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## STATISTICAL RELEASE P6343.2

# Motor trade sales (Preliminary)

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## Sales at constant 2019 prices: results for February 2024

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

	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24
Year-on-year % change, unadjusted	-7,8	-2,6	-2,9	-2,5	2,7	1,5
Month-on-month % change, seasonally adjusted	-3,0	2,1	0,6	2,3	1,0	-0,7
3-month % change, seasonally adjusted <sup>1</sup>	-2,1	-3,7	-3,2	0,4	2,9	3,9

<sup>1</sup> 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 increased by 1,5% year-on-year in February 2024. The largest positive annual growth rates were recorded for:

- used vehicle sales (4,5%);
- sales of accessories (3,2%); and
- fuel sales (2,9%) – see Table 5.

The largest positive contributors to this increase were:

- used vehicle sales (contributing 0,9 of a percentage point);
- fuel sales (contributing 0,8 of a percentage point); and
- sales of accessories (contributing 0,7 of a percentage point) – see Table 6.

Seasonally adjusted motor trade sales decreased by 0,7% in February 2024 compared with January 2024. This followed month-on-month increases of 1,0% in January 2024 and 2,3% in December 2023.

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

Type of activity	Dec 2022 – Feb 2023 (R million)	Weight (%)	Dec 2023 – Feb 2024 (R million)	% change between Dec 2022 – Feb 2023 and Dec 2023 – Feb 2024	Contribution (% points) to the total % change
New vehicle sales	44 092	25,7	41 966	-4,8	-1,2
Used vehicle sales	33 308	19,4	34 533	3,7	0,7
Workshop income	7 703	4,5	7 191	-6,6	-0,3
Income from the sales of accessories	33 439	19,5	34 362	2,8	0,5
Income from fuel sales	48 840	28,5	50 296	3,0	0,9
Income from convenience store sales <sup>1</sup>	4 255	2,5	4 267	0,3	0,0
<b>Total</b>	<b>171 637</b>	<b>100,0</b>	<b>172 615</b>	<b>0,6</b>	<b>0,6</b>

<sup>1</sup> Includes 'other' sales and trading income.

Motor trade sales increased by 0,6% in the three months ended February 2024 compared with the three months ended February 2023. The main positive contributors to the increase were:

- fuel sales (3,0% and contributing 0,9 of a percentage point);
- used vehicle sales (3,7% and contributing 0,7 of a percentage point); and
- sales of accessories (2,8% and contributing 0,5 of a percentage point).

The largest negative contributor was new vehicle sales (-4,8% 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**

