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## **STATISTICAL RELEASE**

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# **Motor trade sales (Preliminary)**

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

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

|  | Oct-23 | Nov-23 | Dec-23 | Jan-24 | Feb-24 | Mar-24 |
|--|--------|--------|--------|--------|--------|--------|
| Year-on-year % change, unadjusted                  | -2,6   | -2,9   | -2,5   | 2,7    | 1,3    | -10,4  |
| Month-on-month % change, seasonally adjusted       | 1,6    | 1,0    | 3,1    | -2,8   | -0,1   | -7,0   |
| 3-month % change, seasonally adjusted <sup>1</sup> | -2,7   | -2,6   | 0,9    | 2,2    | 2,3    | -2,9   |

<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 decreased by 10,4% year-on-year in March 2024. The largest negative annual growth rates were recorded for:

- new vehicle sales (-23,7%);
- workshop income (-14,3%);
- sales of accessories (-9,9%); and
- used vehicle sales (-9,3%) – see Table 5.

The largest negative contributors to this decrease were:

- new vehicle sales (contributing -6,2 percentage points);
- sales of accessories (contributing -2,0 percentage points); and
- used vehicle sales (contributing -1,9 percentage points) – see Table 6.

Seasonally adjusted motor trade sales decreased by 7,0% in March 2024 compared with February 2024. This followed month-on-month changes of -0,1% in February 2024 and -2,8% in January 2024.

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

| Type of activity                                 | Jan – Mar 2023<br>(R million) | Weight (%)   | Jan – Mar 2024<br>(R million) | % change between Jan – Mar 2023 and Jan – Mar 2024 | Contribution (% points) to the total % change |
|--|-------------------------------|--------------|-------------------------------|--|---|
| New vehicle sales                                | 44 472                        | 25,5         | 40 655                        | -8,6   | -2,2  |
| Used vehicle sales                               | 34 995                        | 20,1         | 34 854                        | -0,4   | -0,1  |
| Workshop income                                  | 7 883                         | 4,5          | 7 317                         | -7,2   | -0,3  |
| Income from the sales of accessories             | 35 480                        | 20,3         | 35 205                        | -0,8   | -0,2  |
| Income from fuel sales                           | 47 437                        | 27,2         | 48 293                        | 1,8  | 0,5   |
| Income from convenience store sales <sup>1</sup> | 4 135                         | 2,4          | 4 057                         | -1,9   | 0,0   |
| <b>Total</b>                                     | <b>174 402</b>                | <b>100,0</b> | <b>170 381</b>                | <b>-2,3</b>  | <b>-2,3</b>                                   |

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

Motor trade sales decreased by 2,3% in the first quarter of 2024 compared with the first quarter of 2023. The main negative contributor to this decrease was new vehicle sales (-8,6% and contributing -2,2 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                                 | Oct – Dec 2023<br>(R million) | Weight (%)   | Jan – Mar 2024<br>(R million) | % change between Oct – Dec 2023 and Jan – Mar 2024 | Contribution (% points) to the total % change |
|--|-------------------------------|--------------|-------------------------------|--|---|
| New vehicle sales                                | 44 630                        | 25,3         | 40 252                        | -9,8   | -2,5  |
| Used vehicle sales                               | 35 506                        | 20,1         | 35 131                        | -1,1   | -0,2  |
| Workshop income                                  | 7 872                         | 4,5          | 7 459                         | -5,2   | -0,2  |
| Income from the sales of accessories             | 36 208                        | 20,5         | 35 634                        | -1,6   | -0,3  |
| Income from fuel sales                           | 48 015                        | 27,2         | 48 646                        | 1,3  | 0,4   |
| Income from convenience store sales <sup>1</sup> | 4 104                         | 2,3          | 4 040                         | -1,6   | 0,0   |
| <b>Total</b>                                     | <b>176 333</b>                | <b>100,0</b> | <b>171 161</b>                | <b>-2,9</b>  | <b>-2,9</b>                                   |

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

Seasonally adjusted motor trade sales decreased by 2,9% in the first quarter of 2024 compared with the fourth quarter of 2023. The main negative contributor to this decrease was new vehicle sales (-9,8% and contributing -2,5 percentage points) – see Table C.

