b>	<b>25 160 320</b>	<b>4 249 936</b>	<b>7 996</b>	<b>91 246</b>	<b>29 509 501</b>
2003 Jan.	2 228 424	374 998	818	4 816	2 609 056
Feb.	2 303 796	427 896	721	4 129	2 736 542
Mar.	2 226 951	401 884	906	5 296	2 635 037
Apr.	2 071 924	396 624	877	5 495	2 474 920
May	2 323 137	435 016	734	4 841	2 763 729
June	2 393 447	371 857	812	4 655	2 770 771
July	2 740 382	442 605	818	6 217	3 190 022
Aug	2 472 446	400 272	865	6 204	2 879 787

**Table 7 - Total number of new and used vehicles sold according to type of vehicle**

<b>Year and month</b>	<b>Motor cars and minibuses</b>	<b>Commercial vehicles and buses</b>	<b>Motor cycles and scooters</b>	<b>Other new and used vehicles</b>	<b>Total number of new and used vehicles sold</b>
2001 Jan.	42 497	9 607	803	895	53 803
Feb.	44 813	10 709	758	542	56 823
Mar.	44 177	11 385	675	786	57 024
Apr.	39 594	9 367	577	666	50 203
May	42 278	10 106	700	576	53 661
June	43 592	11 676	643	604	56 515
July	44 050	11 471	661	593	56 775
Aug.	44 340	11 212	712	722	56 986
Sep.	41 226	10 072	668	1 027	52 994
Oct.	45 403	11 597	980	1 166	59 145
Nov.	43 663	11 208	1 009	1 467	57 348
Dec.	45 155	10 640	765	1 296	57 855
<b>Total</b>	<b>520 788</b>	<b>129 050</b>	<b>8 951</b>	<b>10 340</b>	<b>669 132</b>
2002 Jan.	44 444	10 480	773	1 291	56 987
Feb.	43 676	10 480	621	764	55 541
Mar.	39 239	9 676	684	990	50 589
Apr.	40 594	10 525	716	740	52 576
May	43 822	11 399	554	678	56 452
June	41 987	10 638	551	515	53 691
July	41 954	12 464	676	836	55 930
Aug.	44 504	11 884	779	936	58 103
Sep.	43 368	11 525	838	1 085	56 815
Oct.	43 179	11 719	899	1 395	57 193
Nov.	43 521	10 765	788	1 209	56 282
Dec.	43 460	9 644	844	881	54 829
<b>Total</b>	<b>513 748</b>	<b>131 199</b>	<b>8 723</b>	<b>11 320</b>	<b>664 988</b>
2003 Jan.	42 253	10 931	759	864	54 808
Feb.	40 847	10 640	729	775	52 989
Mar.	41 506	10 559	726	743	53 534
Apr.	39 808	10 486	566	714	51 574
May	43 737	11 372	586	678	56 373
June	44 064	11 096	1 003	689	56 851
July	49 791	13 443	1 170	830	65 234
Aug	46 916	12 280	950	856	61 002

**Table 8 - Number of new vehicles sold according to type of vehicle**

<b>Year and month</b>	<b>Motor cars and minibuses</b>	<b>Commercial vehicles and buses</b>	<b>Motor cycles and scooters</b>	<b>Other new vehicles</b>	<b>Total number of new vehicles sold</b>
2001 Jan.	19 212	6 213	760	797	26 983
Feb.	21 752	7 002	717	432	29 903
Mar.	21 708	7 568	619	681	30 576
Apr.	18 350	6 009	530	566	25 454
May	19 233	6 755	653	461	27 103
June	19 983	7 843	591	503	28 920
July	19 451	7 304	604	475	27 834
Aug.	19 674	6 796	654	616	27 740
Sep.	17 955	6 490	628	918	25 991
Oct.	19 171	7 653	920	1 062	28 806
Nov.	19 713	7 346	976	1 331	29 367
Dec.	22 575	7 213	732	1 144	31 664
<b>Total</b>	<b>238 777</b>	<b>84 192</b>	<b>8 384</b>	<b>8 986</b>	<b>340 341</b>
2002 Jan.	18 582	6 624	740	1 114	27 059
Feb.	19 237	6 907	590	611	27 345
Mar.	17 796	5 862	648	850	25 157
Apr.	17 554	7 092	685	614	25 946
May	19 543	7 658	507	591	28 299
June	18 341	6 633	521	423	25 918
July	17 592	7 980	646	650	26 868
Aug.	18 958	7 418	741	810	27 927
Sep.	18 868	7 480	795	985	28 128
Oct.	18 557	7 030	853	1 247	27 688
Nov.	18 833	6 679	740	1 074	27 326
Dec.	20 595	6 375	782	785	28 537
<b>Total</b>	<b>224 456</b>	<b>83 738</b>	<b>8 248</b>	<b>9 754</b>	<b>326 198</b>
2003 Jan.	18 790	7 214	712	737	27 453
Feb.	18 331	6 498	688	666	26 182
Mar.	18 669	6 466	680	630	26 445
Apr.	18 060	6 693	517	610	25 880
May	19 177	7 277	543	578	27 575
June	19 523	7 234	959	599	28 315
July	21 955	8 653	1 126	708	32 443
Aug.	21 432	8 103	903	741	31 179