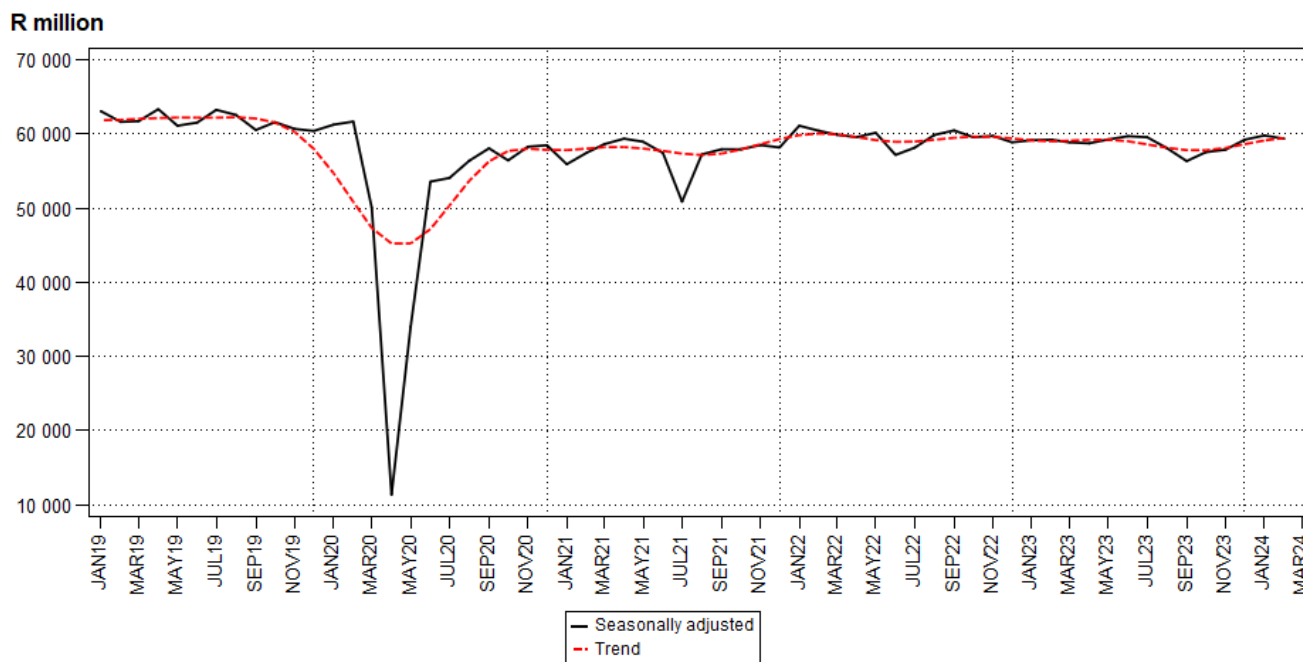
Type of activity	Sep – Nov 2023 (R million)	Weight (%)	Dec 2023 – Feb 2024 (R million)	% change between Sep – Nov 2023 and Dec 2023 – Feb 2024	Contribution (% points) to the total % change
New vehicle sales	41 920	24,4	45 106	7,6	1,9
Used vehicle sales	34 293	20,0	36 331	5,9	1,2
Workshop income	7 895	4,6	7 468	-5,4	-0,2
Income from the sales of accessories	36 393	21,2	35 994	-1,1	-0,2
Income from fuel sales	47 208	27,5	49 394	4,6	1,3
Income from convenience store sales <sup>1</sup>	4 069	2,4	4 111	1,0	0,0
<b>Total</b>	<b>171 779</b>	<b>100,0</b>	<b>178 403</b>	<b>3,9</b>	<b>3,9</b>

<sup>1</sup> Includes 'other' sales and trading income.

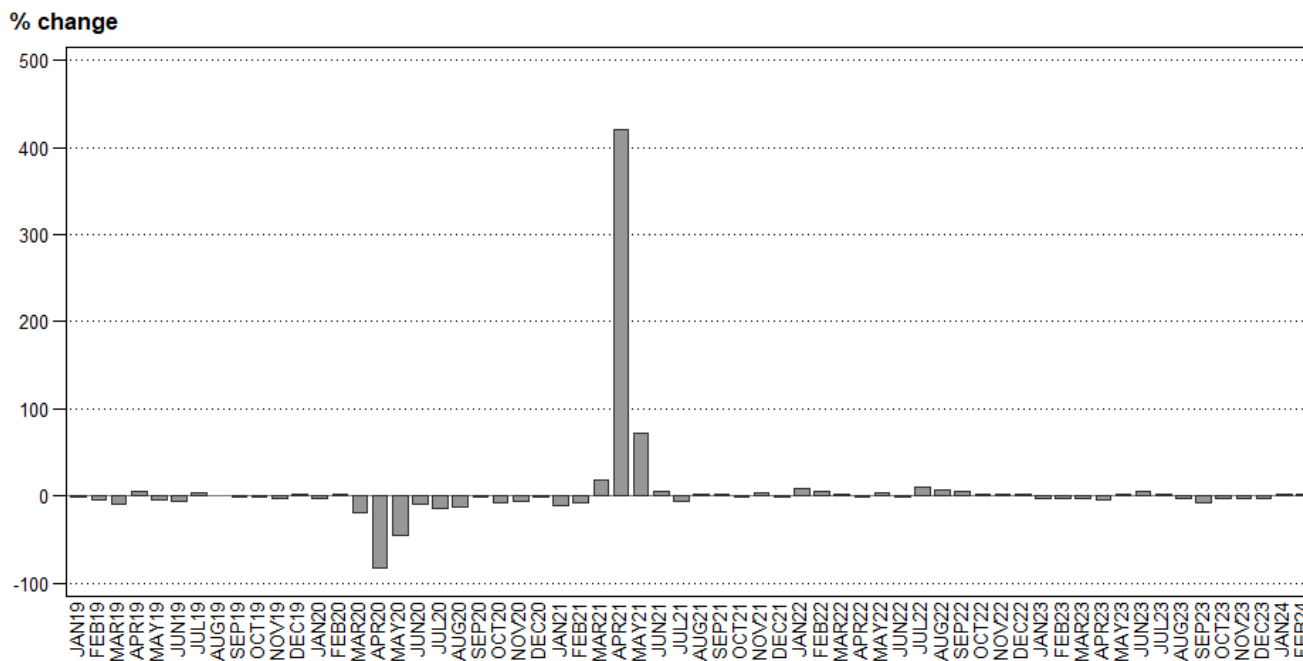
Seasonally adjusted motor trade sales increased by 3,9% in the three months ended February 2024 compared with the previous three months. The largest positive contributors to this increase were:

