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STATISTICAL RELEASE

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Motor trade sales (Preliminary)

January 2024

This release also provides an analysis of revisions. If you have any questions or comments, please send these to Raquel Floris, raquelf@statssa.gov.za.

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IMPROVING LIVES THROUGH DATA ECOSYSTEMS



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Sales at constant 2019 prices: results for January 2024

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

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

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 increased by 2,4% year-on-year in January 2024. The largest positive annual growth rates were recorded for:

- sales of accessories (4,9%);
- used vehicle sales (4,1%); and
- new vehicle sales (3,6%) – see Table 5.

The largest positive contributors to this increase were:

- sales of accessories (contributing 1,0 percentage point);
- new vehicle sales (contributing 0,9 of a percentage point); and
- used vehicle sales (contributing 0,8 of a percentage point) – see Table 6.

Seasonally adjusted motor trade sales increased by 0,9% in January 2024 compared with December 2023. This followed month-on-month changes of 2,4% in December 2023 and 0,5% in November 2023.

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

Type of activity	Nov 2022 – Jan 2023 (R million)	Weight (%)	Nov 2023 – Jan 2024 (R million)	% change between Nov 2022 – Jan 2023 and Nov 2023 – Jan 2024	Contribution (% points) to the total % change
New vehicle sales	45 721	25,8	42 370	-7,3	-1,9
Used vehicle sales	35 095	19,8	35 501	1,2	0,2
Workshop income	8 133	4,6	7 330	-9,9	-0,5
Income from the sales of accessories	34 168	19,3	34 833	1,9	0,4
Income from fuel sales	49 639	28,0	50 794	2,3	0,6
Income from convenience store sales ¹	4 305	2,4	4 337	0,7	0,0
Total	177 061	100,0	175 165	-1,1	-1,1

¹ Includes 'other' sales and trading income.

Motor trade sales decreased by 1,1% in the three months ended January 2024 compared with the three months ended January 2023. The main negative contributor to this decrease was new vehicle sales (-7,3% and contributing -1,9 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	Aug – Oct 2023 (R million)	Weight (%)	Nov 2023 – Jan 2024 (R million)	% change between Aug – Oct 2023 and Nov 2023 – Jan 2024	Contribution (% points) to the total % change
New vehicle sales	41 081	23,8	43 916	6,9	1,6
Used vehicle sales	34 348	19,9	36 235	5,5	1,1
Workshop income	8 360	4,8	7 665	-8,3	-0,4
Income from the sales of accessories	36 676	21,3	35 705	-2,6	-0,6
Income from fuel sales	47 878	27,8	49 434	3,2	0,9
Income from convenience store sales ¹	4 098	2,4	4 148	1,2	0,0
Total	172 441	100,0	177 102	2,7	2,7

¹ Includes 'other' sales and trading income.

Seasonally adjusted motor trade sales increased by 2,7% in the three months ended January 2024 compared with the previous three months. The largest positive contributors to this increase were:

- new vehicle sales (6,9% and contributing 1,6 percentage points); and
- used vehicle sales (5,5% and contributing 1,1 percentage points) – see Table C.