**Table 9 - Number of used vehicles sold according to type of vehicle**

Year and month	Motor cars and minibuses	Commercial vehicles and buses	Motor cycles and scooters	Other used vehicles	Total number of used vehicles sold
2001 Jan.	23 285	3 394	43	98	26 820
Feb.	23 061	3 707	41	110	26 920
Mar.	22 469	3 817	56	105	26 448
Apr.	21 244	3 358	47	100	24 749
May	23 045	3 351	47	115	26 558
June	23 609	3 833	52	101	27 595
July	24 599	4 167	57	118	28 941
Aug.	24 666	4 416	58	106	29 246
Sep.	23 271	3 582	40	109	27 003
Oct.	26 232	3 944	60	104	30 339
Nov.	23 950	3 862	33	136	27 981
Dec.	22 580	3 427	33	152	26 191
<b>Total</b>	<b>282 011</b>	<b>44 858</b>	<b>567</b>	<b>1 354</b>	<b>328 791</b>
2002 Jan.	25 862	3 856	33	177	29 928
Feb.	24 439	3 573	31	153	28 196
Mar.	21 443	3 814	36	140	25 432
Apr.	23 040	3 433	31	126	26 630
May	24 279	3 741	47	87	28 153
June	23 646	4 005	30	92	27 773
July	24 362	4 484	30	186	29 062
Aug.	25 546	4 466	38	126	30 176
Sep.	24 500	4 045	43	100	28 687
Oct.	24 622	4 689	46	148	29 505
Nov.	24 688	4 086	48	135	28 956
Dec.	22 865	3 269	62	96	26 292
<b>Total</b>	<b>289 292</b>	<b>47 461</b>	<b>475</b>	<b>1 566</b>	<b>338 790</b>
2003 Jan.	23 463	3 717	47	127	27 355
Feb.	22 516	4 142	41	109	26 807
Mar.	22 837	4 093	46	113	27 089
Apr.	21 748	3 793	49	104	25 694
May	24 560	4 095	43	100	28 798
June	24 541	3 862	44	90	28 536
July	27 836	4 790	44	122	32 791
Aug	25 484	4 177	47	115	29 823

