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Sales at constant 2019 prices: results for June 2024

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

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

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 9,9% year-on-year in June 2024. The largest negative contributors to this decrease were:

- new vehicle sales (-17,0% and contributing -4,3 percentage points);
- sales of accessories (-17,5% and contributing -3,8 percentage points); and
- fuel sales (-4,0% and contributing -1,0 percentage point) – see Tables 5 and 6.

Seasonally adjusted motor trade sales increased by 4,9% in June 2024 compared with May 2024. This followed month-on-month changes of -6,0% in May 2024 and 6,3% in April 2024.

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

Type of activity	Apr – Jun 2023 (R million)	Weight (%)	Apr – Jun 2024 (R million)	% change between Apr – Jun 2023 and Apr – Jun 2024	Contribution (% points) to the total % change
New vehicle sales	42 863	24,7	38 200	-10,9	-2,7
Used vehicle sales	33 960	19,6	36 007	6,0	1,2
Workshop income	8 577	4,9	7 678	-10,5	-0,5
Income from the sales of accessories	36 220	20,9	33 528	-7,4	-1,5
Income from fuel sales	47 857	27,6	45 134	-5,7	-1,6
Income from convenience store sales ¹	3 939	2,3	3 699	-6,1	-0,1
Total	173 416	100,0	164 246	-5,3	-5,3

¹ Includes 'other' sales and trading income.

Motor trade sales decreased by 5,3% in the second quarter of 2024 compared with the second quarter of 2023. The main negative contributors to this decrease were:

- new vehicle sales (-10,9% and contributing -2,7 percentage points);
- fuel sales (-5,7% and contributing -1,6 percentage points); and
- sales of accessories (-7,4% and contributing -1,5 percentage points).

The only positive contributor was used vehicle sales (6,0% 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	Jan – Mar 2024 (R million)	Weight (%)	Apr – Jun 2024 (R million)	% change between Jan – Mar 2024 and Apr – Jun 2024	Contribution (% points) to the total % change
New vehicle sales	41 816	24,2	40 886	-2,2	-0,5
Used vehicle sales	35 391	20,5	37 094	4,8	1,0
Workshop income	7 441	4,3	7 537	1,3	0,1
Income from the sales of accessories	35 305	20,5	34 139	-3,3	-0,7
Income from fuel sales	48 450	28,1	46 296	-4,4	-1,2
Income from convenience store sales ¹	4 043	2,3	3 862	-4,5	-0,1
Total	172 444	100,0	169 811	-1,5	-1,5

¹ Includes 'other' sales and trading income.

Seasonally adjusted motor trade sales decreased by 1,5% in the second quarter of 2024 compared with the first quarter of 2024. The main negative contributors to this decrease were:

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

The main positive contributor was used vehicle sales (4,8% and contributing 1,0 percentage point) – see Table C.

