



stats sa

Department:
Statistics South Africa
REPUBLIC OF SOUTH AFRICA

Private Bag X44, Pretoria, 0001, South Africa, ISibalo House, Koch Street, Salvokop, Pretoria, 0002
www.statssa.gov.za, info@statssa.gov.za, Tel +27 12 310 8911

STATISTICAL RELEASE

P6343.2

Motor trade sales (Preliminary)

December 2023

This is the first statistical release presenting seasonally adjusted sales (at current and constant prices) by type of activity – see new Tables C, F, 7 and 14. For more information about the seasonal adjustment methodology, see point 5 under Technical notes.

**Embargoed until:
15 February 2024
11:00**

ENQUIRIES:
Raquel Floris
Tel: (012) 337 6488

FORTHCOMING ISSUE:
January 2024

EXPECTED RELEASE DATE:
20 March 2024

Dipalopalo tsa Aforikaborwa • Dipalopalo tsa Aforika Borwa • Ezazibalo zaseNingizimu Afrika • Tshitatistika Afrika Tshipembe • Tinhlayo Afrika-Dzonga

Statistieke Suid-Afrika • Dipalopalo tša Aforika Borwa • Telubalo zaseNingizimu Afrika • EzeeNkcukacha maNani zoMzantsi Afrika • limbalobalo zeSewula Afrika

IMPROVING LIVES THROUGH DATA ECOSYSTEMS



Contents

Sales at constant 2019 prices: results for December 2023	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 December 2023	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
Survey information	12
Technical notes	13
Glossary	15
Technical enquiries	15
General information	16

Sales at constant 2019 prices: results for December 2023

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

	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23
Year-on-year % change, unadjusted	2,2	-2,4	-7,8	-2,6	-2,9	-2,5
Month-on-month % change, seasonally adjusted	0,0	-3,3	-0,7	-0,5	1,6	1,4
3-month % change, seasonally adjusted ¹	1,8	1,1	-1,1	-3,4	-2,7	-0,5

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 2,5% year-on-year in December 2023. The largest negative annual growth rates were recorded for:

- workshop income (-13,7%); and
- new vehicle sales (-13,5%) – see Table 5.

The largest negative contributor was new vehicle sales (contributing -3,6 percentage points) – see Table 6.

In 2023, motor trade sales decreased by 1,8% compared with 2022. The largest negative contributors were:

- used vehicle sales (-8,1% and contributing -1,7 percentage points); and
- new vehicle sales (-4,0% and contributing -1,0 percentage point).

Seasonally adjusted motor trade sales increased by 1,4% in December 2023 compared with November 2023. This followed month-on-month changes of 1,6% in November 2023 and -0,5% in October 2023.

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

Type of activity	Oct – Dec 2022 (R million)	Weight (%)	Oct – Dec 2023 (R million)	% change between Oct – Dec 2022 and Oct – Dec 2023	Contribution (% points) to the total % change
New vehicle sales	47 571	26,2	43 360	-8,9	-2,3
Used vehicle sales	36 766	20,2	35 457	-3,6	-0,7
Workshop income	8 605	4,7	7 833	-9,0	-0,4
Income from the sales of accessories	34 636	19,0	36 001	3,9	0,7
Income from fuel sales	49 957	27,5	50 092	0,3	0,1
Income from convenience store sales ¹	4 367	2,4	4 327	-0,9	0,0
Total	181 902	100,0	177 070	-2,7	-2,7

¹ Includes 'other' sales and trading income.

Motor trade sales decreased by 2,7% in the fourth quarter of 2023 compared with the fourth quarter of 2022. The main negative contributor to this decrease was new vehicle sales (-8,9% and contributing -2,3 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	Jul – Sep 2023 (R million)	Weight (%)	Oct – Dec 2023 (R million)	% change between Jul – Sep 2023 and Oct – Dec 2023	Contribution (% points) to the total % change
New vehicle sales	41 971	23,9	42 904	2,2	0,5
Used vehicle sales	34 673	19,7	35 380	2,0	0,4
Workshop income	8 259	4,7	7 899	-4,4	-0,2
Income from the sales of accessories	36 616	20,9	36 191	-1,2	-0,3
Income from fuel sales	49 840	28,4	48 165	-3,4	-1,0
Income from convenience store sales ¹	4 230	2,4	4 117	-2,7	-0,1
Total	175 587	100,0	174 656	-0,5	-0,5

¹ Includes 'other' sales and trading income.