## Additional information

### Explanatory notes

- |                                      |          |  |
|--------------------------------------|----------|--|
| <b>Introduction</b>                  | <b>1</b> | <p>This publication contains results of the monthly survey of retail trade in motor vehicles and accessories. The survey is designed to obtain information regarding -</p> <ul style="list-style-type: none"> <li>• income from the sales of new vehicles;</li> <li>• income from the sales of used vehicles;</li> <li>• workshop income;</li> <li>• other trading income;</li> <li>• cash and credit sale transactions of vehicles; and</li> <li>• the number of new and used vehicles sold.</li> </ul>   |
| <b>Scope of the survey</b>           | <b>2</b> | <p>The survey collects information from a sample of enterprises in South Africa that are predominantly involved in the retail trade in motor vehicles and accessories. These enterprises include -</p> <ul style="list-style-type: none"> <li>• motor vehicle dealers, filling stations and workshops;</li> <li>• motor cycle dealers;</li> <li>• spares and accessories dealers;</li> <li>• retail tyre dealers;</li> <li>• automotive electricians;</li> <li>• radiator repairers;</li> <li>• panel beaters and spray painters;</li> <li>• other specialised motor repair services; and</li> <li>• other motor trade.</li> </ul> |
| <b>Classification</b>                | <b>3</b> | <p>The 1993 edition of the Standard Industrial Classification of all Economic Activities (SIC), Fifth edition, Report No. 09-90-02, was used to classify the statistical units in the survey. The SIC is based on the 1990 <i>International Standard Industrial Classification for all Economic Activities (ISIC)</i> with suitable adaptations for local conditions. Statistics in this publication are presented at SIC subgroup (5 digit) level. Each statistical unit is classified to an industry that reflects the predominant activity of the enterprise.</p>   |
| <b>Statistical unit</b>              | <b>4</b> | <p>The statistical unit for collection of information is an enterprise. An enterprise is a legal entity consisting of one or more branches, including the head office, but excluding holding or subsidiary</p> <p>companies. Information is collected from enterprises that are predominantly involved in the retail trade in motor vehicles and accessories.</p>  |
| <b>Survey methodology and design</b> | <b>5</b> | <p>All statistical units are stratified in the motor trade industry according to type of dealer and measure of size, where measure of size is the total motor trading income of the enterprise. All large enterprises are completely enumerated. For medium size enterprises and small enterprises, samples are drawn by systematically selecting enterprises with equal probability.</p>  |
|                                      | <b>6</b> | <p>The data are collected by mail each month from a sample of approximately 420 motor trade enterprises from a population of approximately 14 000 motor trade enterprises. Questionnaires have to be returned to Stats SA within 10 days after the end of the reference month. Fax and telephone reminders are used to follow up non-respondents.</p>  |



<b>Seasonal adjustment</b>	7	Seasonally adjusted estimates of retail trade in motor vehicles and accessories are generated each month, using the X-11 Seasonal Adjustment Program developed by US Bureau of the Census Economic Research and Analyses Division, 1968.												
	8	Seasonal adjustment is a means of removing the estimated effects of normal seasonal variation from the series so that the effects of other influences on the series can be more clearly recognised. Seasonal adjustment does not aim to remove irregular or non-seasonal influences which may be present in any particular month. Influences that are volatile or unsystematic can still make it difficult to interpret the movement of the series even after adjustment for seasonal variations. Therefore, the month-to-month movements of seasonally adjusted estimates may not be reliable indicators of trend behaviour.												
<b>Trend Cycle</b>	9	The trend cycle is a long-term pattern or movement of a time series. The X-11 Seasonal Adjustment Program is used for smoothing seasonally adjusted data.												
<b>Reliability of estimates</b>	10	Data presented in this publication are based on information obtained from a sample of enterprises and is, therefore, subject to sampling variability; that is, it may differ from the figures that would have been produced if the data had been obtained from all motor trade enterprises in South Africa.												
	11	Inaccuracies may occur because of imperfections in reporting by enterprises and errors made in collection and processing of the data. Inaccuracies of this kind are referred to as non-sampling errors. Every effort is made to reduce non-sampling errors to a minimum by careful designing the questionnaires, pilot studies, editing of data and efficient operating procedures.												
<b>Related publications</b>	12	Users may also wish to refer to the following publications which are available from Stats SA: <ul style="list-style-type: none"> <li>• <i>Bulletin of Statistics.</i></li> <li>• <i>SA Statistics.</i></li> </ul>												
<b>Rounding-off of figures</b>	13	When figures have been rounded off discrepancies may occur between sums of the component items and totals.												
<b>Symbols and abbreviations</b>		<table border="0"> <tr> <td>CD</td> <td>Compact Disc</td> </tr> <tr> <td>GDP</td> <td>Gross Domestic Product</td> </tr> <tr> <td>ISIC</td> <td>International Standard Industrial Classification for all Economic Activities</td> </tr> <tr> <td>SIC</td> <td>Standard Industrial Classification of all Economic Activities</td> </tr> <tr> <td>Stats SA</td> <td>Statistics South Africa</td> </tr> <tr> <td>VAT</td> <td>Value-added tax</td> </tr> </table>	CD	Compact Disc	GDP	Gross Domestic Product	ISIC	International Standard Industrial Classification for all Economic Activities	SIC	Standard Industrial Classification of all Economic Activities	Stats SA	Statistics South Africa	VAT	Value-added tax
CD	Compact Disc													
GDP	Gross Domestic Product													
ISIC	International Standard Industrial Classification for all Economic Activities													
SIC	Standard Industrial Classification of all Economic Activities													
Stats SA	Statistics South Africa													
VAT	Value-added tax													
<b>Response rate</b>		The response rate for the survey of retail trade in motor vehicles and accessories for August 2003 was 60,4%.												