- new vehicle sales (7,6% and contributing 1,9 percentage points);
- fuel sales (4,6% and contributing 1,3 percentage points); and
- used vehicle sales (5,9% and contributing 1,2 percentage points) – 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 February 2024

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

	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24
Year-on-year % change, unadjusted	-1,8	5,7	2,5	1,6	8,6	7,8
Month-on-month % change, seasonally adjusted	0,2	2,8	-1,0	1,5	-1,0	1,0
3-month % change, seasonally adjusted <sup>1</sup>	1,9	1,9	1,8	2,9	1,5	1,4

<sup>1</sup> 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	Dec 2022 – Feb 2023 (R million)	Weight (%)	Dec 2023 – Feb 2024 (R million)	% change between Dec 2022 – Feb 2023 and Dec 2023 – Feb 2024	Contribution (% points) to the total % change
New vehicle sales	53 353	24,1	54 869	2,8	0,7
Used vehicle sales	40 008	18,1	43 882	9,7	1,8
Workshop income	8 778	4,0	8 568	-2,4	-0,1
Income from the sales of accessories	42 045	19,0	45 932	9,2	1,7
Income from fuel sales	71 637	32,4	75 167	4,9	1,6
Income from convenience store sales <sup>1</sup>	5 240	2,4	5 732	9,4	0,2
<b>Total</b>	<b>221 059</b>	<b>100,0</b>	<b>234 150</b>	<b>5,9</b>	<b>5,9</b>

<sup>1</sup> 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	Sep – Nov 2023 (R million)	Weight (%)	Dec 2023 – Feb 2024 (R million)	% change between Sep – Nov 2023 and Dec 2023 – Feb 2024	Contribution (% points) to the total % change
New vehicle sales	56 113	23,6	56 265	0,3	0,1
Used vehicle sales	43 544	18,3	45 793	5,2	1,0
Workshop income	9 340	3,9	9 195	-1,6	-0,1
Income from the sales of accessories	47 981	20,2	48 285	0,6	0,1
Income from fuel sales	75 630	31,8	76 084	0,6	0,2
Income from convenience store sales <sup>1</sup>	5 396	2,3	5 611	4,0	0,1
<b>Total</b>	<b>238 002</b>	<b>100,0</b>	<b>241 232</b>	<b>1,4</b>	<b>1,4</b>

<sup>1</sup> Includes '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 <sup>1</sup>
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	58 206
Mar	68 754	62 693	51 126	60 913	62 043	60 688	
Apr	57 551	60 446	10 861	56 575	56 417	53 792	
May	64 236	61 985	33 714	58 216	60 095	60 198	
Jun	62 367	58 869	53 146	56 275	56 175	59 426	
Jul	63 154	65 249	55 759	52 518	57 738	59 000	
Aug	64 255	64 265	56 059	57 647	61 553	60 076	
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	
<b>Total</b>	<b>754 664</b>	<b>741 651</b>	<b>616 286</b>	<b>688 257</b>	<b>714 963</b>	<b>701 881</b>	

<sup>1</sup> Figures for the latest month are preliminary.