Seasonally adjusted motor trade sales decreased by 0,5% in the fourth quarter of 2023 compared with the third quarter of 2023. The largest negative contributor to this decrease was income from fuel sales (-3,4% and contributing -1,0 percentage point) – see Table C.

Figure 1 – Motor trade sales at constant 2019 prices

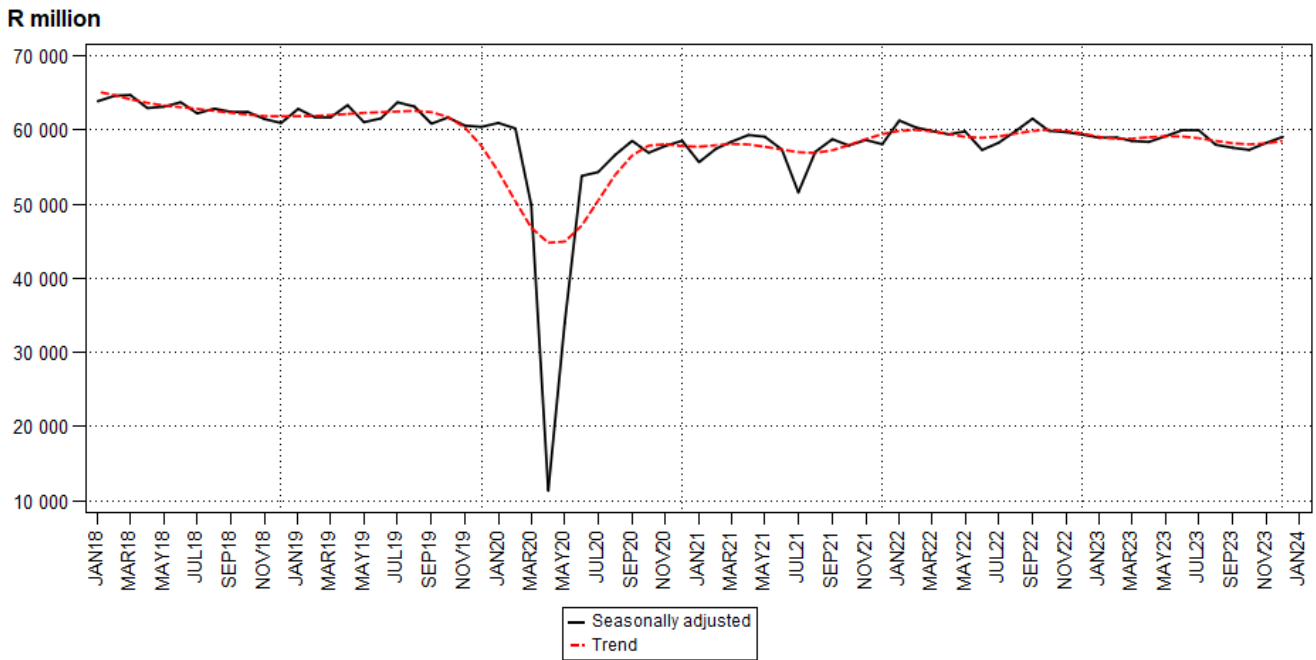
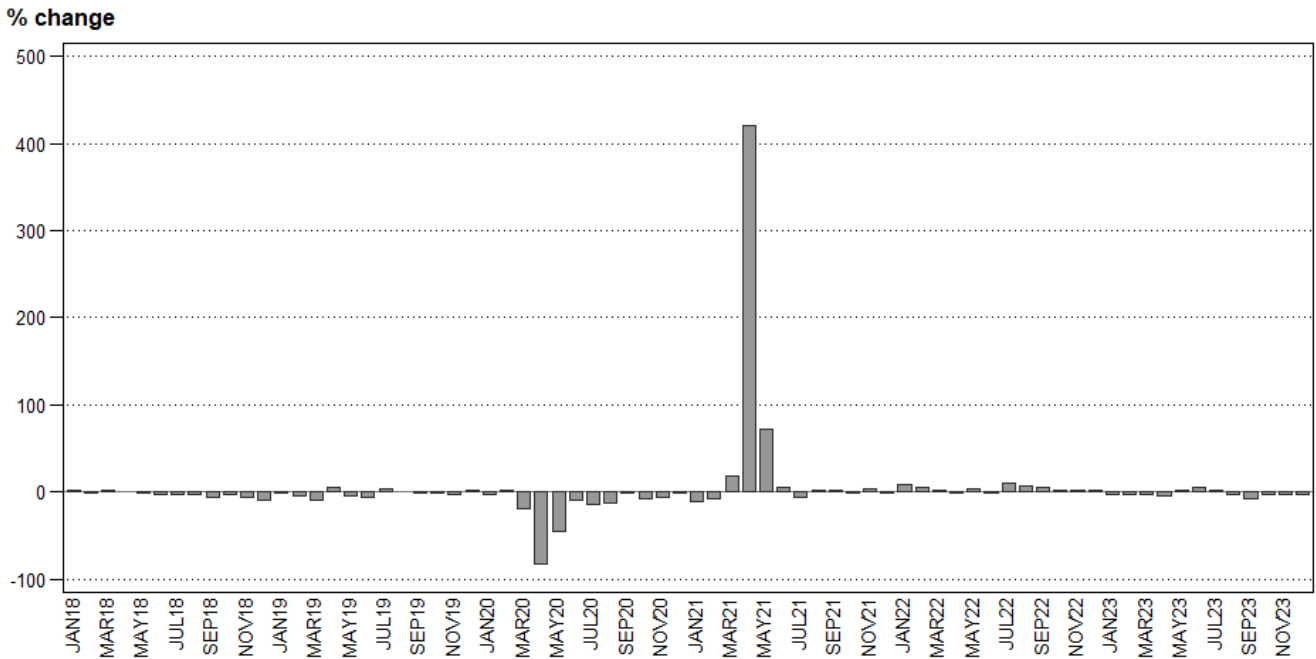