Figure 1 – Motor trade sales at constant 2019 prices

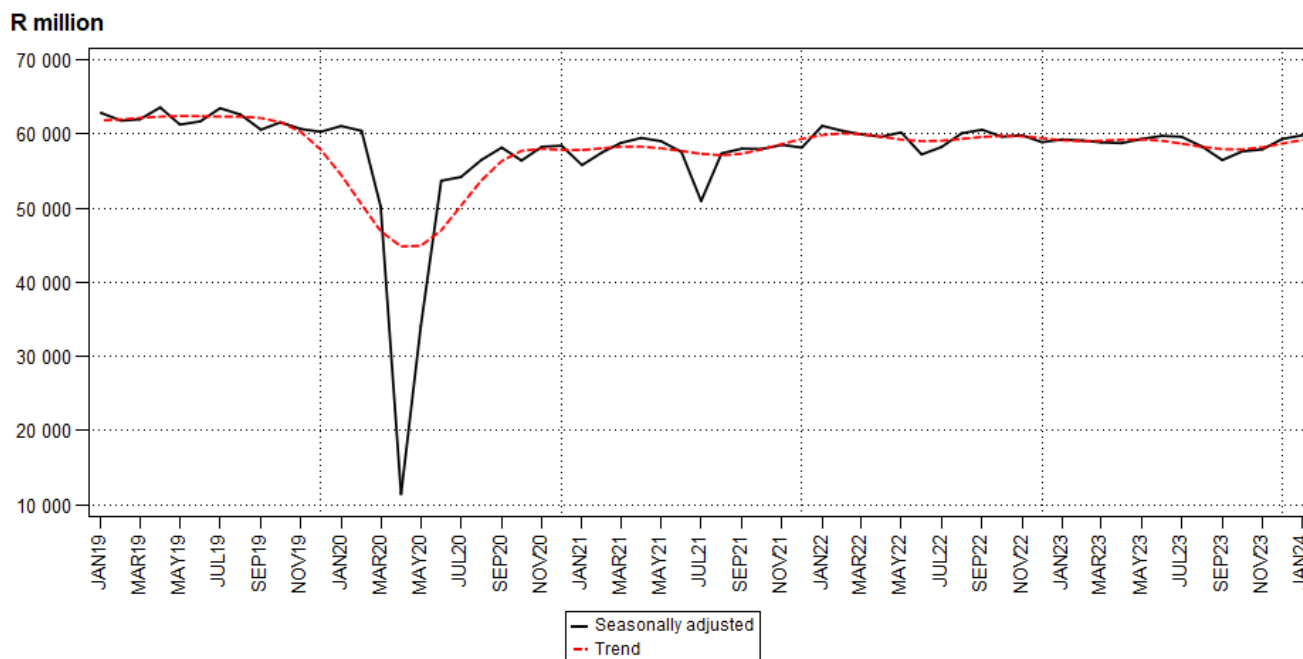
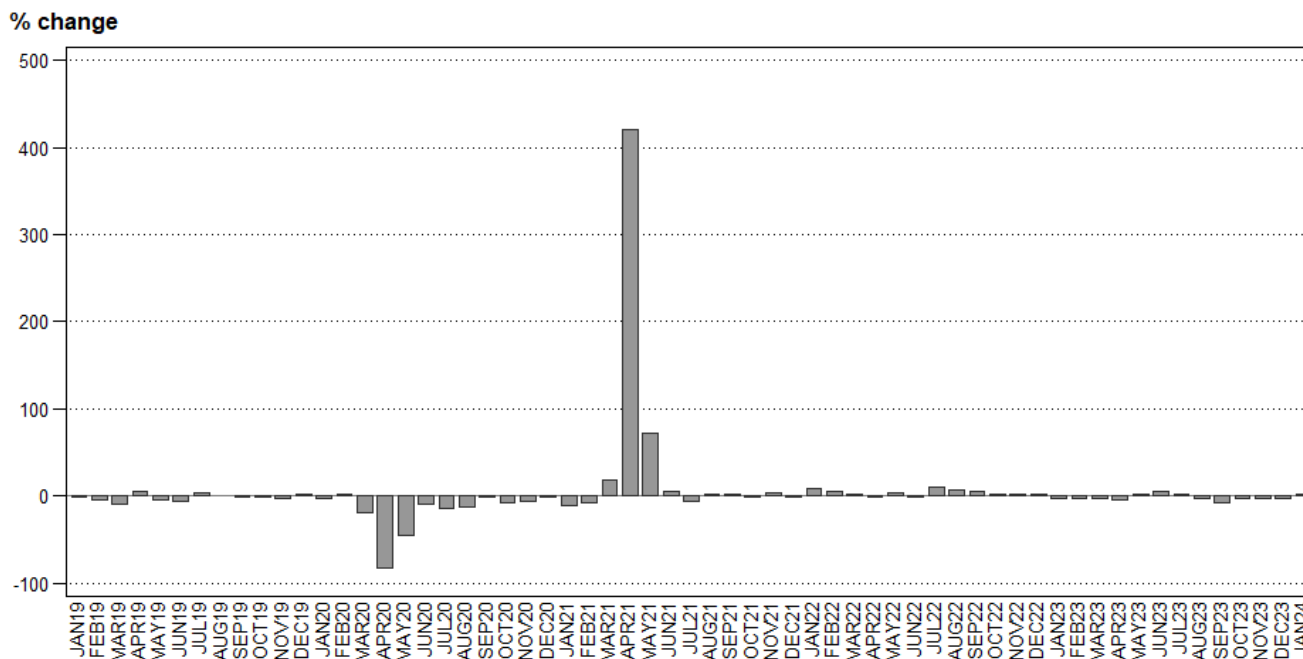