**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	1,5	2,1
Mar	-8,8	-18,5	19,1	1,9	-2,2		
Apr	5,0	-82,0	420,9	-0,3	-4,7		
May	-3,5	-45,6	72,7	3,2	0,2		
Jun	-5,6	-9,7	5,9	-0,2	5,8		
Jul	3,3	-14,5	-5,8	9,9	2,2		
Aug	0,0	-12,8	2,8	6,8	-2,4		
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		
<b>Total</b>	<b>-1,7</b>	<b>-16,9</b>	<b>11,7</b>	<b>3,9</b>	<b>-1,8</b>		

**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	55 922	61 119	59 164	59 801	-4,4	5,1	0,5	1,0
Feb	57 456	60 428	59 229	59 371	2,7	-1,1	0,1	-0,7
Mar	58 632	59 903	58 876		2,0	-0,9	-0,6	
Apr	59 371	59 580	58 750		1,3	-0,5	-0,2	
May	58 955	60 168	59 266		-0,7	1,0	0,9	
Jun	57 443	57 176	59 707		-2,6	-5,0	0,7	
Jul	50 875	58 150	59 567		-11,4	1,7	-0,2	
Aug	57 249	59 875	58 095		12,5	3,0	-2,5	
Sep	57 944	60 480	56 342		1,2	1,0	-3,0	
Oct	57 934	59 574	57 552		0,0	-1,5	2,1	
Nov	58 509	59 745	57 885		1,0	0,3	0,6	
Dec	58 179	58 879	59 231		-0,6	-1,4	2,3	

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

Type of activity	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24 <sup>1</sup>
New vehicle sales	14 241	15 050	14 896	13 347	14 157	14 462
Used vehicle sales	11 487	11 963	12 755	10 840	11 942	11 751
Workshop income	2 659	2 773	2 802	2 269	2 248	2 674
Income from the sales of accessories	11 966	12 753	12 636	10 529	11 679	12 154
Income from fuel sales	16 209	15 756	16 444	17 878	16 578	15 840
Income from convenience store sales <sup>2</sup>	1 384	1 346	1 400	1 604	1 338	1 325
<b>Total</b>	<b>57 946</b>	<b>59 641</b>	<b>60 933</b>	<b>56 467</b>	<b>57 942</b>	<b>58 206</b>

<sup>1</sup> Figures are preliminary.

<sup>2</sup> 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	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24
New vehicle sales	-13,3	-2,8	-10,2	-13,9	3,8	-3,3
Used vehicle sales	-11,6	-8,7	-2,1	2,0	4,4	4,5
Workshop income	-17,4	-4,3	-9,4	-13,2	-7,3	0,5
Income from the sales of accessories	-4,4	10,1	1,0	-0,1	5,0	3,2
Income from fuel sales	-0,6	-5,6	1,6	4,8	1,2	2,9
Income from convenience store sales <sup>1</sup>	-1,6	-7,9	3,8	3,0	-4,4	2,0
<b>Total</b>	<b>-7,8</b>	<b>-2,6</b>	<b>-2,9</b>	<b>-2,5</b>	<b>2,7</b>	<b>1,5</b>