Figure 2 – Motor trade sales at constant 2019 prices: year-on-year percentage change



Sales at current prices: results for December 2023

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

	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23
Year-on-year % change, unadjusted	2,8	0,4	-1,8	5,7	2,5	1,7
Month-on-month % change, seasonally adjusted	-0,9	0,7	0,2	2,7	-0,9	1,4
3-month % change, seasonally adjusted ¹	2,7	3,0	1,9	2,0	1,9	3,0

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	Oct – Dec 2022 (R million)	Weight (%)	Oct – Dec 2023 (R million)	% change between Oct – Dec 2022 and Oct – Dec 2023	Contribution (% points) to the total % change
New vehicle sales	56 718	24,1	56 110	-1,1	-0,3
Used vehicle sales	43 523	18,5	44 912	3,2	0,6
Workshop income	9 645	4,1	9 136	-5,3	-0,2
Income from the sales of accessories	43 252	18,4	47 719	10,3	1,9
Income from fuel sales	76 807	32,6	79 376	3,3	1,1
Income from convenience store sales ¹	5 303	2,3	5 766	8,7	0,2
Total	235 247	100,0	243 019	3,3	3,3

¹ Includes '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	Jul – Sep 2023 (R million)	Weight (%)	Oct – Dec 2023 (R million)	% change between Jul – Sep 2023 and Oct – Dec 2023	Contribution (% points) to the total % change
New vehicle sales	54 740	23,4	56 729	3,6	0,8
Used vehicle sales	43 418	18,6	44 331	2,1	0,4
Workshop income	9 501	4,1	9 359	-1,5	-0,1
Income from the sales of accessories	48 472	20,7	48 124	-0,7	-0,1
Income from fuel sales	72 222	30,9	76 654	6,1	1,9
Income from convenience store sales ¹	5 424	2,3	5 483	1,1	0,0
Total	233 776	100,0	240 678	3,0	3,0

¹ Includes 'other' sales and trading income.

Risenga Maluleke
Statistician-General

Tables

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

Month	2017	2018	2019	2020	2021	2022	2023 ¹
Jan	61 436	62 312	61 753	59 702	52 879	57 639	56 393
Feb	62 749	62 692	59 753	60 040	55 693	58 531	57 321
Mar	68 520	68 754	62 693	51 126	60 913	62 043	60 688
Apr	57 569	57 551	60 446	10 861	56 575	56 417	53 792
May	65 043	64 236	61 985	33 714	58 216	60 095	60 198
Jun	64 194	62 367	58 869	53 146	56 275	56 175	59 426
Jul	64 418	63 154	65 249	55 759	52 518	57 738	59 000
Aug	65 841	64 255	64 265	56 059	57 647	61 553	60 076
Sep	64 449	60 591	59 748	58 770	59 193	62 870	57 946
Oct	67 808	65 909	65 621	60 169	59 648	61 234	59 641
Nov	69 411	65 580	63 553	59 843	62 098	62 745	60 933
Dec	62 913	57 263	57 716	57 097	56 602	57 923	56 496
Total	774 351	754 664	741 651	616 286	688 257	714 963	701 910

¹ Figures for the latest month are preliminary.