Figure 1 – Motor trade sales at constant 2019 prices

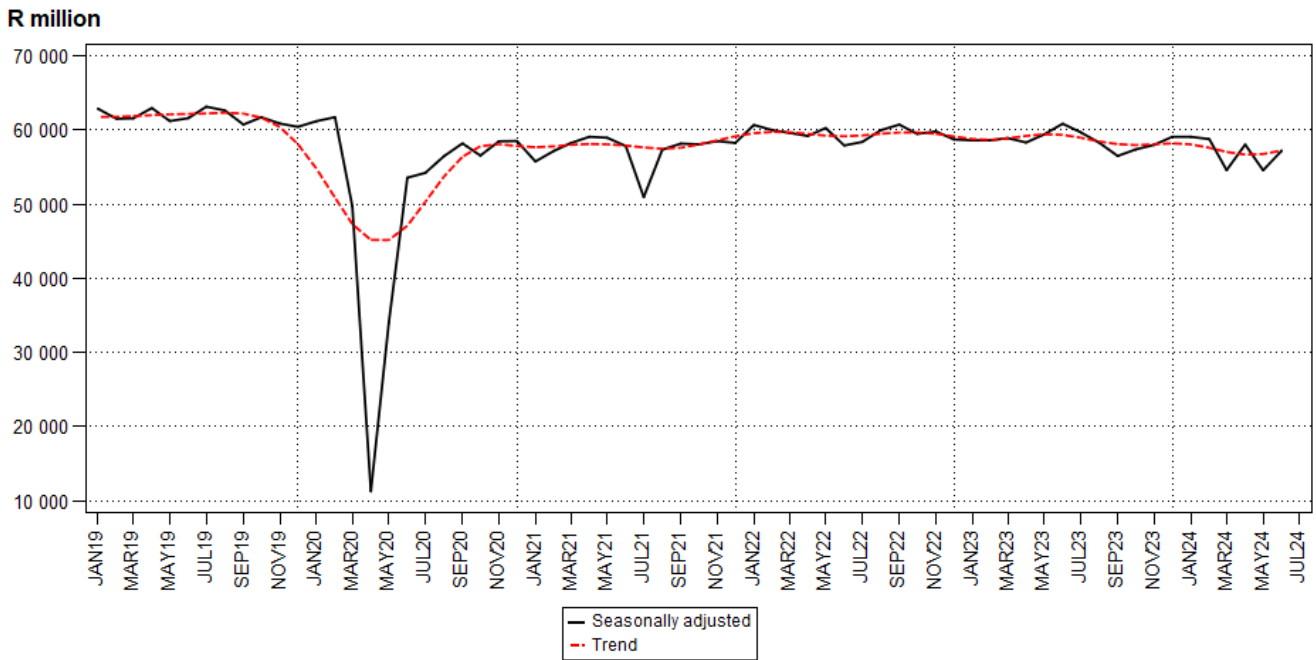
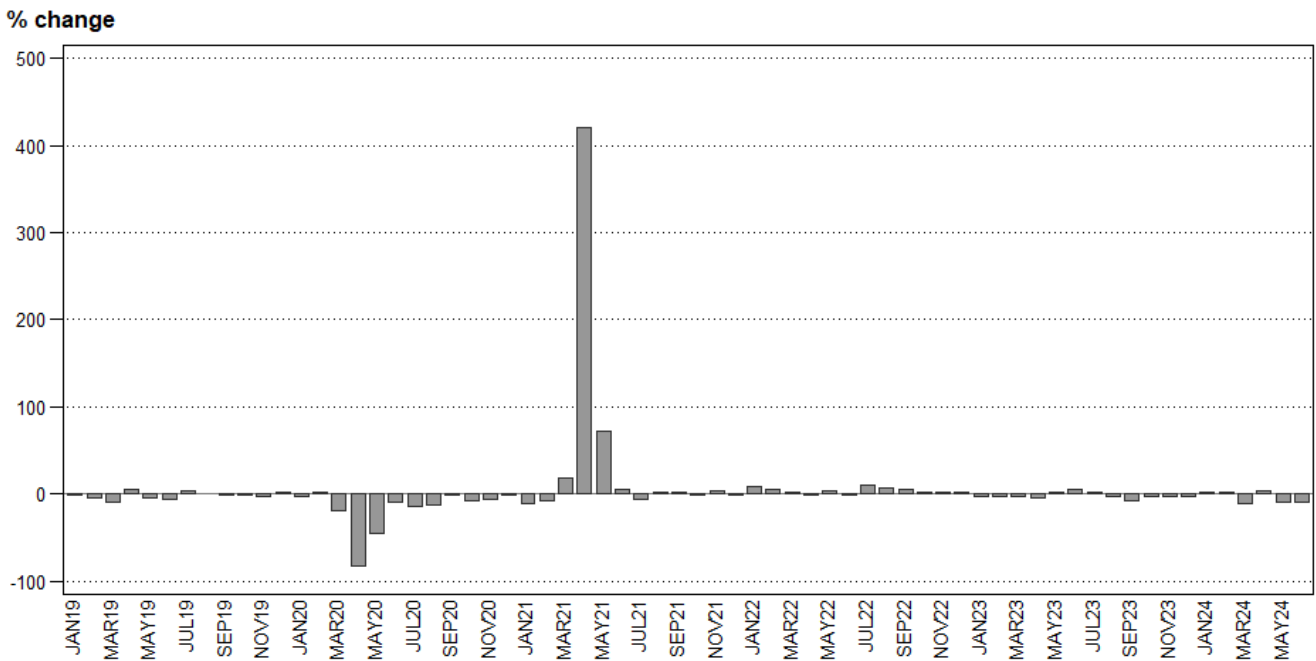


Figure 2 – Motor trade sales at constant 2019 prices: year-on-year percentage change