Figure 1 – Motor trade sales at constant 2019 prices

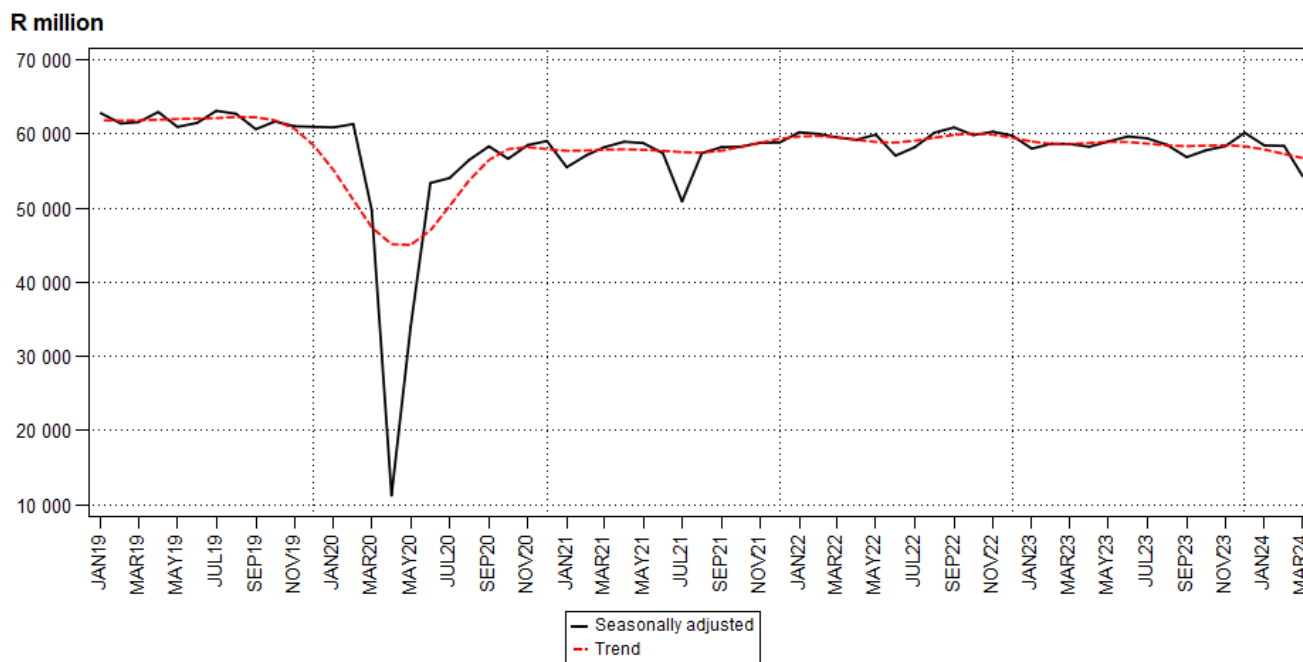
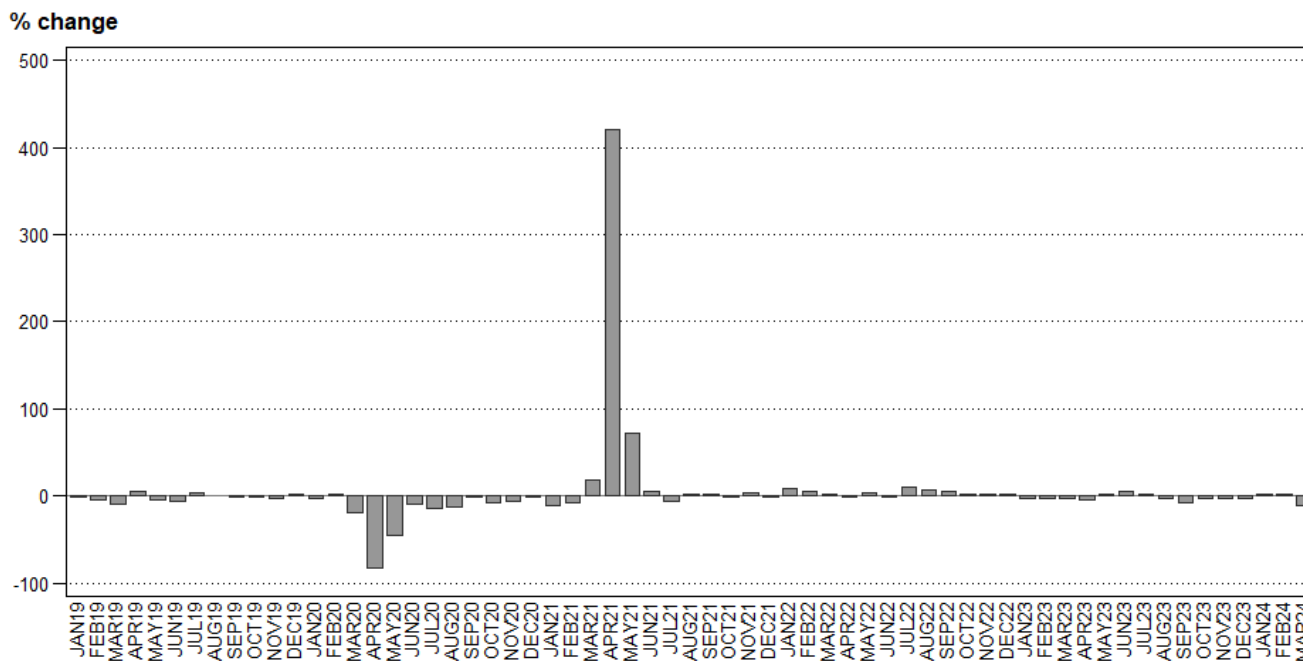