Figure 2 – Motor trade sales at constant 2019 prices: year-on-year percentage change



Sales at current prices: results for January 2024

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

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

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	Nov 2022 – Jan 2023 (R million)	Weight (%)	Nov 2023 – Jan 2024 (R million)	% change between Nov 2022 – Jan 2023 and Nov 2023 – Jan 2024	Contribution (% points) to the total % change
New vehicle sales	54 973	24,0	55 164	0,3	0,1
Used vehicle sales	41 899	18,3	45 063	7,6	1,4
Workshop income	9 181	4,0	8 637	-5,9	-0,2
Income from the sales of accessories	42 846	18,7	46 329	8,1	1,5
Income from fuel sales	74 855	32,7	77 223	3,2	1,0
Income from convenience store sales ¹	5 262	2,3	5 804	10,3	0,2
Total	229 016	100,0	238 221	4,0	4,0

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	Aug – Oct 2023 (R million)	Weight (%)	Nov 2023 – Jan 2024 (R million)	% change between Aug – Oct 2023 and Nov 2023 – Jan 2024	Contribution (% points) to the total % change
New vehicle sales	55 699	23,6	56 080	0,7	0,2
Used vehicle sales	43 415	18,4	45 460	4,7	0,9
Workshop income	9 495	4,0	9 030	-4,9	-0,2
Income from the sales of accessories	48 310	20,4	47 705	-1,3	-0,3
Income from fuel sales	74 200	31,4	75 755	2,1	0,7
Income from convenience store sales ¹	5 366	2,3	5 579	4,0	0,1
Total	236 487	100,0	239 608	1,3	1,3

¹ 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 ¹
Jan	62 312	61 753	59 702	52 879	57 639	56 393	57 765
Feb	62 692	59 753	60 040	55 693	58 531	57 321	
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	
Total	754 664	741 651	616 286	688 257	714 963	701 881	

¹ 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	2,4	2,4
Feb	-4,7	0,5	-7,2	5,1	-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		
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	55 806	61 098	59 262	59 836	-4,5	5,0	0,6	0,9
Feb	57 543	60 421	59 126		3,1	-1,1	-0,2	
Mar	58 797	59 968	58 873		2,2	-0,7	-0,4	
Apr	59 471	59 642	58 769		1,1	-0,5	-0,2	
May	59 030	60 216	59 323		-0,7	1,0	0,9	
Jun	57 589	57 246	59 751		-2,4	-4,9	0,7	
Jul	50 945	58 230	59 628		-11,5	1,7	-0,2	
Aug	57 387	60 102	58 315		12,6	3,2	-2,2	
Sep	58 021	60 572	56 482		1,1	0,8	-3,1	
Oct	57 980	59 643	57 644		-0,1	-1,5	2,1	
Nov	58 535	59 831	57 935		1,0	0,3	0,5	
Dec	58 164	58 894	59 331		-0,6	-1,6	2,4	

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

Type of activity	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24 ¹
New vehicle sales	14 574	14 241	15 050	14 896	13 347	14 127
Used vehicle sales	12 271	11 487	11 963	12 755	10 840	11 906
Workshop income	2 896	2 659	2 773	2 802	2 269	2 259
Income from the sales of accessories	12 663	11 966	12 753	12 636	10 529	11 668
Income from fuel sales	16 312	16 209	15 756	16 444	17 878	16 472
Income from convenience store sales ²	1 360	1 384	1 346	1 400	1 604	1 333
Total	60 076	57 946	59 641	60 933	56 467	57 765

