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Sales at constant 2019 prices: results for March 2023

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

	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23
Year-on-year % change, unadjusted	2,7	0,8	1,8	-2,5	-2,2	-2,8
Month-on-month % change, seasonally adjusted	-1,9	-0,7	0,1	-1,7	0,7	-1,0
3-month % change, seasonally adjusted 1/	2,0	1,6	-0,9	-2,0	-2,0	-1,8

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 2,8% year-on-year in March 2023. Negative annual growth rates were recorded for:

- used vehicle sales (-12,1%);
- convenience store sales (-7,1%);
- workshop income (-2,6%); and
- new vehicle sales (-2,3%) – see Table 5.

The largest negative contributor to this decrease was used vehicle sales (contributing -2,6 percentage points) – see Table 6.

Seasonally adjusted motor trade sales decreased by 1,0% in March 2023 compared with February 2023. This followed month-on-month changes of 0,7% in February 2023 and -1,7% in January 2023. In the first quarter of 2023, seasonally adjusted motor trade sales decreased by 1,8% compared with the fourth quarter of 2022.

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

Type of activity	Jan – Mar 2022 (R million)	Weight (%)	Jan – Mar 2023 (R million)	% change between Jan – Mar 2022 and Jan – Mar 2023	Contribution (% points) to the total % change
New vehicle sales	43 794	25,1	43 710	-0,2	-0,1
Used vehicle sales	37 617	21,6	33 217	-11,7	-2,5
Workshop income	11 270	6,5	10 820	-4,0	-0,3
Income from the sales of accessories	29 996	17,2	30 591	2,0	0,3
Income from fuel sales	45 538	26,1	45 793	0,6	0,2
Income from convenience store sales 1/	6 059	3,5	5 793	-4,4	-0,2
Total	174 274	100,0	169 924	-2,5	-2,5

1/ Includes 'other' sales and trading income.

Motor trade sales decreased by 2,5% in the first quarter of 2023 compared with the first quarter of 2022. The main negative contributor to this decrease was used vehicle sales (-11,7% and contributing -2,5 percentage points) – see Table B.