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

Month	2018	2019	2020	2021	2022	2023	2023 year-to-date
Jan	1,4	-0,9	-3,3	-11,4	9,0	-2,2	-2,2
Feb	-0,1	-4,7	0,5	-7,2	5,1	-2,1	-2,1
Mar	0,3	-8,8	-18,5	19,1	1,9	-2,2	-2,1
Apr	0,0	5,0	-82,0	420,9	-0,3	-4,7	-2,7
May	-1,2	-3,5	-45,6	72,7	3,2	0,2	-2,1
Jun	-2,8	-5,6	-9,7	5,9	-0,2	5,8	-0,9
Jul	-2,0	3,3	-14,5	-5,8	9,9	2,2	-0,4
Aug	-2,4	0,0	-12,8	2,8	6,8	-2,4	-0,7
Sep	-6,0	-1,4	-1,6	0,7	6,2	-7,8	-1,5
Oct	-2,8	-0,4	-8,3	-0,9	2,7	-2,6	-1,7
Nov	-5,5	-3,1	-5,8	3,8	1,0	-2,9	-1,8
Dec	-9,0	0,8	-1,1	-0,9	2,3	-2,5	-1,8
Total	-2,5	-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			
	2020	2021	2022	2023	2020	2021	2022	2023
Jan	60 953	55 662	61 277	58 952	0,9	-4,9	5,5	-0,7
Feb	60 211	57 480	60 324	58 990	-1,2	3,3	-1,6	0,1
Mar	49 879	58 420	59 876	58 522	-17,2	1,6	-0,7	-0,8
Apr	11 341	59 326	59 422	58 390	-77,3	1,6	-0,8	-0,2
May	33 984	59 092	59 813	59 151	199,7	-0,4	0,7	1,3
Jun	53 802	57 361	57 308	59 976	58,3	-2,9	-4,2	1,4
Jul	54 327	51 586	58 271	59 972	1,0	-10,1	1,7	0,0
Aug	56 642	57 062	59 850	58 013	4,3	10,6	2,7	-3,3
Sep	58 535	58 757	61 528	57 602	3,3	3,0	2,8	-0,7
Oct	56 929	57 911	59 888	57 322	-2,7	-1,4	-2,7	-0,5
Nov	57 865	58 658	59 714	58 261	1,6	1,3	-0,3	1,6
Dec	58 546	58 083	59 381	59 073	1,2	-1,0	-0,6	1,4

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

Type of activity	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23 ¹
New vehicle sales	14 279	14 574	14 241	15 050	14 896	13 414
Used vehicle sales	11 503	12 271	11 487	11 963	12 755	10 739
Workshop income	2 691	2 896	2 659	2 773	2 802	2 258
Income from the sales of accessories	12 713	12 663	11 966	12 753	12 636	10 612
Income from fuel sales	16 480	16 312	16 209	15 756	16 444	17 892
Income from convenience store sales ²	1 334	1 360	1 384	1 346	1 400	1 581
Total	59 000	60 076	57 946	59 641	60 933	56 496

¹ Figures are preliminary.

² Includes '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	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23
New vehicle sales	4,4	-10,7	-13,3	-2,8	-10,2	-13,5
Used vehicle sales	-10,0	-5,6	-11,6	-8,7	-2,1	1,0
Workshop income	-7,9	-3,6	-17,4	-4,3	-9,4	-13,7
Income from the sales of accessories	8,2	2,1	-4,4	10,1	1,0	0,6
Income from fuel sales	8,1	5,6	-0,6	-5,6	1,6	4,8
Income from convenience store sales ¹	-2,3	-0,8	-1,6	-7,9	3,8	1,5
Total	2,2	-2,4	-7,8	-2,6	-2,9	-2,5

