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STATISTICAL RELEASE

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Motor trade sales (Preliminary)

August 2024

The results published in the next publication (September 2024) will be based on a new sample. This is an annual procedure which typically affects the level of sales at both current and constant prices. To avoid breaks in time series and to minimise revisions to historical growth rates, historical sales levels will be revised (i.e. they will be linked to the estimates based on the new sample).

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IMPROVING LIVES THROUGH DATA ECOSYSTEMS



Contents

Sales at constant 2019 prices: results for August 2024	2
Table A – Key growth rates in motor trade sales at constant 2019 prices	2
Table B – Motor trade sales at constant 2019 prices for the latest three months by type of activity	2
Table C – Seasonally adjusted motor trade sales at constant 2019 prices for the latest three months by type of activity	3
Figure 1 – Motor trade sales at constant 2019 prices	4
Figure 2 – Motor trade sales at constant 2019 prices: year-on-year percentage change	4
Sales at current prices: results for August 2024	5
Table D – Key growth rates in motor trade sales at current prices	5
Table E – Motor trade sales at current prices for the latest three months by type of activity	5
Table F – Seasonally adjusted motor trade sales at current prices for the latest three months by type of activity	5
Tables	6
Table 1 – Motor trade sales at constant 2019 prices (R million)	6
Table 2 – Year-on-year percentage change in motor trade sales at constant 2019 prices	6
Table 3 – Seasonally adjusted motor trade sales at constant 2019 prices	6
Table 4 – Motor trade sales at constant 2019 prices by type of activity (R million)	7
Table 5 – Year-on-year percentage change in motor trade sales at constant 2019 prices by type of activity	7
Table 6 – Contribution of each type of activity to the year-on-year percentage change in motor trade sales at constant 2019 prices	7
Table 7 – Seasonally adjusted motor trade sales at constant 2019 prices by type of activity (R million)	8
Table 8 – Motor trade sales at current prices (R million)	9
Table 9 – Year-on-year percentage change in motor trade sales at current prices	9
Table 10 – Seasonally adjusted motor trade sales at current prices	9
Table 11 – Motor trade sales at current prices by type of activity (R million)	10
Table 12 – Year-on-year percentage change in motor trade sales at current prices by type of activity	10
Table 13 – Contribution of each type of activity to the year-on-year percentage change in motor trade sales at current prices	10
Table 14 – Seasonally adjusted motor trade sales at current prices by type of activity (R million)	11
Explanatory notes	12
Technical notes	13
Glossary	15
Technical enquiries	15
General information	16

Sales at constant 2019 prices: results for August 2024

Table A – Key growth rates in motor trade sales at constant 2019 prices

	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24
Year-on-year % change, unadjusted	-10,2	3,4	-8,5	-9,5	0,2	-2,4
Month-on-month % change, seasonally adjusted	-6,7	5,7	-5,5	4,7	0,5	0,0
3-month % change, seasonally adjusted ¹	-1,2	-2,7	-5,3	-1,5	-1,0	3,0

¹ Percentage change between the previous three months and the three months ending in the month indicated.

Measured in real terms (constant 2019 prices), motor trade sales decreased by 2,4% year-on-year in August 2024. The largest negative contributors to this decrease were:

- sales of accessories (-7,9% and contributing -1,7 percentage points); and
- new vehicle sales (-4,9% and contributing -1,2 percentage points).

The only positive contributor was used vehicle sales (7,5% and contributing 1,5 percentage points) – see Table 5 and Table 6.

Seasonally adjusted motor trade sales remained unchanged (0,0%) in August 2024 compared with July 2024. This followed month-on-month changes of 0,5% in July 2024 and 4,7% in June 2024.

Table B – Motor trade sales at constant 2019 prices for the latest three months by type of activity

Type of activity	Jun – Aug 2023 (R million)	Weight (%)	Jun – Aug 2024 (R million)	% change between Jun – Aug 2023 and Jun – Aug 2024	Contribution (% points) to the total % change
New vehicle sales	43 995	24,6	40 521	-7,9	-1,9
Used vehicle sales	35 412	19,8	37 502	5,9	1,2
Workshop income	8 515	4,8	7 864	-7,6	-0,4
Income from the sales of accessories	38 249	21,4	34 652	-9,4	-2,0
Income from fuel sales	48 357	27,1	47 157	-2,5	-0,7
Income from convenience store sales ¹	3 974	2,2	3 816	-4,0	-0,1
Total	178 502	100,0	171 512	-3,9	-3,9

¹ Income from Quickshop and café sales at filling stations, including 'other' sales and trading income.