Figure 2 – Motor trade sales at constant 2019 prices: year-on-year percentage change



## Sales at current prices: results for March 2024

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

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

<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                                 | Jan – Mar<br>2023<br>(R million) | Weight<br>(%) | Jan – Mar<br>2024<br>(R million) | % change<br>between<br>Jan – Mar<br>2023<br>and<br>Jan – Mar<br>2024 | Contribution<br>(% points) to<br>the total<br>% change |
|--|----------------------------------|---------------|----------------------------------|--|--|
| New vehicle sales                                | 54 271                           | 24,3          | 53 277                           | -1,8   | -0,4   |
| Used vehicle sales                               | 42 286                           | 18,9          | 44 344                           | 4,9  | 0,9  |
| Workshop income                                  | 9 074                            | 4,1           | 8 811                            | -2,9   | -0,1   |
| Income from the sales of accessories             | 44 990                           | 20,1          | 47 382                           | 5,3  | 1,1  |
| Income from fuel sales                           | 68 015                           | 30,4          | 72 680                           | 6,9  | 2,1  |
| Income from convenience store sales <sup>1</sup> | 5 157                            | 2,3           | 5 483                            | 6,3  | 0,1  |
| <b>Total</b>                                     | <b>223 792</b>                   | <b>100,0</b>  | <b>231 981</b>                   | <b>3,7</b>   | <b>3,7</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                                 | Oct – Dec<br>2023<br>(R million) | Weight<br>(%) | Jan – Mar<br>2024<br>(R million) | % change<br>between<br>Oct – Dec<br>2023<br>and<br>Jan – Mar<br>2024 | Contribution<br>(% points) to<br>the total<br>% change |
|--|----------------------------------|---------------|----------------------------------|--|--|
| New vehicle sales                                | 56 675                           | 23,6          | 52 484                           | -7,4   | -1,7   |
| Used vehicle sales                               | 44 473                           | 18,5          | 44 908                           | 1,0  | 0,2  |
| Workshop income                                  | 9 328                            | 3,9           | 9 108                            | -2,4   | -0,1   |
| Income from the sales of accessories             | 48 012                           | 20,0          | 48 255                           | 0,5  | 0,1  |
| Income from fuel sales                           | 76 298                           | 31,8          | 75 453                           | -1,1   | -0,3   |
| Income from convenience store sales <sup>1</sup> | 5 513                            | 2,3           | 5 520                            | 0,1  | 0,0  |
| <b>Total</b>                                     | <b>240 300</b>                   | <b>100,0</b>  | <b>235 727</b>                   | <b>-1,9</b>  | <b>-1,9</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         | 58 077            |
| Mar          | 68 754         | 62 693         | 51 126         | 60 913         | 62 043         | 60 688         | 54 362            |
| 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<br>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        | -10,4 | -2,3                 |
| 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   | 55 515    | 60 233 | 58 021 | 58 457 | -6,0                    | 2,3  | -3,0 | -2,8 |
| Feb   | 57 142    | 60 004 | 58 704 | 58 397 | 2,9                     | -0,4 | 1,2  | -0,1 |
| Mar   | 58 214    | 59 547 | 58 659 | 54 307 | 1,9                     | -0,8 | -0,1 | -7,0 |
| Apr   | 58 958    | 59 234 | 58 280 |        | 1,3                     | -0,5 | -0,6 |      |
| May   | 58 779    | 59 916 | 58 981 |        | -0,3                    | 1,2  | 1,2  |      |
| Jun   | 57 409    | 57 082 | 59 674 |        | -2,3                    | -4,7 | 1,2  |      |
| Jul   | 50 905    | 58 205 | 59 412 |        | -11,3                   | 2,0  | -0,4 |      |
| Aug   | 57 416    | 60 177 | 58 545 |        | 12,8                    | 3,4  | -1,5 |      |
| Sep   | 58 221    | 60 882 | 56 879 |        | 1,4                     | 1,2  | -2,8 |      |
| Oct   | 58 291    | 59 860 | 57 795 |        | 0,1                     | -1,7 | 1,6  |      |
| Nov   | 58 817    | 60 312 | 58 368 |        | 0,9                     | 0,8  | 1,0  |      |
| Dec   | 58 851    | 59 793 | 60 170 |        | 0,1                     | -0,9 | 3,1  |      |