## Glossary

<b>Enterprise (firm)</b>	An enterprise (firm) is a legal entity consisting of one or more establishments (branches) including the head office, but excluding holding or subsidiary companies.
<b>Establishment (branch)</b>	An establishment (branch) is the smallest economic unit which operates as a separate entity, for which comprehensive financial records are kept.
<b>Miscellaneous trading income</b>	Miscellaneous trading income includes the income from the sales of petrol, diesel oil and lubricants.
<b>Motor trading enterprise</b>	A motor trading enterprise is an enterprise deriving 50% or more of its income from the sales of goods relating to the motor industry.
<b>Other vehicles</b>	Other vehicles include caravans, trailers and tractors.
<b>Percentage change</b>	<p>When using monthly actual values, the percentage change is the change in actual values of the motor trading income of the relevant month compared with the actual values of the motor trading income of the same month in the previous year expressed as a percentage.</p> <p>When using annual actual values, the percentage change is the change in the actual values of motor trading income of the relevant year compared with the actual values of motor trading income of the previous year expressed as a percentage.</p> <p>When using seasonally adjusted values, the percentage change is the change in the seasonally adjusted values of the motor trading income of the relevant month compared with the seasonally adjusted values of the motor trading income of the previous month, expressed as a percentage.</p>
<b>Reference month</b>	Reference month for the survey means one calendar month.
<b>Total motor trading income</b>	Total motor trading income includes the income from the sales of new vehicles, the sales of used vehicles, income from the workshop and all other trading income.
<b>Workshop income</b>	Workshop income includes labour charges, as well as spares, accessories, fuels and lubricants transferred to the workshop.

**For more information**

Stats SA publishes approximately 300 different statistical releases each year. It is not economically viable to produce them in more than one of South Africa's eleven official languages. Since the releases are used extensively, locally and also by international economic and social-scientific communities, Stats SA releases are published in English only.

Stats SA has copyright on this publication. Users may apply the information as they wish, provided that they acknowledge Stats SA as the source of the basic data wherever they process, apply, utilise, publish or distribute the data; and also that they specify that the relevant application and analysis (where applicable), result from their own processing of the data.

**Stats SA products**

A complete set of Stats SA publications is available at the Stats SA Library and the following libraries:

National Library of South Africa, Pretoria Division  
 National Library of South Africa, Cape Town Division  
 Natal Society Library, Pietermaritzburg  
 Library of Parliament, Cape Town  
 Bloemfontein Public Library  
 Johannesburg Public Library  
 Eastern Cape Library Services, King William's Town  
 Central Regional Library, Polokwane  
 Central Reference Library, Nelspruit  
 Central Reference Collection, Kimberley  
 Central Reference Library, Mmabatho

Stats SA also provides a subscription service.

**Electronic services**

A large range of data are available via on-line services, CD, diskette and computer printouts. For more details about our electronic data services, contact (012) 310 8600/8390/8351/4892/8496/8095.

You can visit us on the internet at: [www.statssa.gov.za](http://www.statssa.gov.za)

**Enquiries**

Telephone number: (012) 310 8600/4892/8496/8390/8351/8095 (user information services)  
 (012) 310 8244 (technical enquiries)  
 (012) 310 8161 (orders)  
 (012) 310 8490 (library)

Fax number: (012) 322 4271 (technical enquiries)

Email address: [Motortrade @statssa.gov.za](mailto:Motortrade@statssa.gov.za)

Postal address: Private Bag X44, Pretoria, 0001