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

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

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	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Month-on-month % change
New vehicle sales	13 077	13 429	14 575	13 945	14 542	15 429	6,1
Used vehicle sales	11 802	11 390	11 156	11 771	12 568	11 896	-5,3
Workshop income	3 026	2 587	2 747	2 661	2 508	2 496	-0,5
Income from the sales of accessories	12 364	11 534	12 778	12 079	11 386	12 240	7,5
Income from fuel sales	16 639	16 148	15 091	16 100	16 907	16 427	-2,8
Income from convenience store sales ¹	1 407	1 394	1 297	1 379	1 420	1 349	-5,0
Total	58 315	56 482	57 644	57 935	59 331	59 836	0,9

¹ Includes 'other' sales and trading income.

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

Month	2018	2019	2020	2021	2022	2023	2024 ¹
Jan	58 657	59 541	60 290	54 016	65 933	71 808	77 706
Feb	58 963	57 901	60 690	57 837	67 781	73 197	
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	
Total	736 937	741 660	617 481	747 778	889 343	928 588	

¹ 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	8,2	8,2
Feb	-1,8	4,8	-4,7	17,2	8,0		
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		
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	57 977	69 959	74 878	79 569	-1,6	4,8	-3,9	-1,2
Feb	59 966	70 021	75 487		3,4	0,1	0,8	
Mar	61 456	70 541	75 809		2,5	0,7	0,4	
Apr	62 544	70 938	74 843		1,8	0,6	-1,3	
May	62 681	72 403	76 347		0,2	2,1	2,0	
Jun	61 614	72 014	78 242		-1,7	-0,5	2,5	
Jul	55 354	75 280	77 494		-10,2	4,5	-1,0	
Aug	63 026	77 645	78 020		13,9	3,1	0,7	
Sep	64 529	78 673	78 132		2,4	1,3	0,1	
Oct	64 938	76 844	80 335		0,6	-2,3	2,8	
Nov	66 533	77 482	79 466		2,5	0,8	-1,1	
Dec	66 728	77 916	80 573		0,3	0,6	1,4	

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

Type of activity	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24 ¹
New vehicle sales	18 697	18 241	19 388	19 244	17 391	18 529
Used vehicle sales	15 340	14 439	15 109	16 179	13 752	15 132
Workshop income	3 360	3 085	3 227	3 270	2 651	2 716
Income from the sales of accessories	16 749	15 800	16 876	16 781	13 952	15 596
Income from fuel sales	23 588	25 163	26 070	25 879	27 406	23 938
Income from convenience store sales ²	1 776	1 815	1 786	1 867	2 144	1 793
Total	79 511	78 544	82 456	83 220	77 295	77 706

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

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

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	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Month-on-month % change
New vehicle sales	18 170	18 203	19 326	18 563	18 781	18 736	-0,2
Used vehicle sales	14 792	14 332	14 291	14 972	15 255	15 233	-0,1
Workshop income	3 288	3 054	3 153	3 125	3 041	2 864	-5,8
Income from the sales of accessories	16 222	15 738	16 350	15 851	15 846	16 008	1,0
Income from fuel sales	23 734	24 989	25 477	25 110	25 719	24 926	-3,1
Income from convenience store sales ¹	1 814	1 815	1 737	1 845	1 932	1 802	-6,7
Total	78 020	78 132	80 335	79 466	80 573	79 569	-1,2

¹ Includes 'other' sales and trading income.

Analysis of revisions

Introduction

Preliminary monthly values for motor trade are published approximately seven weeks after the reference month, e.g. preliminary motor sales for March are published around mid-May. The preliminary values are revised the following month, using additional information received from respondents. This and other reasons for revising motor trade values from time to time are shown in the following revisions schedule.

