STATISTICAL RELEASE
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Motor trade sales
(Preliminary)

December 2022

Statistics South Africa (Stats SA) publishes monthly data for the motor trade industry. The publication currently contains sales at current prices. As part of its improvement programme in economic statistics, Stats SA will introduce sales at constant prices for motor trade in the next publication (January 2023).

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IMPROVING LIVES THROUGH DATA ECOSYSTEMS

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Sales at current prices: results for December 2022

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

	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22
Year-on-year % change, unadjusted	31,8	24,3	22,1	17,8	14,9	16,6
Month-on-month % change, seasonally adjusted	2,8	3,4	1,1	-0,9	1,1	0,9
3-month % change, seasonally adjusted 1/	3,0	4,0	5,8	5,8	4,1	2,0

1/ Percentage change between the previous 3 months and the 3 months ending in the month indicated.

Measured in nominal terms (current prices), motor trade sales increased by 16,6% year-on-year in December 2022. The largest annual growth rates were recorded for:
- new vehicle sales (30,7%);
- fuel sales (22,5%); and
- workshop income (17,7%) – see Table 5.

In 2022, motor trade sales increased by 18,8% compared with 2021. The largest contributors were:
- fuel sales (30,3% and contributing 8,6 percentage points);
- new vehicle sales (19,6% and contributing 4,6 percentage points); and
- used vehicle sales (12,1% and contributing 2,4 percentage points).

Seasonally adjusted motor trade sales increased by 0,9% in December 2022 compared with November 2022. This followed month-on-month changes of 1,1% in November 2022 and -0,9% in October 2022.

Seasonally adjusted motor trade sales increased by 2,0% in the fourth quarter of 2022 compared with the third quarter of 2022.

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

Type of activity	Oct – Dec 2021 (R million)	Weight (%)	Oct – Dec 2022 (R million)	% change between Oct – Dec 2021 and Oct – Dec 2022	Contribution (% points) to the total % change
New vehicle sales	44 333	22,5	55 722	25,7	5,8
Used vehicle sales	39 628	20,1	41 511	4,8	1,0
Workshop income	11 111	5,6	13 246	19,2	1,1
Income from the sales of accessories	35 102	17,8	37 165	5,9	1,1
Income from fuel sales	59 661	30,3	73 803	23,7	7,2
Income from convenience store sales 1/	7 025	3,6	7 644	8,8	0,3
Total	**196 860**	**100,0**	**229 091**	**16,4**	**16,4**

1/ Includes 'other' sales and trading income.