Figure 1 – Motor trade sales at constant 2019 prices

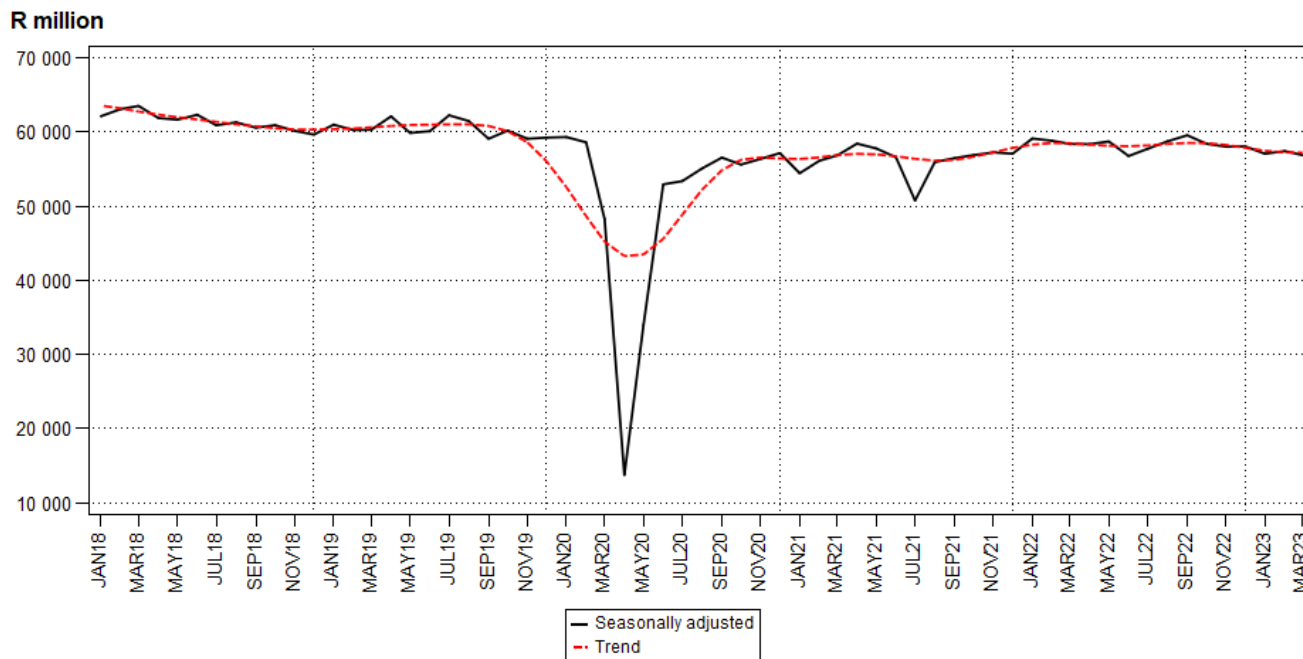
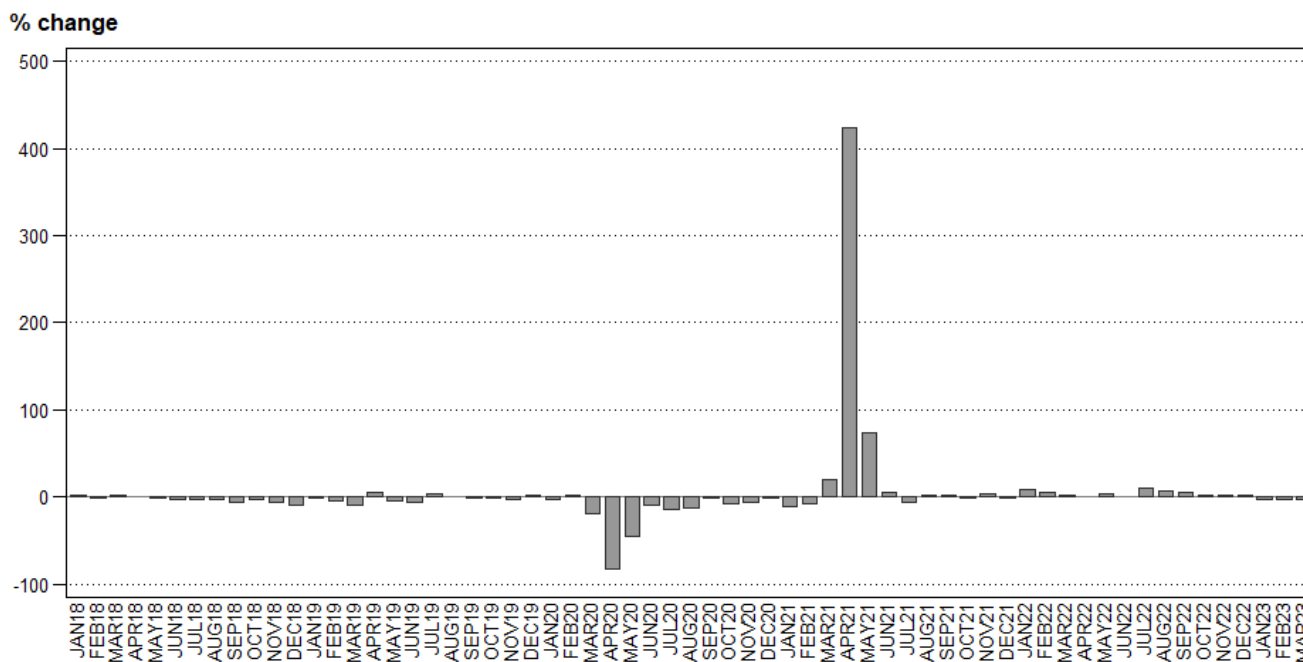


Figure 2 – Motor trade sales at constant 2019 prices: year-on-year percentage change



Sales at current prices: results for March 2023

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

	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23
Year-on-year % change, unadjusted	17,8	14,9	16,0	8,6	7,9	6,6
Month-on-month % change, seasonally adjusted	-1,1	0,9	0,4	-3,4	0,7	0,0
3-month % change, seasonally adjusted 1/	5,5	3,7	1,4	-0,3	-1,4	-2,3

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

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

Type of activity	Jan – Mar 2022 (R million)	Weight (%)	Jan – Mar 2023 (R million)	% change between Jan – Mar 2022 and Jan – Mar 2023	Contribution (% points) to the total % change
New vehicle sales	49 644	24,6	53 340	7,4	1,8
Used vehicle sales	39 766	19,7	40 136	0,9	0,2
Workshop income	12 046	6,0	12 455	3,4	0,2
Income from the sales of accessories	35 398	17,5	38 790	9,6	1,7
Income from fuel sales	58 633	29,0	65 671	12,0	3,5
Income from convenience store sales 1/	6 676	3,3	7 222	8,2	0,3
Total	202 163	100,0	217 615	7,6	7,6