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 constant 2019 prices

Type of activity	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23
New vehicle sales	1,0	-2,8	-3,5	-0,7	-2,7	-3,6
Used vehicle sales	-2,2	-1,2	-2,4	-1,9	-0,4	0,2
Workshop income	-0,4	-0,2	-0,9	-0,2	-0,5	-0,6
Income from the sales of accessories	1,7	0,4	-0,9	1,9	0,2	0,1
Income from fuel sales	2,1	1,4	-0,2	-1,5	0,4	1,4
Income from convenience store sales ¹	-0,1	0,0	0,0	-0,2	0,1	0,0
Total	2,2	-2,4	-7,8	-2,6	-2,9	-2,5

¹ Includes '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	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	<i>Month-on-month % change</i>
New vehicle sales	15 170	12 928	13 873	14 261	14 211	14 432	1,6
Used vehicle sales	11 444	11 789	11 440	11 322	11 761	12 297	4,6
Workshop income	2 800	2 862	2 597	2 702	2 662	2 535	-4,8
Income from the sales of accessories	12 399	12 284	11 933	12 438	12 020	11 733	-2,4
Income from fuel sales	16 761	16 729	16 350	15 282	16 215	16 668	2,8
Income from convenience store sales ¹	1 398	1 423	1 409	1 317	1 392	1 408	1,1
Total	59 972	58 013	57 602	57 322	58 261	59 073	1,4

¹ Includes 'other' sales and trading income.

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

Month	2017	2018	2019	2020	2021	2022	2023 ¹
Jan	55 031	58 657	59 541	60 290	54 016	65 933	71 808
Feb	56 698	58 963	57 901	60 690	57 837	67 781	73 197
Mar	61 868	64 527	61 534	51 552	64 253	73 561	78 787
Apr	51 807	54 884	60 799	10 237	60 682	68 150	70 413
May	59 408	61 995	62 861	31 301	62 612	73 534	78 795
Jun	58 428	61 110	59 989	51 939	60 618	70 764	77 244
Jul	57 917	62 377	65 542	56 241	56 989	75 235	77 318
Aug	59 579	63 692	64 618	56 829	63 528	79 174	79 511
Sep	59 031	60 197	60 231	59 720	65 406	79 964	78 544
Oct	62 681	66 798	66 304	60 910	66 285	78 039	82 456
Nov	64 479	66 810	64 044	60 418	70 375	81 154	83 220
Dec	58 969	56 927	58 296	57 354	65 177	76 054	77 343
Total	705 896	736 937	741 660	617 481	747 778	889 343	928 636

¹ Figures for the latest month are preliminary.

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

Month	2018	2019	2020	2021	2022	2023	2023 year-to-date
Jan	6,6	1,5	1,3	-10,4	22,1	8,9	8,9
Feb	4,0	-1,8	4,8	-4,7	17,2	8,0	8,4
Mar	4,3	-4,6	-16,2	24,6	14,5	7,1	8,0
Apr	5,9	10,8	-83,2	492,8	12,3	3,3	6,8
May	4,4	1,4	-50,2	100,0	17,4	7,2	6,9
Jun	4,6	-1,8	-13,4	16,7	16,7	9,2	7,3
Jul	7,7	5,1	-14,2	1,3	32,0	2,8	6,6
Aug	6,9	1,5	-12,1	11,8	24,6	0,4	5,7
Sep	2,0	0,1	-0,8	9,5	22,3	-1,8	4,8
Oct	6,6	-0,7	-8,1	8,8	17,7	5,7	4,9
Nov	3,6	-4,1	-5,7	16,5	15,3	2,5	4,7
Dec	-3,5	2,4	-1,6	13,6	16,7	1,7	4,4
Total	4,4	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			
	2020	2021	2022	2023	2020	2021	2022	2023
Jan	62 126	57 924	69 880	74 782	1,6	-1,8	4,6	-4,1
Feb	63 181	59 912	69 935	75 367	1,7	3,4	0,1	0,8
Mar	49 942	61 429	70 493	75 742	-21,0	2,5	0,8	0,5
Apr	12 579	62 530	70 919	74 818	-74,8	1,8	0,6	-1,2
May	31 591	62 667	72 389	76 337	151,1	0,2	2,1	2,0
Jun	52 342	61 599	71 990	78 211	65,7	-1,7	-0,6	2,5
Jul	53 939	55 356	75 281	77 495	3,1	-10,1	4,6	-0,9
Aug	57 221	63 055	77 683	78 062	6,1	13,9	3,2	0,7
Sep	59 021	64 578	78 743	78 219	3,1	2,4	1,4	0,2
Oct	57 869	64 955	76 857	80 351	-2,0	0,6	-2,4	2,7
Nov	58 305	66 601	77 589	79 593	0,8	2,5	1,0	-0,9
Dec	58 960	66 801	78 014	80 734	1,1	0,3	0,5	1,4