Motor trade sales increased by 16,4% in the fourth quarter of 2022 compared with the fourth quarter of 2021. The main contributors to this increase were:
- fuel sales (23,7% and contributing 7,2 percentage points); and
- new vehicle sales (25,7% and contributing 5,8 percentage points) – see Table B.
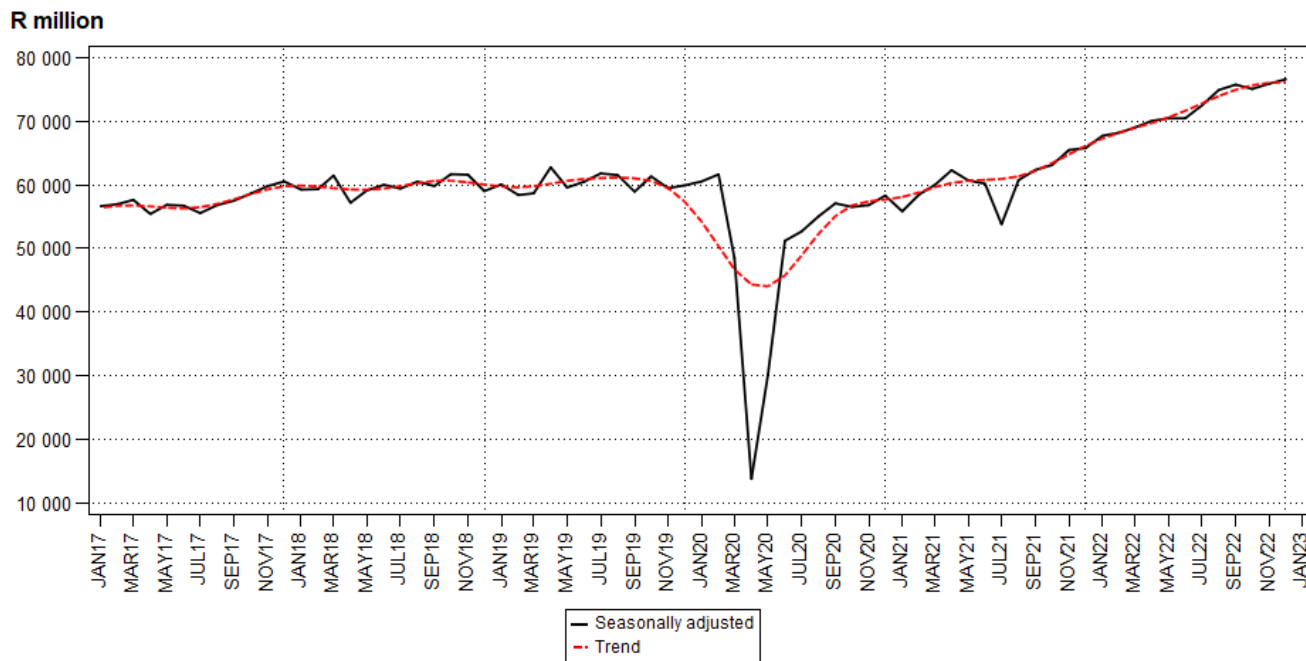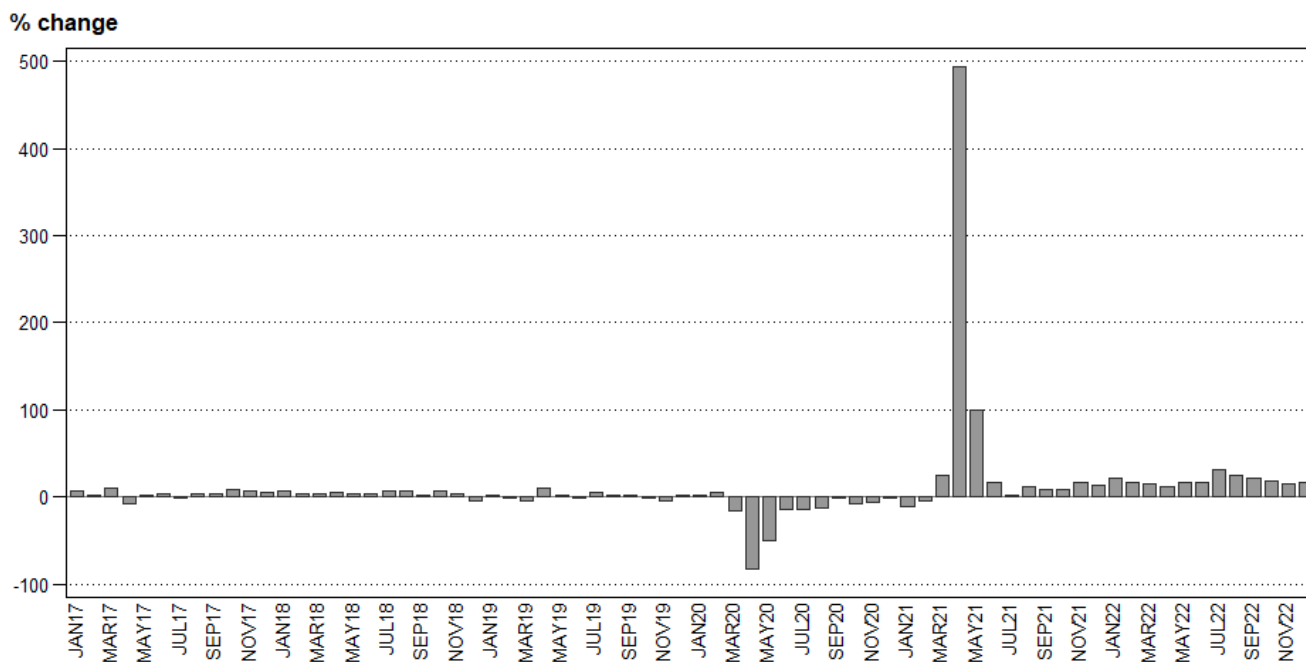
Figure 1 – Motor trade sales at current prices