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	59 894	60 742	60 226	58 216	51 631	56 349	54 952
Feb	61 174	61 120	58 299	58 548	54 390	57 242	56 005
Mar	66 790	67 052	61 130	49 858	59 501	60 683	58 967
Apr	56 107	56 128	58 953	10 560	55 282	55 267	
May	63 401	62 652	60 455	32 848	56 899	58 671	
Jun	62 578	60 844	57 431	51 868	54 997	55 016	
Jul	62 781	61 614	63 642	54 436	51 332	56 372	
Aug	64 180	62 695	62 688	54 737	56 341	60 044	
Sep	62 822	59 111	58 278	57 399	57 863	61 413	
Oct	66 111	64 314	64 005	58 754	58 309	59 883	
Nov	67 686	64 014	61 976	58 439	60 698	61 159	
Dec	61 354	55 876	56 288	55 738	55 345	56 346	
Total	754 878	736 162	723 371	601 401	672 588	698 445	

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	-0,8	-3,3	-11,3	9,1	-2,5	-2,5
Feb	-0,1	-4,6	0,4	-7,1	5,2	-2,2	-2,3
Mar	0,4	-8,8	-18,4	19,3	2,0	-2,8	-2,5
Apr	0,0	5,0	-82,1	423,5	0,0		
May	-1,2	-3,5	-45,7	73,2	3,1		
Jun	-2,8	-5,6	-9,7	6,0	0,0		
Jul	-1,9	3,3	-14,5	-5,7	9,8		
Aug	-2,3	0,0	-12,7	2,9	6,6		
Sep	-5,9	-1,4	-1,5	0,8	6,1		
Oct	-2,7	-0,5	-8,2	-0,8	2,7		
Nov	-5,4	-3,2	-5,7	3,9	0,8		
Dec	-8,9	0,7	-1,0	-0,7	1,8		
Total	-2,5	-1,7	-16,9	11,8	3,8		

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	59 320	54 440	59 122	57 061	0,1	-4,7	3,6	-1,7
Feb	58 608	56 124	58 822	57 435	-1,2	3,1	-0,5	0,7
Mar	48 248	56 842	58 388	56 870	-17,7	1,3	-0,7	-1,0
Apr	13 712	58 434	58 364		-71,6	2,8	0,0	
May	33 939	57 786	58 730		147,5	-1,1	0,6	
Jun	52 933	56 599	56 757		56,0	-2,1	-3,4	
Jul	53 378	50 756	57 739		0,8	-10,3	1,7	
Aug	55 088	55 936	58 741		3,2	10,2	1,7	
Sep	56 548	56 475	59 558		2,7	1,0	1,4	
Oct	55 608	56 887	58 415		-1,7	0,7	-1,9	
Nov	56 378	57 245	58 018		1,4	0,6	-0,7	
Dec	57 153	57 071	58 054		1,4	-0,3	0,1	

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

Type of activity	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23 1/
New vehicle sales	15 233	16 252	15 085	13 445	14 656	15 609
Used vehicle sales	12 431	12 439	10 145	10 975	10 746	11 496
Workshop income	3 899	4 234	3 583	3 328	3 657	3 835
Income from the sales of accessories	10 055	10 780	8 997	9 549	10 286	10 756
Income from fuel sales	16 176	15 529	16 275	15 656	14 814	15 323
Income from convenience store sales 2/	2 089	1 925	2 261	1 999	1 846	1 948
Total	59 883	61 159	56 346	54 952	56 005	58 967

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	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23
New vehicle sales	17,1	16,4	21,6	0,2	1,8	-2,3
Used vehicle sales	-5,3	-10,0	-12,0	-10,4	-12,6	-12,1
Workshop income	11,8	15,2	8,1	-4,9	-4,6	-2,6
Income from the sales of accessories	-0,4	-0,9	-3,2	-1,9	4,1	3,6
Income from fuel sales	-1,9	-4,8	-1,2	1,3	-0,4	0,8
Income from convenience store sales 1/	0,0	-6,6	-3,5	-0,3	-5,6	-7,1
Total	2,7	0,8	1,8	-2,5	-2,2	-2,8