Motor trade sales decreased by 3,9% in the three months ended August 2024 compared with the three months ended August 2023. The main negative contributors to this decrease were:

- sales of accessories (-9,4% and contributing -2,0 percentage points); and
- new vehicle sales (-7,9% and contributing -1,9 percentage points).

The only positive contributor was used vehicle sales (5,9% and contributing 1,2 percentage points) – see Table B.

Table C – Seasonally adjusted motor trade sales at constant 2019 prices for the latest three months by type of activity

Type of activity	Mar – May 2024 (R million)	Weight (%)	Jun – Aug 2024 (R million)	% change between Mar – May 2024 and Jun – Aug 2024	Contribution (% points) to the total % change
New vehicle sales	38 625	23,1	40 360	4,5	1,0
Used vehicle sales	36 081	21,6	37 222	3,2	0,7
Workshop income	7 616	4,6	7 823	2,7	0,1
Income from the sales of accessories	34 339	20,5	34 374	0,1	0,0
Income from fuel sales	46 533	27,8	48 497	4,2	1,2
Income from convenience store sales ¹	3 955	2,4	3 961	0,2	0,0
Total	167 149	100,0	172 239	3,0	3,0

¹ Income from Quickshop and café sales at filling stations, including 'other' sales and trading income.

Seasonally adjusted motor trade sales increased by 3,0% in the three months ended August 2024 compared with the previous three months. The largest contributors to this increase were:

- fuel sales (4,2% and contributing 1,2 percentage points);
- new vehicle sales (4,5% and contributing 1,0 percentage point); and
- used vehicle sales (3,2% and contributing 0,7 of a percentage point) – see Table C.

Figure 1 – Motor trade sales at constant 2019 prices

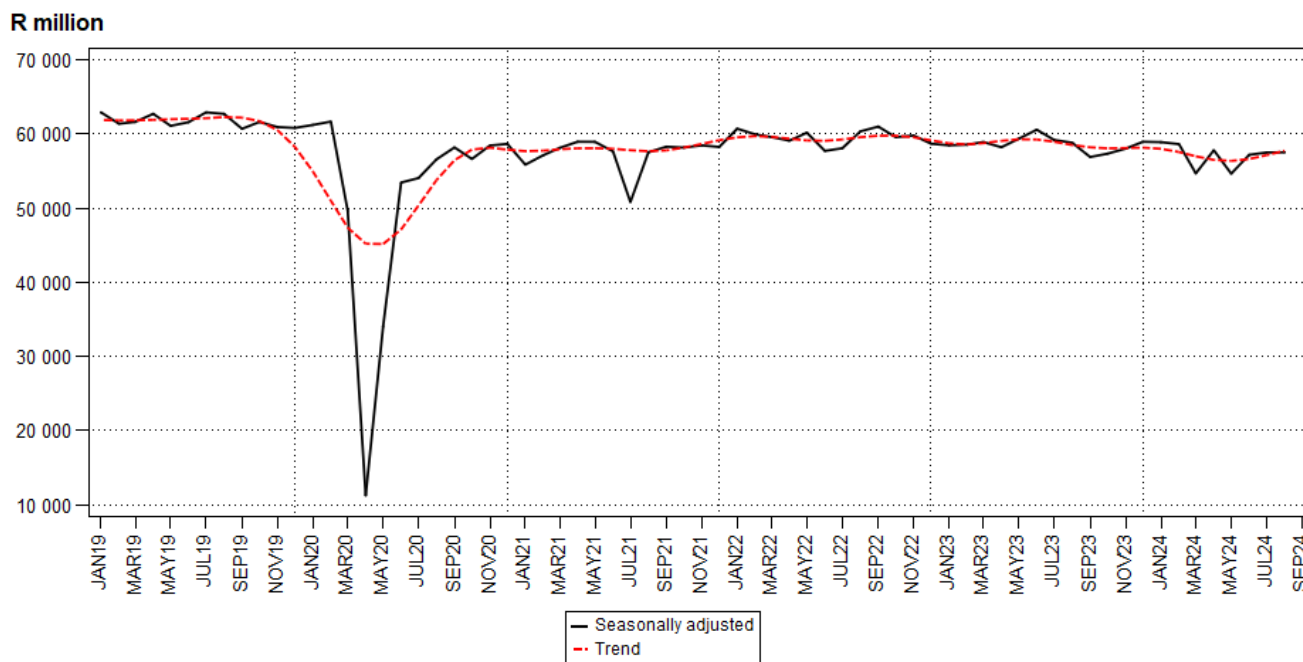
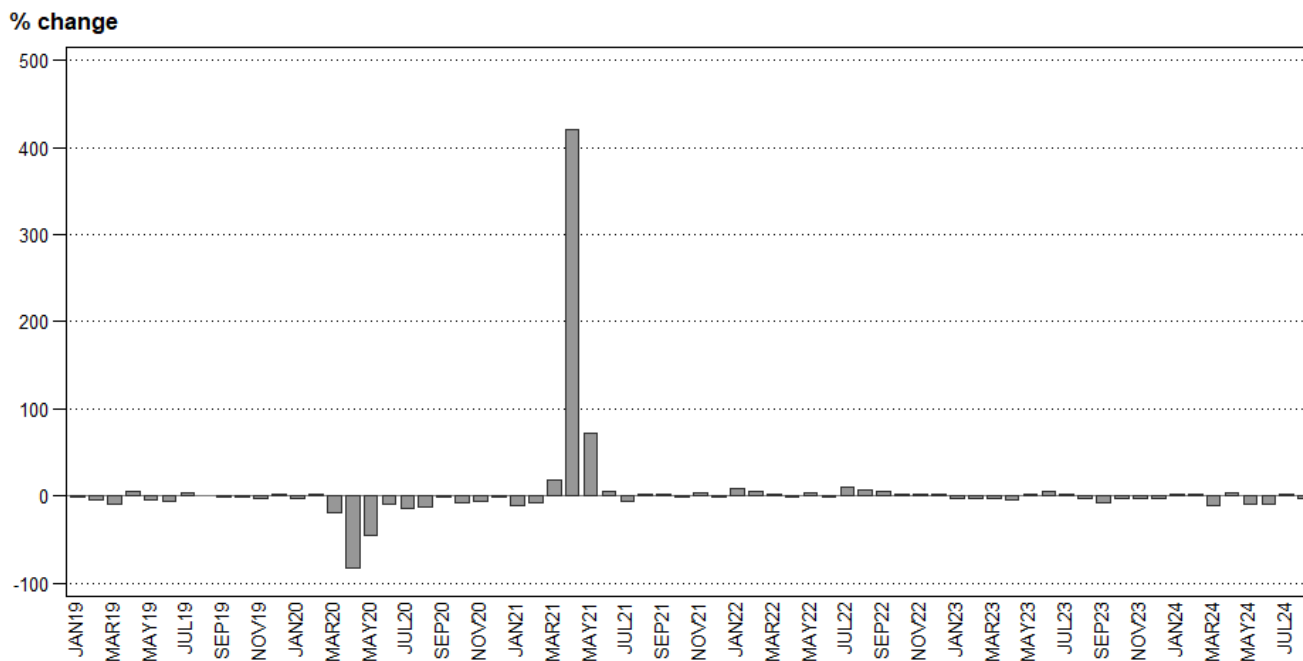