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

| Type of activity                                 | Oct-23        | Nov-23        | Dec-23        | Jan-24        | Feb-24        | Mar-24 <sup>1</sup> |
|--|---------------|---------------|---------------|---------------|---------------|---------------------|
| New vehicle sales                                | 15 050        | 14 896        | 13 347        | 14 157        | 14 369        | 12 129              |
| Used vehicle sales                               | 11 963        | 12 755        | 10 840        | 11 942        | 11 733        | 11 179              |
| Workshop income                                  | 2 773         | 2 802         | 2 269         | 2 248         | 2 674         | 2 395               |
| Income from the sales of accessories             | 12 753        | 12 636        | 10 529        | 11 679        | 12 183        | 11 343              |
| Income from fuel sales                           | 15 756        | 16 444        | 17 878        | 16 578        | 15 791        | 15 924              |
| Income from convenience store sales <sup>2</sup> | 1 346         | 1 400         | 1 604         | 1 338         | 1 327         | 1 392               |
| <b>Total</b>                                     | <b>59 641</b> | <b>60 933</b> | <b>56 467</b> | <b>57 942</b> | <b>58 077</b> | <b>54 362</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                                 | Oct-23      | Nov-23      | Dec-23      | Jan-24     | Feb-24     | Mar-24       |
|--|-------------|-------------|-------------|------------|------------|--------------|
| New vehicle sales                                | -2,8        | -10,2       | -13,9       | 3,8        | -3,9       | -23,7        |
| Used vehicle sales                               | -8,7        | -2,1        | 2,0         | 4,4        | 4,4        | -9,3         |
| Workshop income                                  | -4,3        | -9,4        | -13,2       | -7,3       | 0,5        | -14,3        |
| Income from the sales of accessories             | 10,1        | 1,0         | -0,1        | 5,0        | 3,5        | -9,9         |
| Income from fuel sales                           | -5,6        | 1,6         | 4,8         | 1,2        | 2,6        | 1,7          |
| Income from convenience store sales <sup>1</sup> | -7,9        | 3,8         | 3,0         | -4,4       | 2,2        | -3,1         |
| <b>Total</b>                                     | <b>-2,6</b> | <b>-2,9</b> | <b>-2,5</b> | <b>2,7</b> | <b>1,3</b> | <b>-10,4</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                                 | Oct-23      | Nov-23      | Dec-23      | Jan-24     | Feb-24     | Mar-24       |
|--|-------------|-------------|-------------|------------|------------|--------------|
| New vehicle sales                                | -0,7        | -2,7        | -3,7        | 0,9        | -1,0       | -6,2         |
| Used vehicle sales                               | -1,9        | -0,4        | 0,4         | 0,9        | 0,9        | -1,9         |
| Workshop income                                  | -0,2        | -0,5        | -0,6        | -0,3       | 0,0        | -0,7         |
| Income from the sales of accessories             | 1,9         | 0,2         | 0,0         | 1,0        | 0,7        | -2,0         |