Sales at current prices: results for June 2024

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

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

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	Apr – Jun 2023 (R million)	Weight (%)	Apr – Jun 2024 (R million)	% change between Apr – Jun 2023 and Apr – Jun 2024	Contribution (% points) to the total % change
New vehicle sales	53 652	23,7	50 197	-6,4	-1,5
Used vehicle sales	41 756	18,4	45 859	9,8	1,8
Workshop income	9 923	4,4	9 287	-6,4	-0,3
Income from the sales of accessories	46 464	20,5	46 512	0,1	0,0
Income from fuel sales	69 582	30,7	71 329	2,5	0,8
Income from convenience store sales ¹	5 078	2,2	5 071	-0,1	0,0
Total	226 452	100,0	228 254	0,8	0,8

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	Jan – Mar 2024 (R million)	Weight (%)	Apr – Jun 2024 (R million)	% change between Jan – Mar 2024 and Apr – Jun 2024	Contribution (% points) to the total % change
New vehicle sales	52 499	22,3	51 611	-1,7	-0,4
Used vehicle sales	45 230	19,2	46 733	3,3	0,6
Workshop income	9 131	3,9	9 085	-0,5	0,0
Income from the sales of accessories	47 999	20,4	46 680	-2,7	-0,6
Income from fuel sales	74 732	31,8	72 471	-3,0	-1,0
Income from convenience store sales ¹	5 555	2,4	5 254	-5,4	-0,1
Total	235 147	100,0	231 834	-1,4	-1,4

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
Jan	62 312	61 753	59 702	52 879	57 639	56 393	57 942
Feb	62 692	59 753	60 040	55 693	58 531	57 321	58 077
Mar	68 754	62 693	51 126	60 913	62 043	60 688	54 525
Apr	57 551	60 446	10 861	56 575	56 417	53 792	55 626
May	64 236	61 985	33 714	58 216	60 095	60 198	55 071
Jun	62 367	58 869	53 146	56 275	56 175	59 426	53 549
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	

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

Month	2019	2020	2021	2022	2023	2024	2024 year-to-date
Jan	-0,9	-3,3	-11,4	9,0	-2,2	2,7	2,7
Feb	-4,7	0,5	-7,2	5,1	-2,1	1,3	2,0
Mar	-8,8	-18,5	19,1	1,9	-2,2	-10,2	-2,2
Apr	5,0	-82,0	420,9	-0,3	-4,7	3,4	-0,9
May	-3,5	-45,6	72,7	3,2	0,2	-8,5	-2,5
Jun	-5,6	-9,7	5,9	-0,2	5,8	-9,9	-3,7
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	55 754	60 681	58 605	59 080	-4,7	4,2	-0,2	0,0
Feb	57 189	59 987	58 609	58 779	2,6	-1,1	0,0	-0,5
Mar	58 231	59 627	58 915	54 585	1,8	-0,6	0,5	-7,1
Apr	59 087	59 195	58 314	58 037	1,5	-0,7	-1,0	6,3
May	58 958	60 267	59 403	54 562	-0,2	1,8	1,9	-6,0
Jun	57 828	57 914	60 849	57 212	-1,9	-3,9	2,4	4,9
Jul	50 950	58 386	59 699		-11,9	0,8	-1,9	
Aug	57 354	59 970	58 289		12,6	2,7	-2,4	
Sep	58 164	60 726	56 497		1,4	1,3	-3,1	
Oct	58 067	59 477	57 381		-0,2	-2,1	1,6	
Nov	58 500	59 816	58 001		0,7	0,6	1,1	
Dec	58 261	58 732	59 079		-0,4	-1,8	1,9	

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

Type of activity	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24
New vehicle sales	14 157	14 369	12 126	12 882	12 755	12 563
Used vehicle sales	11 942	11 733	11 317	12 255	12 025	11 727
Workshop income	2 248	2 674	2 461	2 556	2 633	2 489
Income from the sales of accessories	11 679	12 183	11 360	11 329	11 573	10 626
Income from fuel sales	16 578	15 791	15 823	15 356	14 840	14 938
Income from convenience store sales ¹	1 338	1 327	1 438	1 248	1 245	1 206
Total	57 942	58 077	54 525	55 626	55 071	53 549

¹ 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	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24
New vehicle sales	3,8	-3,9	-23,7	-0,5	-13,7	-17,0
Used vehicle sales	4,4	4,4	-8,1	18,8	0,2	0,8
Workshop income	-7,3	0,5	-11,9	-0,1	-14,8	-15,0
Income from the sales of accessories	5,0	3,5	-9,7	5,1	-7,9	-17,5
Income from fuel sales	1,2	2,6	1,0	-3,0	-9,8	-4,0
Income from convenience store sales ¹	-4,4	2,2	0,1	-7,8	-4,7	-5,8
Total	2,7	1,3	-10,2	3,4	-8,5	-9,9