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	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23
New vehicle sales	3,8	3,8	4,8	0,0	0,5	-0,6
Used vehicle sales	-1,2	-2,3	-2,5	-2,3	-2,7	-2,6
Workshop income	0,7	0,9	0,5	-0,3	-0,3	-0,2
Income from the sales of accessories	-0,1	-0,2	-0,5	-0,3	0,7	0,6
Income from fuel sales	-0,5	-1,3	-0,4	0,4	-0,1	0,2
Income from convenience store sales 1/	0,0	-0,2	-0,1	0,0	-0,2	-0,2
Total	2,7	0,8	1,8	-2,5	-2,2	-2,8

1/ Includes 'other' sales and trading income.

Table 7 – Motor trade sales at current prices (R million)

Month	2017	2018	2019	2020	2021	2022	2023 1/
Jan	53 674	57 211	58 073	58 804	52 684	64 307	69 808
Feb	55 299	57 509	56 474	59 193	56 411	66 109	71 360
Mar	60 342	62 936	60 017	50 282	62 668	71 747	76 447
Apr	50 530	53 531	59 300	9 984	59 186	66 563	
May	57 943	60 467	61 310	30 529	61 068	71 587	
Jun	56 987	59 603	58 510	50 658	59 124	69 060	
Jul	56 489	60 840	63 926	54 854	55 584	73 233	
Aug	58 110	62 122	63 025	55 427	61 961	77 045	
Sep	57 576	58 713	58 745	58 247	63 794	77 864	
Oct	61 135	65 150	64 669	59 408	64 650	76 149	
Nov	62 889	65 163	62 465	58 928	68 640	78 848	
Dec	57 515	55 523	56 859	55 940	63 570	73 737	
Total	688 489	718 768	723 373	602 254	729 340	866 249	

1/ Figures for the latest month are preliminary.

Table 8 – 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	8,6	8,6
Feb	4,0	-1,8	4,8	-4,7	17,2	7,9	8,2
Mar	4,3	-4,6	-16,2	24,6	14,5	6,6	7,6
Apr	5,9	10,8	-83,2	492,8	12,5		
May	4,4	1,4	-50,2	100,0	17,2		
Jun	4,6	-1,8	-13,4	16,7	16,8		
Jul	7,7	5,1	-14,2	1,3	31,8		
Aug	6,9	1,5	-12,1	11,8	24,3		
Sep	2,0	0,1	-0,8	9,5	22,1		
Oct	6,6	-0,7	-8,1	8,8	17,8		
Nov	3,6	-4,1	-5,7	16,5	14,9		
Dec	-3,5	2,4	-1,6	13,6	16,0		
Total	4,4	0,6	-16,7	21,1	18,8		

Table 9 – Seasonally adjusted motor trade sales at current prices

Month	R million				Month-on-month % change			
	2020	2021	2022	2023	2020	2021	2022	2023
Jan	60 734	56 159	68 233	73 268	1,5	-3,3	4,3	-3,4
Feb	61 709	58 700	68 502	73 798	1,6	4,5	0,4	0,7
Mar	48 655	60 169	69 270	73 794	-21,2	2,5	1,1	0,0
Apr	13 848	62 471	70 181		-71,5	3,8	1,3	
May	30 061	60 706	70 530		117,1	-2,8	0,5	
Jun	51 261	60 257	70 565		70,5	-0,7	0,0	
Jul	52 658	53 778	72 484		2,7	-10,8	2,7	
Aug	54 939	60 702	74 837		4,3	12,9	3,2	
Sep	57 022	62 270	75 666		3,8	2,6	1,1	
Oct	56 343	62 895	74 821		-1,2	1,0	-1,1	
Nov	56 619	65 154	75 510		0,5	3,6	0,9	
Dec	58 077	65 439	75 814		2,6	0,4	0,4	

Table 10 – Motor trade sales at current prices by type of activity (R million)

Type of activity	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23 1/
New vehicle sales	17 981	19 449	18 094	16 303	17 861	19 176
Used vehicle sales	14 567	14 773	12 111	13 182	12 984	13 970
Workshop income	4 368	4 743	4 020	3 818	4 205	4 432
Income from the sales of accessories	12 479	13 543	11 229	12 002	13 024	13 764
Income from fuel sales	24 227	24 003	25 528	22 038	20 989	22 644
Income from convenience store sales 2/	2 526	2 338	2 755	2 465	2 298	2 459
Total	76 149	78 848	73 737	69 808	71 360	76 447

1/ Figures are preliminary.