| Income from fuel sales                           | -1,5        | 0,4         | 1,4         | 0,3        | 0,7        | 0,4          |
| Income from convenience store sales <sup>1</sup> | -0,2        | 0,1         | 0,1         | -0,1       | 0,1        | -0,1         |
| <b>Total</b>                                     | <b>-2,6</b> | <b>-2,9</b> | <b>-2,5</b> | <b>2,7</b> | <b>1,3</b> | <b>-10,4</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                                 | Oct-23        | Nov-23        | Dec-23        | Jan-24        | Feb-24        | Mar-24        | Month-on-month % change |
|--|---------------|---------------|---------------|---------------|---------------|---------------|-------------------------|
| New vehicle sales                                | 14 803        | 14 391        | 15 436        | 14 290        | 14 402        | 11 560        | -19,7                   |
| Used vehicle sales                               | 11 135        | 11 733        | 12 638        | 11 835        | 11 754        | 11 542        | -1,8                    |
| Workshop income                                  | 2 707         | 2 664         | 2 501         | 2 481         | 2 487         | 2 491         | 0,2                     |
| Income from the sales of accessories             | 12 774        | 12 087        | 11 347        | 12 131        | 12 229        | 11 274        | -7,8                    |
| Income from fuel sales                           | 15 083        | 16 106        | 16 826        | 16 369        | 16 183        | 16 094        | -0,5                    |
| Income from convenience store sales <sup>1</sup> | 1 293         | 1 388         | 1 423         | 1 351         | 1 342         | 1 347         | 0,4                     |
| <b>Total</b>                                     | <b>57 795</b> | <b>58 368</b> | <b>60 170</b> | <b>58 457</b> | <b>58 397</b> | <b>54 307</b> | <b>-7,0</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         | 78 726            |
| Mar          | 64 527         | 61 534         | 51 552         | 64 253         | 73 561         | 78 787         | 75 303            |
| 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<br>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        | -4,4 | 3,7                  |
| 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   | 57 938    | 69 868 | 74 779 | 79 697 | -1,6                    | 4,7  | -4,0 | -1,2 |
| Feb   | 59 920    | 69 916 | 75 314 | 80 406 | 3,4                     | 0,1  | 0,7  | 0,9  |
| Mar   | 61 584    | 70 732 | 76 094 | 75 624 | 2,8                     | 1,2  | 1,0  | -5,9 |
| Apr   | 62 531    | 70 963 | 74 874 |        | 1,5                     | 0,3  | -1,6 |      |
| May   | 62 711    | 72 448 | 76 382 |        | 0,3                     | 2,1  | 2,0  |      |
| Jun   | 61 634    | 72 015 | 78 268 |        | -1,7                    | -0,6 | 2,5  |      |
| Jul   | 55 344    | 75 298 | 77 473 |        | -10,2                   | 4,6  | -1,0 |      |
| Aug   | 63 029    | 77 623 | 77 987 |        | 13,9                    | 3,1  | 0,7  |      |
| Sep   | 64 531    | 78 701 | 78 172 |        | 2,4                     | 1,4  | 0,2  |      |
| Oct   | 64 900    | 76 749 | 80 233 |        | 0,6                     | -2,5 | 2,6  |      |
| Nov   | 66 504    | 77 475 | 79 438 |        | 2,5                     | 0,9  | -1,0 |      |
| Dec   | 66 739    | 77 928 | 80 629 |        | 0,4                     | 0,6  | 1,5  |      |