<sup>1</sup> 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	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24
New vehicle sales	-3,5	-0,7	-2,7	-3,7	0,9	-0,9
Used vehicle sales	-2,4	-1,9	-0,4	0,4	0,9	0,9
Workshop income	-0,9	-0,2	-0,5	-0,6	-0,3	0,0
Income from the sales of accessories	-0,9	1,9	0,2	0,0	1,0	0,7
Income from fuel sales	-0,2	-1,5	0,4	1,4	0,3	0,8
Income from convenience store sales <sup>1</sup>	0,0	-0,2	0,1	0,1	-0,1	0,0
<b>Total</b>	<b>-7,8</b>	<b>-2,6</b>	<b>-2,9</b>	<b>-2,5</b>	<b>2,7</b>	<b>1,5</b>

<sup>1</sup> 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	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Month-on-month % change
New vehicle sales	13 409	14 576	13 935	14 492	15 397	15 217	-1,2
Used vehicle sales	11 377	11 152	11 764	12 593	11 906	11 832	-0,6
Workshop income	2 520	2 710	2 665	2 502	2 481	2 485	0,2
Income from the sales of accessories	11 533	12 779	12 081	11 390	12 250	12 354	0,8
Income from fuel sales	16 115	15 042	16 051	16 831	16 419	16 144	-1,7
Income from convenience store sales <sup>1</sup>	1 388	1 293	1 388	1 422	1 349	1 340	-0,7
<b>Total</b>	<b>56 342</b>	<b>57 552</b>	<b>57 885</b>	<b>59 231</b>	<b>59 801</b>	<b>59 371</b>	<b>-0,7</b>

<sup>1</sup> Includes 'other' sales and trading income.

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

Month	2018	2019	2020	2021	2022	2023	2024 <sup>1</sup>
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	78 903
Mar	64 527	61 534	51 552	64 253	73 561	78 787	
Apr	54 884	60 799	10 237	60 682	68 150	70 413	
May	61 995	62 861	31 301	62 612	73 534	78 795	
Jun	61 110	59 989	51 939	60 618	70 764	77 244	
Jul	62 377	65 542	56 241	56 989	75 235	77 318	
Aug	63 692	64 618	56 829	63 528	79 174	79 511	
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	
<b>Total</b>	<b>736 937</b>	<b>741 660</b>	<b>617 481</b>	<b>747 778</b>	<b>889 343</b>	<b>928 588</b>	

<sup>1</sup> Figures for the latest month are preliminary.

**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	7,8	8,2
Mar	-4,6	-16,2	24,6	14,5	7,1		
Apr	10,8	-83,2	492,8	12,3	3,3		
May	1,4	-50,2	100,0	17,4	7,2		
Jun	-1,8	-13,4	16,7	16,7	9,2		
Jul	5,1	-14,2	1,3	32,0	2,8		
Aug	1,5	-12,1	11,8	24,6	0,4		
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		
<b>Total</b>	<b>0,6</b>	<b>-16,7</b>	<b>21,1</b>	<b>18,9</b>	<b>4,4</b>		

**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	58 010	70 003	74 935	79 892	-1,6	4,8	-3,9	-1,0
Feb	59 940	69 956	75 375	80 673	3,3	-0,1	0,6	1,0
Mar	61 460	70 536	75 808		2,5	0,8	0,6	
Apr	62 539	70 940	74 843		1,8	0,6	-1,3	
May	62 671	72 388	76 334		0,2	2,0	2,0	
Jun	61 589	71 975	78 197		-1,7	-0,6	2,4	
Jul	55 336	75 262	77 469		-10,2	4,6	-0,9	
Aug	63 022	77 647	78 015		13,9	3,2	0,7	
Sep	64 533	78 684	78 155		2,4	1,3	0,2	
Oct	64 948	76 853	80 344		0,6	-2,3	2,8	
Nov	66 550	77 517	79 503		2,5	0,9	-1,0	
Dec	66 778	77 981	80 667		0,3	0,6	1,5	

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

Type of activity	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24 <sup>1</sup>
New vehicle sales	18 241	19 388	19 244	17 391	18 568	18 910
Used vehicle sales	14 439	15 109	16 179	13 752	15 178	14 952
Workshop income	3 085	3 227	3 270	2 651	2 702	3 215
Income from the sales of accessories	15 800	16 876	16 781	13 952	15 611	16 369
Income from fuel sales	25 163	26 070	25 879	27 406	24 092	23 669
Income from convenience store sales <sup>2</sup>	1 815	1 786	1 867	2 144	1 800	1 788
<b>Total</b>	<b>78 544</b>	<b>82 456</b>	<b>83 220</b>	<b>77 295</b>	<b>77 952</b>	<b>78 903</b>

<sup>1</sup> Figures are preliminary.