Figure 2 – Motor trade sales at constant 2019 prices: year-on-year percentage change



Sales at current prices: results for August 2024

Table D – Key growth rates in motor trade sales at current prices

	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24
Year-on-year % change, unadjusted	-4,2	10,1	-2,5	-3,9	4,4	1,0
Month-on-month % change, seasonally adjusted	-5,8	4,2	-4,3	3,3	1,1	0,7
3-month % change, seasonally adjusted ¹	-1,9	-2,0	-4,3	-1,3	-1,0	2,7

¹ Percentage change between the previous three months and the three months ending in the month indicated.

Table E – Motor trade sales at current prices for the latest three months by type of activity

Type of activity	Jun – Aug 2023 (R million)	Weight (%)	Jun – Aug 2024 (R million)	% change between Jun – Aug 2023 and Jun – Aug 2024	Contribution (% points) to the total % change
New vehicle sales	55 955	23,9	53 471	-4,4	-1,1
Used vehicle sales	44 028	18,8	47 698	8,3	1,6
Workshop income	9 867	4,2	9 551	-3,2	-0,1
Income from the sales of accessories	49 938	21,3	48 632	-2,6	-0,6
Income from fuel sales	69 107	29,5	70 709	2,3	0,7
Income from convenience store sales ¹	5 177	2,2	5 260	1,6	0,0
Total	234 073	100,0	235 319	0,5	0,5

¹ Income from Quickshop and café sales at filling stations, including 'other' sales and trading income.