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

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	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Month-on-month % change
New vehicle sales	15 129	14 871	11 816	13 990	13 093	13 803	5,4
Used vehicle sales	11 821	11 872	11 698	12 654	11 725	12 715	8,4
Workshop income	2 451	2 480	2 510	2 617	2 386	2 534	6,2
Income from the sales of accessories	12 010	12 088	11 207	11 674	11 401	11 064	-3,0
Income from fuel sales	16 333	16 138	15 979	15 823	14 662	15 811	7,8
Income from convenience store sales ¹	1 337	1 331	1 375	1 280	1 296	1 286	-0,8
Total	59 080	58 779	54 585	58 037	54 562	57 212	4,9

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
Jan	58 657	59 541	60 290	54 016	65 933	71 808	77 952
Feb	58 963	57 901	60 690	57 837	67 781	73 197	78 726
Mar	64 527	61 534	51 552	64 253	73 561	78 787	75 478
Apr	54 884	60 799	10 237	60 682	68 150	70 413	77 536
May	61 995	62 861	31 301	62 612	73 534	78 795	76 795
Jun	61 110	59 989	51 939	60 618	70 764	77 244	73 923
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	

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

Month	2019	2020	2021	2022	2023	2024	2024 year-to-date
Jan	1,5	1,3	-10,4	22,1	8,9	8,6	8,6
Feb	-1,8	4,8	-4,7	17,2	8,0	7,6	8,1
Mar	-4,6	-16,2	24,6	14,5	7,1	-4,2	3,7
Apr	10,8	-83,2	492,8	12,3	3,3	10,1	5,3
May	1,4	-50,2	100,0	17,4	7,2	-2,5	3,6
Jun	-1,8	-13,4	16,7	16,7	9,2	-4,3	2,3
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	57 865	69 688	74 536	79 418	-1,5	4,6	-4,1	-1,3
Feb	59 776	69 753	75 143	80 216	3,3	0,1	0,8	1,0
Mar	61 427	70 515	75 874	75 513	2,8	1,1	1,0	-5,9
Apr	62 399	70 822	74 754	78 644	1,6	0,4	-1,5	4,1
May	63 174	73 138	77 314	75 534	1,2	3,3	3,4	-4,0
Jun	61 984	72 377	78 582	77 656	-1,9	-1,0	1,6	2,8
Jul	55 470	75 479	77 585		-10,5	4,3	-1,3	
Aug	63 106	77 718	78 102		13,8	3,0	0,7	
Sep	64 459	78 608	78 059		2,1	1,1	-0,1	
Oct	64 762	76 464	79 893		0,5	-2,7	2,3	
Nov	66 316	77 367	79 331		2,4	1,2	-0,7	
Dec	66 646	77 747	80 494		0,5	0,5	1,5	

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

Type of activity	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24
New vehicle sales	18 568	18 788	15 917	16 932	16 771	16 494
Used vehicle sales	15 178	14 928	14 413	15 613	15 317	14 929
Workshop income	2 702	3 215	2 973	3 093	3 184	3 010
Income from the sales of accessories	15 611	16 407	15 387	15 668	15 968	14 876
Income from fuel sales	24 092	23 595	24 834	24 526	23 849	22 954
Income from convenience store sales ¹	1 800	1 792	1 953	1 705	1 706	1 660
Total	77 952	78 726	75 478	77 536	76 795	73 923

¹ 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	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24
New vehicle sales	12,3	3,1	-18,5	4,7	-9,4	-13,1
Used vehicle sales	10,5	9,9	-3,7	23,8	3,8	3,8
Workshop income	-2,9	5,0	-8,0	4,5	-10,9	-11,2
Income from the sales of accessories	11,7	10,0	-4,5	14,2	-0,8	-10,6
Income from fuel sales	4,5	8,2	7,3	5,6	-1,3	3,4
Income from convenience store sales ¹	4,3	10,8	7,6	-1,7	1,4	-0,1
Total	8,6	7,6	-4,2	10,1	-2,5	-4,3

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

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	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Month-on-month % change
New vehicle sales	18 678	18 572	15 249	17 319	16 675	17 617	5,6
Used vehicle sales	15 252	15 217	14 761	16 096	15 005	15 632	4,2
Workshop income	2 841	3 224	3 066	3 103	2 925	3 057	4,5
Income from the sales of accessories	15 946	16 332	15 721	15 757	15 315	15 608	1,9
Income from fuel sales	24 895	25 004	24 833	24 639	23 856	23 976	0,5
Income from convenience store sales ¹	1 806	1 867	1 882	1 730	1 758	1 766	0,5
Total	79 418	80 216	75 513	78 644	75 534	77 656	2,8

¹ Includes 'other' sales and trading income.