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

Type of activity	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23 ¹
New vehicle sales	18 282	18 697	18 241	19 388	19 244	17 478
Used vehicle sales	14 301	15 340	14 439	15 109	16 179	13 624
Workshop income	3 117	3 360	3 085	3 227	3 270	2 639
Income from the sales of accessories	16 548	16 749	15 800	16 876	16 781	14 062
Income from fuel sales	23 329	23 588	25 163	26 070	25 879	27 427
Income from convenience store sales ²	1 740	1 776	1 815	1 786	1 867	2 113
Total	77 318	79 511	78 544	82 456	83 220	77 343

¹ Figures are preliminary.

² Includes '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	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23
New vehicle sales	14,8	-1,8	-4,9	6,1	-3,0	-6,0
Used vehicle sales	-0,7	3,4	-3,9	-1,6	4,6	7,3
Workshop income	-4,1	0,4	-14,4	-0,6	-5,6	-10,1
Income from the sales of accessories	15,8	10,8	2,4	17,3	6,8	6,9
Income from fuel sales	-9,5	-6,4	0,4	4,2	3,4	2,5
Income from convenience store sales ¹	9,0	9,3	7,8	1,1	13,9	11,3
Total	2,8	0,4	-1,8	5,7	2,5	1,7

¹ Includes '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	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23
New vehicle sales	3,1	-0,4	-1,2	1,4	-0,7	-1,5
Used vehicle sales	-0,1	0,6	-0,7	-0,3	0,9	1,2
Workshop income	-0,2	0,0	-0,6	0,0	-0,2	-0,4
Income from the sales of accessories	3,0	2,1	0,5	3,2	1,3	1,2
Income from fuel sales	-3,3	-2,0	0,1	1,3	1,0	0,9
Income from convenience store sales ¹	0,2	0,2	0,2	0,0	0,3	0,3
Total	2,8	0,4	-1,8	5,7	2,5	1,7

¹ Includes 'other' sales and trading income.

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

Type of activity	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Month-on-month % change
New vehicle sales	18 356	18 176	18 208	19 315	18 573	18 841	1,4
Used vehicle sales	14 315	14 780	14 323	14 292	14 934	15 105	1,1
Workshop income	3 141	3 311	3 049	3 163	3 141	3 055	-2,7
Income from the sales of accessories	16 500	16 233	15 739	16 334	15 864	15 926	0,4
Income from fuel sales	23 389	23 749	25 084	25 507	25 236	25 911	2,7
Income from convenience store sales ¹	1 795	1 813	1 816	1 741	1 846	1 896	2,7
Total	77 495	78 062	78 219	80 351	79 593	80 734	1,4

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 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.
	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: <ul style="list-style-type: none"> • 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 <i>Standard Industrial Classification of All Economic Activities</i> (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 of All Economic Activities</i> (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	6	The preliminary collection rate for the survey on motor trade sales for December 2023 was 70,6%. The improved collection rate for November 2023 was 71,6%.
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: <ul style="list-style-type: none"> • <i>Stats in Brief</i> 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 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 – December 2023

	Lower limit (R million)	Sales (R million)	Upper limit (R million)	Relative standard error (RSE) %
Motor trade sales	70 573	77 343	84 113	4,4

- 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
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

Technical enquiries

Peter Makota

Telephone number: (012) 310 4837
Email: petermak@statssa.gov.za

Raquel Floris

Telephone number: (012) 337 6488
Email: raquelf@statssa.gov.za

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, not only locally but 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.

Advance release calendar

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

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, Qonce
Central Regional Library, Polokwane
Central Reference Library, Mbombela
Central Reference Collection, Kimberley
Central Reference Library, Mmabatho

Stats SA also provides a subscription service.

Electronic services

A large range of data is available via online services. For more details about our electronic services, contact Stats SA's user information service at (012) 310 8600.

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

General enquiries

User information services	Telephone number: (012) 310 8600 Email address: info@statssa.gov.za
Orders/subscription services	Telephone number: (012) 310 8619 Email address: millies@statssa.gov.za
Postal address	Private Bag X44, Pretoria, 0001

Produced by Stats SA