Revisions schedule for motor trade

Reason for revision	Schedule
Additional information from respondents	Monthly (revision of previous month)
New sample	Annual (July reference month published in September)
New weights for motor deflators	Periodic, approximately four- to five-year intervals
New base year (year for constant prices)	Periodic, approximately four- to five-year intervals

Note that seasonally adjusted values are revised monthly.

Analysis

Revisions may be analysed in terms of several dimensions, namely rand values and/or growth rates (e.g. month-on-month percentage changes, year-on-year percentage changes); current prices and/or constant prices; seasonally adjusted and/or unadjusted data; totals and/or components; preliminary estimate compared with first revision and/or latest available revision; and various combinations of these options.

This analysis is confined to the following:

- Total motor trade, year-on-year growth rate, current prices, unadjusted.
- Preliminary growth rates are compared with the latest available revised growth rates, where the preliminary growth rate refers to the first year-on-year growth rate published for the month in question.
- Time period: January 2012 to December 2023.

Figure 3 shows the preliminary and revised growth rates (line chart, left vertical axis) and the difference between them (bar chart, right vertical axis, where difference = revised - preliminary).

Table 15 provides key results relating to revisions.

Figure 3 – Motor trade year-on-year growth rates: preliminary and revised

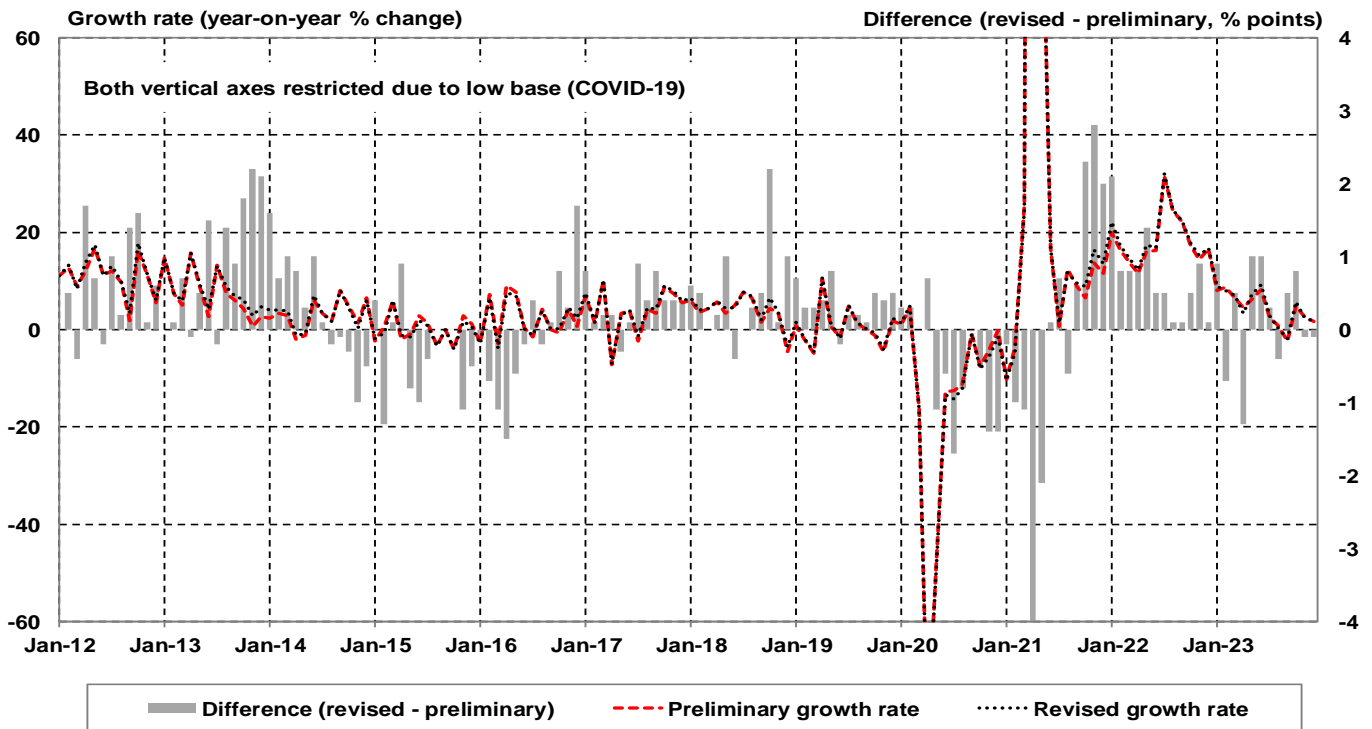


Table 15 – Motor trade year-on-year growth rates: preliminary and revised

Description	Value / outcome	Comment
Average year-on-year growth rate over the whole period	Preliminary: 8,14% Revised: 8,17%	The average of revised growth rates is slightly higher than the average of preliminary growth rates
Mean revision	0,03 of a percentage point	This is the average of the revisions