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

Risenga Maluleke
Statistician-General

Tables

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

Month	2016	2017	2018	2019	2020	2021	2022 1/
Jan	49 867	53 674	57 211	58 073	58 804	52 684	64 307
Feb	54 478	55 299	57 509	56 474	59 193	56 411	66 109
Mar	54 702	60 342	62 936	60 017	50 282	62 668	71 747
Apr	54 355	50 530	53 531	59 300	9 984	59 186	66 563
May	56 240	57 943	60 467	61 310	30 529	61 068	71 587
Jun	54 771	56 987	59 603	58 510	50 658	59 124	69 060
Jul	57 272	56 489	60 840	63 926	54 854	55 584	73 233
Aug	55 606	58 110	62 122	63 025	55 427	61 961	77 045
Sep	55 303	57 576	58 713	58 745	58 247	63 794	77 864
Oct	56 035	61 135	65 150	64 669	59 408	64 650	76 149
Nov	58 352	62 889	65 163	62 465	58 928	68 640	78 848
Dec	54 316	57 515	55 523	56 859	55 940	63 570	74 094
Total	**661 297**	**688 489**	**718 768**	**723 373**	**602 254**	**729 340**	**866 606**

1/ Figures for latest month are preliminary.

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

Month	2017	2018	2019	2020	2021	2022	*2022 year-to-date*
Jan	7,6	6,6	1,5	1,3	-10,4	22,1	*22,1*
Feb	1,5	4,0	-1,8	4,8	-4,7	17,2	*19,5*
Mar	10,3	4,3	-4,6	-16,2	24,6	14,5	*17,7*
Apr	-7,0	5,9	10,8	-83,2	492,8	12,5	*16,4*
May	3,0	4,4	1,4	-50,2	100,0	17,2	*16,5*
Jun	4,0	4,6	-1,8	-13,4	16,7	16,8	*16,6*
Jul	-1,4	7,7	5,1	-14,2	1,3	31,8	*18,7*
Aug	4,5	6,9	1,5	-12,1	11,8	24,3	*19,4*
Sep	4,1	2,0	0,1	-0,8	9,5	22,1	*19,7*
Oct	9,1	6,6	-0,7	-8,1	8,8	17,8	*19,5*
Nov	7,8	3,6	-4,1	-5,7	16,5	14,9	*19,0*
Dec	5,9	-3,5	2,4	-1,6	13,6	16,6	*18,8*
Total	**4,1**	**4,4**	**0,6**	**-16,7**	**21,1**	**18,8**	

Table 3 – Seasonally adjusted motor trade sales at current prices

Month	R million				Month-on-month % change			
	2019	2020	2021	2022	2019	2020	2021	2022
Jan	60 088	60 548	55 843	67 742	1,8	1,0	-4,2	3,0
Feb	58 416	61 657	58 521	68 227	-2,8	1,8	4,8	0,7
Mar	58 681	48 487	59 973	69 039	0,5	-21,4	2,5	1,2
Apr	62 781	13 726	62 317	70 079	7,0	-71,7	3,9	1,5
May	59 600	30 079	60 721	70 484	-5,1	119,1	-2,6	0,6
Jun	60 507	51 202	60 192	70 494	1,5	70,2	-0,9	0,0
Jul	61 806	52 655	53 808	72 495	2,1	2,8	-10,6	2,8
Aug	61 562	55 024	60 760	74 941	-0,4	4,5	12,9	3,4
Sep	58 931	57 102	62 387	75 793	-4,3	3,8	2,7	1,1
Oct	61 348	56 541	63 128	75 106	4,1	-1,0	1,2	-0,9
Nov	59 496	56 825	65 502	75 940	-3,0	0,5	3,8	1,1
Dec	59 927	58 320	65 793	76 635	0,7	2,6	0,4	0,9

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

Type of activity	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22 1/
New vehicle sales	15 571	18 616	18 776	17 981	19 449	18 292
Used vehicle sales	13 816	14 215	14 440	14 567	14 773	12 171
Workshop income	4 473	4 545	4 930	4 368	4 743	4 135
Income from the sales of accessories	12 245	13 035	13 362	12 479	13 543	11 143
Income from fuel sales	24 838	24 328	23 979	24 227	24 003	25 573
Income from convenience store sales 2/	2 289	2 306	2 377	2 526	2 338	2 780
Total	**73 233**	**77 045**	**77 864**	**76 149**	**78 848**	**74 094**

1/ Figures are preliminary.
2/ Includes 'other' sales and trading income.