Table F – Seasonally adjusted motor trade sales at current prices for the latest three months by type of activity

Type of activity	Mar – May 2024 (R million)	Weight (%)	Jun – Aug 2024 (R million)	% change between Mar – May 2024 and Jun – Aug 2024	Contribution (% points) to the total % change
New vehicle sales	49 208	21,4	53 528	8,8	1,9
Used vehicle sales	45 928	20,0	47 414	3,2	0,6
Workshop income	9 174	4,0	9 259	0,9	0,0
Income from the sales of accessories	46 873	20,4	48 308	3,1	0,6
Income from fuel sales	73 227	31,9	72 150	-1,5	-0,5
Income from convenience store sales ¹	5 402	2,4	5 455	1,0	0,0
Total	229 812	100,0	236 116	2,7	2,7

¹ Income from Quickshop and café sales at filling stations, including 'other' sales and trading income.


Risenga Maluleke
 Statistician-General

Tables

Table 1 – Motor trade sales at constant 2019 prices (R million)

Month	2018	2019	2020	2021	2022	2023	2024
Jan	62 312	61 753	59 702	52 879	57 639	56 393	57 942
Feb	62 692	59 753	60 040	55 693	58 531	57 321	58 077
Mar	68 754	62 693	51 126	60 913	62 043	60 688	54 525
Apr	57 551	60 446	10 861	56 575	56 417	53 792	55 626
May	64 236	61 985	33 714	58 216	60 095	60 198	55 071
Jun	62 367	58 869	53 146	56 275	56 175	59 426	53 754
Jul	63 154	65 249	55 759	52 518	57 738	59 000	59 106
Aug	64 255	64 265	56 059	57 647	61 553	60 076	58 652
Sep	60 591	59 748	58 770	59 193	62 870	57 946	
Oct	65 909	65 621	60 169	59 648	61 234	59 641	
Nov	65 580	63 553	59 843	62 098	62 745	60 933	
Dec	57 263	57 716	57 097	56 602	57 923	56 467	
Total	754 664	741 651	616 286	688 257	714 963	701 881	

Table 2 – Year-on-year percentage change in motor trade sales at constant 2019 prices

Month	2019	2020	2021	2022	2023	2024	2024 year-to-date
Jan	-0,9	-3,3	-11,4	9,0	-2,2	2,7	2,7
Feb	-4,7	0,5	-7,2	5,1	-2,1	1,3	2,0
Mar	-8,8	-18,5	19,1	1,9	-2,2	-10,2	-2,2
Apr	5,0	-82,0	420,9	-0,3	-4,7	3,4	-0,9
May	-3,5	-45,6	72,7	3,2	0,2	-8,5	-2,5
Jun	-5,6	-9,7	5,9	-0,2	5,8	-9,5	-3,7
Jul	3,3	-14,5	-5,8	9,9	2,2	0,2	-3,1
Aug	0,0	-12,8	2,8	6,8	-2,4	-2,4	-3,0
Sep	-1,4	-1,6	0,7	6,2	-7,8		
Oct	-0,4	-8,3	-0,9	2,7	-2,6		
Nov	-3,1	-5,8	3,8	1,0	-2,9		
Dec	0,8	-1,1	-0,9	2,3	-2,5		
Total	-1,7	-16,9	11,7	3,9	-1,8		

Table 3 – Seasonally adjusted motor trade sales at constant 2019 prices

Month	R million				Month-on-month % change			
	2021	2022	2023	2024	2021	2022	2023	2024
Jan	55 862	60 718	58 475	58 905	-4,8	4,2	-0,4	-0,1
Feb	57 142	59 953	58 564	58 636	2,3	-1,3	0,2	-0,5
Mar	58 122	59 588	58 922	54 687	1,7	-0,6	0,6	-6,7
Apr	58 957	59 101	58 212	57 812	1,4	-0,8	-1,2	5,7
May	58 945	60 178	59 364	54 650	0,0	1,8	2,0	-5,5
Jun	57 652	57 720	60 580	57 197	-2,2	-4,1	2,0	4,7
Jul	50 820	58 078	59 193	57 507	-11,9	0,6	-2,3	0,5
Aug	57 539	60 351	58 826	57 535	13,2	3,9	-0,6	0,0
Sep	58 290	61 003	56 895		1,3	1,1	-3,3	
Oct	58 168	59 576	57 350		-0,2	-2,3	0,8	
Nov	58 468	59 794	58 022		0,5	0,4	1,2	
Dec	58 254	58 691	58 955		-0,4	-1,8	1,6	

Table 4 – Motor trade sales at constant 2019 prices by type of activity (R million)

Type of activity	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24
New vehicle sales	12 126	12 882	12 755	12 694	13 974	13 853
Used vehicle sales	11 317	12 255	12 025	11 613	12 695	13 194
Workshop income	2 461	2 556	2 633	2 499	2 804	2 561
Income from the sales of accessories	11 360	11 329	11 573	10 687	12 299	11 666
Income from fuel sales	15 823	15 356	14 840	15 041	16 050	16 066
Income from convenience store sales ¹	1 438	1 248	1 245	1 220	1 284	1 312
Total	54 525	55 626	55 071	53 754	59 106	58 652

¹ Income from Quickshop and café sales at filling stations, including 'other' sales and trading income.