Mean absolute revision	0,92 of a percentage point	Average of the revisions, but based on the absolute value of each revision (positives and negatives do not cancel each other)
Largest upward revision	2,8 percentage points	Preliminary 13,7% was revised up to 16,5% (November 2021)
Largest downward revision	-36,0 percentage points	Preliminary 528,8% was revised down to 492,8% (April 2021; affected by COVID-19)
Range for all revisions	-36,0 to 2,8 percentage points	
Range within which 90% of the revisions lie	-1,3 to 2,0 percentage points	This may be regarded as the normal range for revisions, with revisions outside this range being outliers
Number of upward revisions	92 (or 63,9% of the total observations)	

Description	Value / outcome	Comment
Number of downward revisions	43 (or 29,9% of the total observations)	
Number of zero revisions	9 (or 6,3% of the total observations)	
Is the mean revision (0,03) significantly different from zero?	No	This indicates that there is no bias in the preliminary estimate – see Note 1 below
Standard deviation of the revisions	3,14 percentage points	Standard deviation is a measure of dispersion about the mean; the result is affected by COVID-19 – see the following two rows
Standard deviation of the revisions, based on 2012–2019	0,80 of a percentage point	
Percentage of revisions that lie within one standard deviation of the mean, based on 2012–2019	77,1%	This is the percentage of revisions that lie between -0,48 and 1,13 percentage points; the higher the percentage, the lower is the dispersion about the mean

Note 1: Is the mean revision significantly different from zero?

The formula for the test statistic is as follows:

$$test\ statistic = \frac{\bar{R}}{\sqrt{\left(\frac{1}{n(n-1)}\right) \left(\sum_{t=1}^n \hat{\epsilon}_t^2 + \frac{3}{4} \sum_{t=2}^n \hat{\epsilon}_t \hat{\epsilon}_{t-1} + \frac{2}{3} \sum_{t=3}^n \hat{\epsilon}_t \hat{\epsilon}_{t-2}\right)}}$$