Explanatory notes

- Introduction** 1 Statistics South Africa (Stats SA) conducts a monthly survey covering enterprises in the motor trade industry (see point 3 below). This survey is based on a sample drawn from Stats SA's 2023 statistical business register (SBR) that contains businesses registered at the South African Revenue Service (SARS) for value-added tax (VAT). Stats SA continuously updates its SBR, which is linked to the SARS administrative data. Published motor trade sales estimates exclude VAT.
- Purpose of the survey** 2 The results of the monthly motor trade sales survey are used to compile estimates of the gross domestic product (GDP) and its components, which are used in monitoring the state of the economy and formulation of economic policy. These statistics are also used in the analysis of comparative business and industry performance.
- Scope of the survey** 3 The survey collects information from a sample of enterprises in South Africa that are predominantly involved in motor trade. These enterprises include:
- motor vehicle dealers, filling stations and workshops;
 - 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** 4 The 1993 edition of the *Standard Industrial Classification of All Economic Activities* (SIC), Fifth Edition, Report No. 09-90-02, was used to classify the statistical units in the survey. The SIC is based on the 1990 *International Standard Industrial Classification of All Economic Activities* (ISIC) with suitable adaptations for local conditions. Each enterprise is classified to the industry which reflects its predominant activity. Statistics in this publication are presented at SIC group four-digit level.
- Collection rate** 5 The preliminary collection rate for the survey on motor trade sales for June 2024 was 70,4%. The revised collection rate for May 2024 was 74,6%.
- Statistical unit** 6 The statistical unit for which information is compiled and published is the enterprise, defined as a legal unit or a combination of legal units that includes and directly controls all functions necessary to carry out its sales and service activities.
- Revised figures** 7 Revised figures are mainly due to late submission of data to Stats SA, or respondents reporting revisions or corrections to their figures. The reasons for routine revisions are outlined in the following schedule. Any unscheduled revisions will be promptly indicated in relevant tables to maintain transparency and accuracy. It is important to note that seasonally adjusted figures are revised monthly.

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

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

Technical notes

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

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

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

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

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

Measure of size classes (Rand)

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

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

- Seasonal adjustment** 5 Seasonally adjusted estimates are generated each month using the X-12-ARIMA Seasonal Adjustment Program developed by the United States Census Bureau. Seasonal adjustment is a means of removing the estimated effects of normal seasonal variation from the series so that the effects of other influences on the series can be recognised more clearly. Seasonal adjustment does not aim to remove irregular or non-seasonal influences which may be present in any particular month. Influences that are volatile or unsystematic can still make it difficult to interpret the movement of the series even after adjustment for seasonal variations. Therefore, the month-to-month movements of seasonally adjusted estimates may not be reliable indicators of trend behaviour. The X-12-ARIMA procedure for motor trade sales is described in more detail on the Stats SA website at:
[Click to download seasonal adjustment motor trade sales January 2023.](#)
- Trend cycle** 6 The trend is the long-term pattern or movement of a time series. The X-12-ARIMA Seasonal Adjustment Program is used for smoothing seasonally adjusted estimates to estimates of the underlying trend cycle.
- Constant prices** 7 Motor trade sales at constant prices by type of activity are obtained by deflating estimated sales at current prices by the relevant weighted price index. To obtain total motor trade sales at constant prices, estimates of the deflated sales for each type of activity are aggregated.
- Reliability of estimates** 8 Data presented in this publication are based on information obtained from a sample and are, therefore, subject to sampling variability; that is, they may differ from the figures that would have been produced if the data had been obtained from all enterprises in the motor trade industry in South Africa. Estimates are subject to sampling and non-sampling errors.

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

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

	Lower limit (R million)	Sales (R million)	Upper limit (R million)	Relative standard error (RSE) %
Motor trade sales	68 529	73 923	79 318	3,7

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

Glossary

Enterprise

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

Industry

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

Symbols and abbreviations

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

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Stats SA publishes approximately 300 different statistical releases each year. It is not economically viable to produce them in more than one of South Africa's 12 official languages. Since the releases are used extensively locally and by international economic and social-scientific communities, Stats SA releases are published in English only.

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