Table 5 – Year-on-year percentage change in motor trade sales at constant 2019 prices by type of activity

Type of activity	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24
New vehicle sales	-23,7	-0,5	-13,7	-16,2	-2,1	-4,9
Used vehicle sales	-8,1	18,8	0,2	-0,2	10,4	7,5
Workshop income	-11,9	-0,1	-14,8	-14,7	4,2	-11,6
Income from the sales of accessories	-9,7	5,1	-7,9	-17,0	-3,3	-7,9
Income from fuel sales	1,0	-3,0	-9,8	-3,4	-2,6	-1,5
Income from convenience store sales ¹	0,1	-7,8	-4,7	-4,7	-3,7	-3,5
Total	-10,2	3,4	-8,5	-9,5	0,2	-2,4

¹ Income from Quickshop and café sales at filling stations, including 'other' sales and trading income.

Table 6 – Contribution of each type of activity to the year-on-year percentage change in motor trade sales at constant 2019 prices

Type of activity	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24
New vehicle sales	-6,2	-0,1	-3,4	-4,1	-0,5	-1,2
Used vehicle sales	-1,6	3,6	0,0	0,0	2,0	1,5
Workshop income	-0,5	0,0	-0,8	-0,7	0,2	-0,6
Income from the sales of accessories	-2,0	1,0	-1,7	-3,7	-0,7	-1,7
Income from fuel sales	0,3	-0,9	-2,7	-0,9	-0,7	-0,4
Income from convenience store sales ¹	0,0	-0,2	-0,1	-0,1	-0,1	-0,1
Total	-10,2	3,4	-8,5	-9,5	0,2	-2,4

¹ Income from Quickshop and café sales at filling stations, including 'other' sales and trading income.

Table 7 – Seasonally adjusted motor trade sales at constant 2019 prices by type of activity (R million)

Type of activity	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Month-on-month % change
New vehicle sales	11 778	13 705	13 142	13 598	13 595	13 167	-3,1
Used vehicle sales	11 746	12 653	11 682	12 614	12 000	12 608	5,1
Workshop income	2 573	2 626	2 417	2 598	2 641	2 584	-2,2
Income from the sales of accessories	11 221	11 699	11 419	11 133	11 807	11 434	-3,2
Income from fuel sales	15 995	15 851	14 687	15 946	16 143	16 408	1,6
Income from convenience store sales ¹	1 374	1 278	1 303	1 307	1 320	1 334	1,1
Total	54 687	57 812	54 650	57 197	57 507	57 535	0,0

¹ Income from Quickshop and café sales at filling stations, including 'other' sales and trading income.

Table 8 – Motor trade sales at current prices (R million)

Month	2018	2019	2020	2021	2022	2023	2024
Jan	58 657	59 541	60 290	54 016	65 933	71 808	77 952
Feb	58 963	57 901	60 690	57 837	67 781	73 197	78 726
Mar	64 527	61 534	51 552	64 253	73 561	78 787	75 478
Apr	54 884	60 799	10 237	60 682	68 150	70 413	77 536
May	61 995	62 861	31 301	62 612	73 534	78 795	76 795
Jun	61 110	59 989	51 939	60 618	70 764	77 244	74 224
Jul	62 377	65 542	56 241	56 989	75 235	77 318	80 750
Aug	63 692	64 618	56 829	63 528	79 174	79 511	80 345
Sep	60 197	60 231	59 720	65 406	79 964	78 544	
Oct	66 798	66 304	60 910	66 285	78 039	82 456	
Nov	66 810	64 044	60 418	70 375	81 154	83 220	
Dec	56 927	58 296	57 354	65 177	76 054	77 295	
Total	736 937	741 660	617 481	747 778	889 343	928 588	