where

n = number of observations

\bar{R} = mean revision

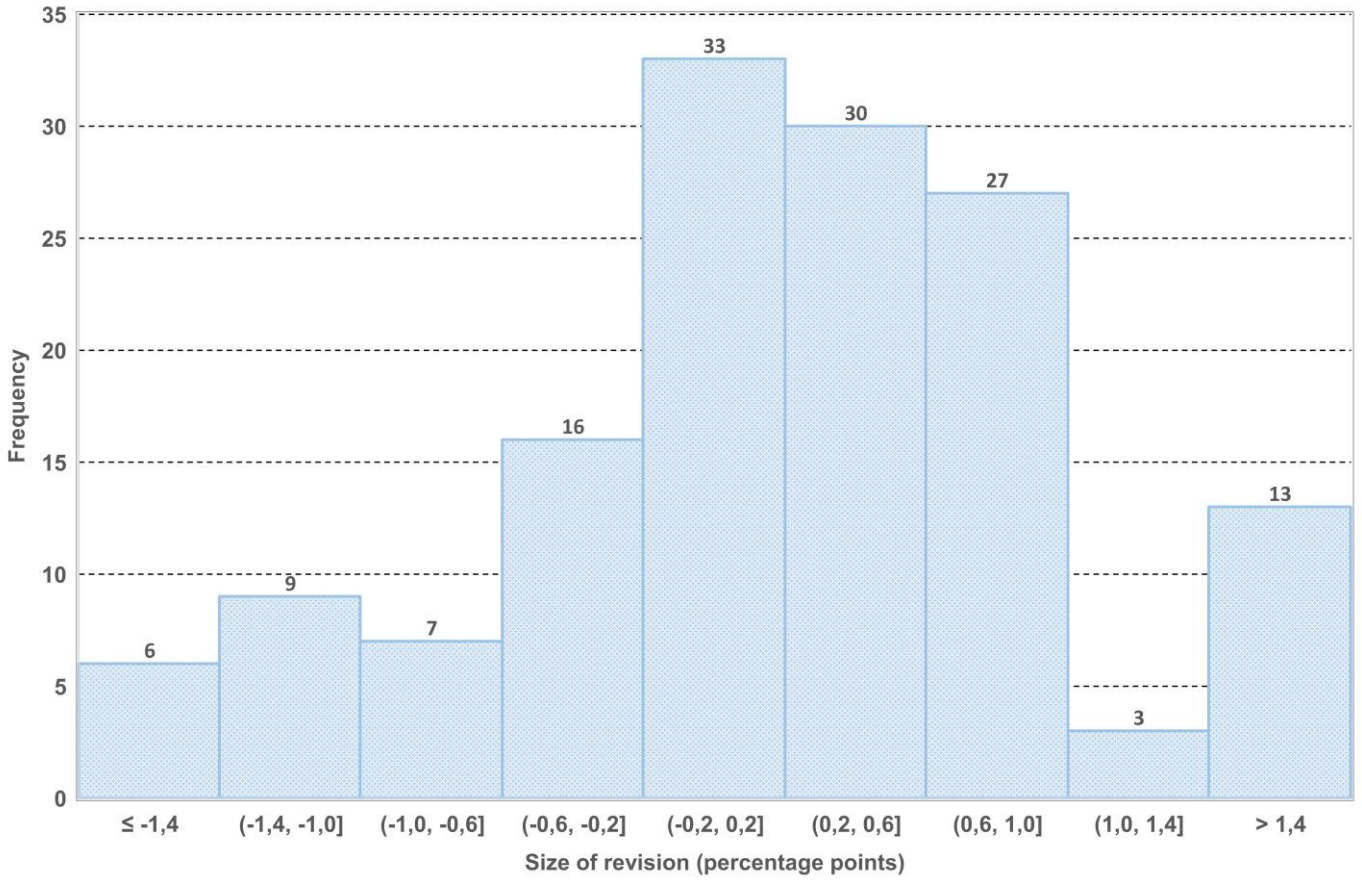
$\hat{\epsilon}_t = R_t - \bar{R}$, with R_t = revision in period t

Note that if the test statistic shows that the mean revision (MR) is significantly different from zero, then there is bias in the preliminary estimates. Bias in a series suggests there is scope to enhance the compilation of that series in an attempt to remove or minimise the bias. $MR > 0$ (statistically significant) implies under-estimation of the preliminary estimates. $MR < 0$ (statistically significant) implies over-estimation of the preliminary estimates.

In this case the test statistic is 0,09, which lies below the critical value of 1,98, indicating that the MR is not significantly different from zero at a 5% significance level. Accordingly, no bias is detected in the preliminary estimates.

Figure 4 shows the revisions in terms of a histogram. There were 33 revisions between -0,2 and 0,2 (-0,2 < revision ≤ 0,2) and 30 revisions between 0,2 and 0,6 (0,2 < revision ≤ 0,6). Around 78,5% of revisions lie between -1,0 and 1,0 percentage point.

Figure 4 – Motor trade year-on-year growth rates: histogram of revisions



Explanatory notes

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 January 2024 was 71,3%. The improved collection rate for December 2023 was 74,3%.
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 – January 2024

	Lower limit (R million)	Sales (R million)	Upper limit (R million)	Relative standard error (RSE) %
Motor trade sales	71 003	77 706	84 408	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

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