<sup>2</sup> 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	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24
New vehicle sales	-4,9	6,1	-3,0	-6,5	12,3	3,8
Used vehicle sales	-3,9	-1,6	4,6	8,4	10,5	10,1
Workshop income	-14,4	-0,6	-5,6	-9,6	-2,9	5,0
Income from the sales of accessories	2,4	17,3	6,8	6,0	11,7	9,8
Income from fuel sales	0,4	4,2	3,4	2,4	4,5	8,5
Income from convenience store sales <sup>1</sup>	7,8	1,1	13,9	13,0	4,3	10,6
<b>Total</b>	<b>-1,8</b>	<b>5,7</b>	<b>2,5</b>	<b>1,6</b>	<b>8,6</b>	<b>7,8</b>

<sup>1</sup> 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	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24
New vehicle sales	-1,2	1,4	-0,7	-1,6	2,8	0,9
Used vehicle sales	-0,7	-0,3	0,9	1,4	2,0	1,9
Workshop income	-0,6	0,0	-0,2	-0,4	-0,1	0,2
Income from the sales of accessories	0,5	3,2	1,3	1,0	2,3	2,0
Income from fuel sales	0,1	1,3	1,0	0,8	1,4	2,5
Income from convenience store sales <sup>1</sup>	0,2	0,0	0,3	0,3	0,1	0,2
<b>Total</b>	<b>-1,8</b>	<b>5,7</b>	<b>2,5</b>	<b>1,6</b>	<b>8,6</b>	<b>7,8</b>

<sup>1</sup> 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	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Month-on-month % change
New vehicle sales	18 209	19 339	18 565	18 782	18 757	18 726	-0,2
Used vehicle sales	14 310	14 272	14 962	15 276	15 264	15 253	-0,1
Workshop income	3 055	3 154	3 131	3 058	2 909	3 228	11,0
Income from the sales of accessories	15 756	16 354	15 871	15 889	16 084	16 312	1,4
Income from fuel sales	25 011	25 490	25 129	25 729	25 069	25 286	0,9
Income from convenience store sales <sup>1</sup>	1 815	1 735	1 846	1 933	1 810	1 868	3,2
<b>Total</b>	<b>78 155</b>	<b>80 344</b>	<b>79 503</b>	<b>80 667</b>	<b>79 892</b>	<b>80 673</b>	<b>1,0</b>

<sup>1</sup> Includes 'other' sales and trading income.

## Explanatory notes

<b>Introduction</b>	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.
<b>Purpose of the survey</b>	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.
<b>Scope of the survey</b>	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"> <li>• motor vehicle dealers, filling stations and workshops;</li> <li>• motor cycle dealers;</li> <li>• spares and accessories;</li> <li>• tyre dealers;</li> <li>• automotive electricians;</li> <li>• radiator repairs;</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>	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.
<b>Collection rate</b>	6	The preliminary collection rate for the survey on motor trade sales for February 2024 was 69,1%. The improved collection rate for January 2024 was 73,6%.
<b>Statistical unit</b>	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.
<b>Revised figures</b>	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.
<b>Related publications</b>	9	Users may also refer to the following publication available from Stats SA: <ul style="list-style-type: none"> <li>• <i>Stats in Brief</i> issued annually.</li> </ul>

- 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 – February 2024**

	Lower limit (R million)	Sales (R million)	Upper limit (R million)	Relative standard error (RSE) %
Motor trade sales	72 299	78 903	85 507	4,2

- 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

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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 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.

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