Table 9 – Year-on-year percentage change in motor trade sales at current prices

Month	2019	2020	2021	2022	2023	2024	2024 year-to-date
Jan	1,5	1,3	-10,4	22,1	8,9	8,6	8,6
Feb	-1,8	4,8	-4,7	17,2	8,0	7,6	8,1
Mar	-4,6	-16,2	24,6	14,5	7,1	-4,2	3,7
Apr	10,8	-83,2	492,8	12,3	3,3	10,1	5,3
May	1,4	-50,2	100,0	17,4	7,2	-2,5	3,6
Jun	-1,8	-13,4	16,7	16,7	9,2	-3,9	2,3
Jul	5,1	-14,2	1,3	32,0	2,8	4,4	2,6
Aug	1,5	-12,1	11,8	24,6	0,4	1,0	2,4
Sep	0,1	-0,8	9,5	22,3	-1,8		
Oct	-0,7	-8,1	8,8	17,7	5,7		
Nov	-4,1	-5,7	16,5	15,3	2,5		
Dec	2,4	-1,6	13,6	16,7	1,6		
Total	0,6	-16,7	21,1	18,9	4,4		

Table 10 – Seasonally adjusted motor trade sales at current prices

Month	R million				Month-on-month % change			
	2021	2022	2023	2024	2021	2022	2023	2024
Jan	57 828	69 647	74 507	79 407	-1,7	4,4	-4,2	-1,4
Feb	59 883	69 843	75 207	80 239	3,6	0,3	0,9	1,0
Mar	61 476	70 581	75 972	75 605	2,7	1,1	1,0	-5,8
Apr	62 527	70 951	74 895	78 779	1,7	0,5	-1,4	4,2
May	63 135	73 074	77 223	75 428	1,0	3,0	3,1	-4,3
Jun	61 820	72 262	78 499	77 949	-2,1	-1,1	1,7	3,3
Jul	55 264	75 330	77 485	78 812	-10,6	4,2	-1,3	1,1
Aug	62 997	77 572	77 898	79 355	14,0	3,0	0,5	0,7
Sep	64 513	78 664	78 143		2,4	1,4	0,3	
Oct	64 837	76 531	79 943		0,5	-2,7	2,3	
Nov	66 369	77 418	79 354		2,4	1,2	-0,7	
Dec	66 721	77 776	80 542		0,5	0,5	1,5	

Table 11 – Motor trade sales at current prices by type of activity (R million)

Type of activity	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24
New vehicle sales	15 917	16 932	16 771	16 666	18 382	18 423
Used vehicle sales	14 413	15 613	15 317	14 784	16 150	16 764
Workshop income	2 973	3 093	3 184	3 022	3 413	3 116
Income from the sales of accessories	15 387	15 668	15 968	14 961	17 196	16 475
Income from fuel sales	24 834	24 526	23 849	23 112	23 841	23 756
Income from convenience store sales ¹	1 953	1 705	1 706	1 679	1 769	1 812
Total	75 478	77 536	76 795	74 224	80 750	80 345

¹ Income from Quickshop and café sales at filling stations, including 'other' sales and trading income.

Table 12 – Year-on-year percentage change in motor trade sales at current prices by type of activity

Type of activity	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24
New vehicle sales	-18,5	4,7	-9,4	-12,2	0,5	-1,5
Used vehicle sales	-3,7	23,8	3,8	2,8	12,9	9,3
Workshop income	-8,0	4,5	-10,9	-10,9	9,5	-7,3
Income from the sales of accessories	-4,5	14,2	-0,8	-10,1	3,9	-1,6
Income from fuel sales	7,3	5,6	-1,3	4,2	2,2	0,7
Income from convenience store sales ¹	7,6	-1,7	1,4	1,1	1,7	2,0
Total	-4,2	10,1	-2,5	-3,9	4,4	1,0

¹ Income from Quickshop and café sales at filling stations, including 'other' sales and trading income.

Table 13 – Contribution of each type of activity to the year-on-year percentage change in motor trade sales at current prices

Type of activity	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24
New vehicle sales	-4,6	1,1	-2,2	-3,0	0,1	-0,4
Used vehicle sales	-0,7	4,3	0,7	0,5	2,4	1,8
Workshop income	-0,3	0,2	-0,5	-0,5	0,4	-0,3
Income from the sales of accessories	-0,9	2,8	-0,2	-2,2	0,8	-0,3
Income from fuel sales	2,1	1,8	-0,4	1,2	0,7	0,2
Income from convenience store sales ¹	0,2	0,0	0,0	0,0	0,0	0,0
Total	-4,2	10,1	-2,5	-3,9	4,4	1,0

¹ Income from Quickshop and café sales at filling stations, including 'other' sales and trading income.

Table 14 – Seasonally adjusted motor trade sales at current prices by type of activity (R million)

Type of activity	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Month-on-month % change
New vehicle sales	15 241	17 303	16 664	17 674	17 676	18 178	2,8
Used vehicle sales	14 795	16 109	15 024	15 600	15 642	16 172	3,4
Workshop income	3 093	3 127	2 954	3 092	3 131	3 036	-3,0
Income from the sales of accessories	15 737	15 835	15 301	15 764	16 467	16 077	-2,4
Income from fuel sales	24 850	24 670	23 707	24 026	24 071	24 053	-0,1
Income from convenience store sales ¹	1 889	1 735	1 778	1 793	1 824	1 838	0,8
Total	75 605	78 779	75 428	77 949	78 812	79 355	0,7

¹ Income from Quickshop and café sales at filling stations, including 'other' sales and trading income.