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

Type of activity	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22
New vehicle sales	20,3	22,3	22,4	23,1	23,6	30,7
Used vehicle sales	25,1	13,8	9,7	8,1	3,5	2,5
Workshop income	21,3	32,4	33,3	18,1	21,6	17,7
Income from the sales of accessories	13,6	16,6	13,4	6,0	7,8	3,4
Income from fuel sales	63,9	38,4	35,5	28,5	20,4	22,5
Income from convenience store sales 1/	16,3	11,9	13,1	12,1	4,9	9,4
Total	**31,8**	**24,3**	**22,1**	**17,8**	**14,9**	**16,6**

1/ Includes '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 current prices

Type of activity	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22
New vehicle sales	4,7	5,5	5,4	5,2	5,4	6,8
Used vehicle sales	5,0	2,8	2,0	1,7	0,7	0,5
Workshop income	1,4	1,8	1,9	1,0	1,2	1,0
Income from the sales of accessories	2,6	3,0	2,5	1,1	1,4	0,6
Income from fuel sales	17,4	10,9	9,8	8,3	5,9	7,4
Income from convenience store sales 1/	0,6	0,4	0,4	0,4	0,2	0,4
Total	**31,8**	**24,3**	**22,1**	**17,8**	**14,9**	**16,6**

1/ Includes 'other' sales and trading income.

Survey information

Introduction	**1**	Statistics South Africa (Stats SA) conducts a monthly survey covering enterprises in the motor trade industry (see point 4 below). This survey is based on a sample drawn from Stats SA's 2022 business sampling frame (BSF) that contains businesses registered at the South African Revenue Service (SARS) for value-added tax (VAT). Stats SA continuously updates its BSF, which is linked to the SARS administrative data.
	2	In order to improve timeliness, some information for the latest month had to be estimated due to late response. These estimates will be revised in future statistical releases as soon as information becomes available. Published motor trade sales estimates exclude VAT.
Purpose of the survey	**3**	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	**4**	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;
- motor cycle 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	**5**	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 digits) level.
Collection rate	**6**	The preliminary collection rate for the survey on motor trade sales for December 2022 was 79,2%. The improved collection rate for November 2022 was 81,8%.
Statistical unit	**7**	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	**8**	Revised figures are mainly due to late submission of data to Stats SA, or respondents reporting revisions or corrections to their figures. Preliminary figures, as indicated in the relevant tables, are subject to change and when revised will not be indicated as such.
Related publications	**9**	Users may also refer to the following publication available from Stats SA:

- *Stats in Brief* issued annually.

| **Rounding-off of figures** | **10** | Where figures have been rounded off, discrepancies may occur between sums of the component items and the totals. |

| **Historical data** | **11** | 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** | **12** | 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 910 enterprises from a population of 10 328 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 2022 from Stats SA's business sampling frame (BSF) 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.

$$nh = n * (Nh * Sh) / [\Sigma (Ni * Si)].$$

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 3,8%.

| **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	2 334 640	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 February 2022](#)
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.
Reliability of estimates	**7**	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.
	8	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.
Month-on-month percentage change	**9**	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	**10**	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)	**11**	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

BSF	Business sampling frame
GDP	Gross domestic product
ISIC	International Standard Industrial Classification
IT	Income tax
Rm	Rand million
SIC	Standard Industrial Classification of All Economic Activities
SARS	South African Revenue Service
Stats SA	Statistics South Africa
VAT	Value-added tax

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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, not only locally but also by international economic and social-scientific communities, Stats SA releases are published in English only.

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