2/ Includes 'other' sales and trading income.

Table 11 – Year-on-year percentage change in motor trade sales at current prices by type of activity

Type of activity	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23
New vehicle sales	23,1	23,6	29,3	7,6	9,4	5,6
Used vehicle sales	8,1	3,5	2,0	3,2	0,0	-0,2
Workshop income	18,1	21,6	14,4	2,4	2,9	4,8
Income from the sales of accessories	6,0	7,8	4,2	5,5	11,6	11,4
Income from fuel sales	28,5	20,4	22,3	15,6	11,1	9,5
Income from convenience store sales 1/	12,1	4,9	8,4	12,2	6,9	5,5
Total	17,8	14,9	16,0	8,6	7,9	6,6

1/ Includes 'other' sales and trading income.

Table 12 – Contribution of each type of activity to the year-on-year percentage change in motor trade sales at current prices

Type of activity	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23
New vehicle sales	5,2	5,4	6,4	1,8	2,3	1,4
Used vehicle sales	1,7	0,7	0,4	0,6	0,0	0,0
Workshop income	1,0	1,2	0,8	0,1	0,2	0,3
Income from the sales of accessories	1,1	1,4	0,7	1,0	2,0	2,0
Income from fuel sales	8,3	5,9	7,3	4,6	3,2	2,7
Income from convenience store sales 1/	0,4	0,2	0,3	0,4	0,2	0,2
Total	17,8	14,9	16,0	8,6	7,9	6,6

1/ Includes 'other' sales and trading income.

Survey information

Introduction	1	Statistics South Africa (Stats SA) conducts a monthly survey covering enterprises in the motor trade industry (see point 4 below). This survey is based on a sample drawn from Stats SA's 2022 business sampling frame (BSF) that contains businesses registered at the South African Revenue Service (SARS) for value-added tax (VAT). Stats SA continuously updates its BSF, which is linked to the SARS administrative data.
	2	In order to improve timeliness, some information for the latest month had to be estimated due to late response. These estimates will be revised in future statistical releases as soon as information becomes available. Published motor trade sales estimates exclude VAT.
Purpose of the survey	3	The results of the monthly motor trade sales survey are used to compile estimates of the gross domestic product (GDP) and its components, which are used in monitoring the state of the economy and formulation of economic policy. These statistics are also used in the analysis of comparative business and industry performance.
Scope of the survey	4	The survey collects information from a sample of enterprises in South Africa that are predominantly involved in motor trade. These enterprises include: <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 March 2023 was 76,5%. The improved collection rate for February 2023 was 81,5%.
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 910 enterprises from a population of 10 328 enterprises. Completed questionnaires are required to be returned to Stats SA within ten days after the end of the reference month. Email, fax and telephone reminders are used to follow up on non-respondents.
- 2 A stratified random sample was drawn in April 2022 from Stats SA's business sampling frame (BSF) at the SIC four-digit level. Strata were formed using a combination of SIC and the measure of size classes for enterprises (see point three 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 3,8%.

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

Measure of size classes (Rand)

Enterprise size	Size group	Lower limit	Upper limit
Very small	4	2 334 640	18 000 000
Small	3	18 000 001	85 500 000
Medium	2	85 500 001	175 500 000
Large	1	175 500 001	

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

- Seasonal adjustment** 5 Seasonally adjusted estimates are generated each month using the X-12-ARIMA Seasonal Adjustment Program developed by the United States Census Bureau. Seasonal adjustment is a means of removing the estimated effects of normal seasonal variation from the series so that the effects of other influences on the series can be recognised more clearly. Seasonal adjustment does not aim to remove irregular or non-seasonal influences which may be present in any particular month. Influences that are volatile or unsystematic can still make it difficult to interpret the movement of the series even after adjustment for seasonal variations. Therefore, the month-to-month movements of seasonally adjusted estimates may not be reliable indicators of trend behaviour. The X-12-ARIMA procedure for motor trade sales is described in more detail on the Stats SA website at:
[Click to download seasonal adjustment motor trade sales 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 – March 2023

	Upper limit (R million)	Sales (R million)	Upper limit (R million)	Relative standard error (RSE) %
Motor trade sales	71 769	76 447	81 125	3,1

- 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

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

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