Explanatory notes

- Introduction** 1 Statistics South Africa (Stats SA) conducts a monthly survey covering enterprises in the motor trade industry (see point 3 below). This survey is based on a sample drawn from Stats SA's 2023 statistical business register (SBR) that contains businesses registered at the South African Revenue Service (SARS) for value-added tax (VAT). Stats SA continuously updates its SBR, which is linked to the SARS administrative data. Published motor trade sales estimates exclude VAT.
- Purpose of the survey** 2 The results of the monthly motor trade sales survey are used to compile estimates of the gross domestic product (GDP) and its components, which are used in monitoring the state of the economy and formulation of economic policy. These statistics are also used in the analysis of comparative business and industry performance.
- Scope of the survey** 3 The survey collects information from a sample of enterprises in South Africa that are predominantly involved in motor trade. These enterprises include:
- motor vehicle dealers, filling stations and workshops;
 - motorcycle dealers;
 - spares and accessories;
 - tyre dealers;
 - automotive electricians;
 - radiator repairs;
 - panel beaters and spray painters;
 - 'other' specialised motor repair services; and
 - 'other' motor trade.
- Classification** 4 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 *International Standard Industrial Classification of All Economic Activities* (ISIC) with suitable adaptations for local conditions. Each enterprise is classified to the industry which reflects its predominant activity. Statistics in this publication are presented at SIC group four-digit level.
- Collection rate** 5 The preliminary collection rate for the survey on motor trade sales for August 2024 was 70,0%. The revised collection rate for July 2024 was 75,8%.
- Statistical unit** 6 The statistical unit for which information is compiled and published is the enterprise, defined as a legal unit or a combination of legal units that includes and directly controls all functions necessary to carry out its sales and service activities.
- Revised figures** 7 Revised figures are mainly due to late submission of data to Stats SA, or respondents reporting revisions or corrections to their figures. The reasons for routine revisions are outlined in the following schedule. Any unscheduled revisions will be promptly indicated in relevant tables to maintain transparency and accuracy. It is important to note that seasonally adjusted figures are revised monthly.

Statistical release	Reason for revision	Period subject to revision
Aug-24	Additional information from respondents	Jul-24
Sep-24	Additional information from respondents New sample	Jan-98–Aug-24
Oct-24	Additional information from respondents	Sep-24
Nov-24	Additional information from respondents	Oct-24
Dec-24	Additional information from respondents	Nov-24
Jan-25	Additional information from respondents	Dec-24
Feb-25	Additional information from respondents	Jan-25
Mar-25	Additional information from respondents	Feb-25
Apr-25	Additional information from respondents	Mar-25
May-25	Additional information from respondents	Apr-25
Jun-25	Additional information from respondents	May-25
Jul-25	Additional information from respondents New sample	Jan-98–Jun-25
New weights for motor deflators in 2025/26 - periodic, approximately four- to five-year intervals		
New base year in 2027/28 - periodic, approximately four- to five-year intervals		

- Related publications** 8 Users may also refer to the *Stats in Brief* publication available from Stats SA.
- Rounding-off of figures** 9 Where figures have been rounded off, discrepancies may occur between sums of the component items and the totals.
- Historical data** 10 Historical motor trade data are available on the Stats SA website. To access the data electronically, use the following link: [Click to download historical data](#).
- Past publications** 11 Past motor trade releases are available on the Stats SA website. To access the releases electronically, use the following link: [Click to download past releases](#).

Technical notes

- Survey methodology and design** 1 The survey is conducted monthly. Questionnaires are sent to a sample of 978 enterprises from a population of 10 515 enterprises. Completed questionnaires are required to be returned to Stats SA within 10 days after the end of the reference month. Email, fax and telephone reminders are used to follow up on non-respondents.
- 2 A stratified random sample was drawn in April 2023 from Stats SA’s statistical business register (SBR) at the SIC four-digit level. Strata were formed using a combination of SIC and the measure of size classes for enterprises (see point 3 below).

The Neyman optimal allocation formula given below was used to allocate samples to each stratum.

$$n_h = n * (N_h * S_h) / [\sum (N_i * S_i)].$$

Neyman allocation formula not only allocates sample sizes to each stratum but also calculates the relative precision for each stratum as well as the relative precision for all strata. The relative precision for these strata was 6,6%.

- Class limits** 3 Each motor trade classification group (SIC at four-digit level) is divided into four size groups. All large enterprises (size group one) are completely enumerated. Simple random sampling is applied to medium and small enterprises (size groups two, three and four). The total value of sales of the large enterprises (size group one) per classification group is added to the weighted totals of size groups two, three and four to reflect the total value of sales.

Measure of size classes (Rand)

Enterprise size	Size group	Lower limit	Upper limit
Very small	4	2 663 691	18 000 000
Small	3	18 000 001	85 500 000
Medium	2	85 500 001	175 500 000
Large	1	175 500 001	

- Sample weighting** 4 For those strata not completely enumerated, the weights to produce estimates are the inverse ratio of the sampling fraction, modified to take account of non-response in the survey. Stratum estimates are calculated and then aggregated with the completely enumerated stratum to form classification group estimates. These procedures are consistent with international best practice.

- Seasonal adjustment** 5 Seasonally adjusted estimates are generated each month using the X-12-ARIMA Seasonal Adjustment Program developed by the United States Census Bureau. 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 recognised more clearly. 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. The X-12-ARIMA procedure for motor trade sales is described in more detail on the Stats SA website at: [Click to download seasonal adjustment motor trade sales January 2023.](#)
- Trend cycle** 6 The trend is the long-term pattern or movement of a time series. The X-12-ARIMA Seasonal Adjustment Program is used for smoothing seasonally adjusted estimates to estimates of the underlying trend cycle.
- Constant prices** 7 Motor trade sales at constant prices by type of activity are obtained by deflating estimated sales at current prices by the relevant weighted price index. To obtain total motor trade sales at constant prices, estimates of the deflated sales for each type of activity are aggregated.
- Reliability of estimates** 8 Data presented in this publication are based on information obtained from a sample and are, therefore, subject to sampling variability; that is, they may differ from the figures that would have been produced if the data had been obtained from all enterprises in the motor trade industry in South Africa. Estimates are subject to sampling and non-sampling errors.

9 Inaccuracies may occur because of imperfections in reporting by enterprises and errors made in the collection and processing of the data. Inaccuracies of this kind are referred to as non-sampling errors. Every effort is made to minimise non-sampling errors by careful design of questionnaires, testing them in pilot studies, editing reported data and implementing efficient operating procedures. Fluctuations may occur in consecutive months as a result of seasonal and economic factors.
- Relative standard error** 10 One measure is the standard error (SE), which indicates the extent to which an estimate might have varied by chance because only a sample of enterprises was used. The relative standard error (RSE) provides an immediate indication of the percentage errors likely to have occurred due to sampling, and thus avoids the need to refer to the size of the estimate.

Estimates of total motor trade sales within 95% confidence limits – August 2024

	Lower limit (R million)	Sales (R million)	Upper limit (R million)	Relative standard error (RSE) %
Motor trade sales	73 759	80 345	86 931	4,1

- Month-on-month percentage change** 11 The month-on-month percentage change in a variable for any given month is the change between that month and the previous month, expressed as a percentage of the latter.
- Year-on-year percentage change** 12 The year-on-year percentage change in a variable for any given period is the change between that period and the corresponding period of the previous year, expressed as a percentage of the latter.
- Contribution (percentage points)** 13 The contribution (percentage points) to the year-on-year percentage change is calculated by multiplying the percentage change of each type of activity by its corresponding weight, divided by 100. The weight is the percentage contribution of each type of activity to total motor trade sales in the corresponding period of the previous year.

Glossary

Enterprise

An enterprise is a legal entity or a combination of legal units that includes and directly controls all functions necessary to carry out its sales activities.

Industry

An industry is made up of enterprises engaged in the same or similar kinds of economic activity. Industries are defined in the *System of National Accounts (SNA)* in the same way as in the *Standard Industrial Classification of All Economic Activities (SIC)*, Fifth Edition, Report No. 09-90-02 of January 1993.

Symbols and Abbreviations

GDP	Gross domestic product
ISIC	International Standard Industrial Classification of All Economic Activities
SARS	South African Revenue Service
SBR	Statistical business register
SIC	Standard Industrial Classification of All Economic Activities
Stats SA	Statistics South Africa
VAT	Value-added tax
*	Revised figures

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General 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 12 official languages. Since the releases are used extensively locally and by international economic and social-scientific communities, Stats SA releases are published in English only.

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A release calendar is disseminated on www.statssa.gov.za.

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You can visit us on the internet at: www.statssa.gov.za.

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