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

| Type of activity                                 | Oct-23        | Nov-23        | Dec-23        | Jan-24        | Feb-24        | Mar-24 <sup>1</sup> |
|--|---------------|---------------|---------------|---------------|---------------|---------------------|
| New vehicle sales                                | 19 388        | 19 244        | 17 391        | 18 568        | 18 788        | 15 921              |
| Used vehicle sales                               | 15 109        | 16 179        | 13 752        | 15 178        | 14 928        | 14 238              |
| Workshop income                                  | 3 227         | 3 270         | 2 651         | 2 702         | 3 215         | 2 894               |
| Income from the sales of accessories             | 16 876        | 16 781        | 13 952        | 15 611        | 16 407        | 15 364              |
| Income from fuel sales                           | 26 070        | 25 879        | 27 406        | 24 092        | 23 595        | 24 993              |
| Income from convenience store sales <sup>2</sup> | 1 786         | 1 867         | 2 144         | 1 800         | 1 792         | 1 891               |
| <b>Total</b>                                     | <b>82 456</b> | <b>83 220</b> | <b>77 295</b> | <b>77 952</b> | <b>78 726</b> | <b>75 303</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                                 | Oct-23     | Nov-23     | Dec-23     | Jan-24     | Feb-24     | Mar-24      |
|--|------------|------------|------------|------------|------------|-------------|
| New vehicle sales                                | 6,1        | -3,0       | -6,5       | 12,3       | 3,1        | -18,4       |
| Used vehicle sales                               | -1,6       | 4,6        | 8,4        | 10,5       | 9,9        | -4,9        |
| Workshop income                                  | -0,6       | -5,6       | -9,6       | -2,9       | 5,0        | -10,4       |
| Income from the sales of accessories             | 17,3       | 6,8        | 6,0        | 11,7       | 10,0       | -4,6        |
| Income from fuel sales                           | 4,2        | 3,4        | 2,4        | 4,5        | 8,2        | 8,0         |
| Income from convenience store sales <sup>1</sup> | 1,1        | 13,9       | 13,0       | 4,3        | 10,8       | 4,2         |
| <b>Total</b>                                     | <b>5,7</b> | <b>2,5</b> | <b>1,6</b> | <b>8,6</b> | <b>7,6</b> | <b>-4,4</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                                 | Oct-23     | Nov-23     | Dec-23     | Jan-24     | Feb-24     | Mar-24      |
|--|------------|------------|------------|------------|------------|-------------|
| New vehicle sales                                | 1,4        | -0,7       | -1,6       | 2,8        | 0,8        | -4,6        |
| Used vehicle sales                               | -0,3       | 0,9        | 1,4        | 2,0        | 1,8        | -0,9        |
| Workshop income                                  | 0,0        | -0,2       | -0,4       | -0,1       | 0,2        | -0,4        |
| Income from the sales of accessories             | 3,2        | 1,3        | 1,0        | 2,3        | 2,0        | -0,9        |
| Income from fuel sales                           | 1,3        | 1,0        | 0,8        | 1,4        | 2,4        | 2,4         |
| Income from convenience store sales <sup>1</sup> | 0,0        | 0,3        | 0,3        | 0,1        | 0,2        | 0,1         |
| <b>Total</b>                                     | <b>5,7</b> | <b>2,5</b> | <b>1,6</b> | <b>8,6</b> | <b>7,6</b> | <b>-4,4</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                                 | Oct-23        | Nov-23        | Dec-23        | Jan-24        | Feb-24        | Mar-24        | Month-on-month % change |
|--|---------------|---------------|---------------|---------------|---------------|---------------|-------------------------|
| New vehicle sales                                | 19 345        | 18 563        | 18 767        | 18 733        | 18 614        | 15 137        | -18,7                   |
| Used vehicle sales                               | 14 232        | 14 950        | 15 291        | 15 216        | 15 168        | 14 524        | -4,2                    |
| Workshop income                                  | 3 151         | 3 124         | 3 053         | 2 858         | 3 238         | 3 012         | -7,0                    |
| Income from the sales of accessories             | 16 305        | 15 843        | 15 864        | 16 029        | 16 300        | 15 926        | -2,3                    |
| Income from fuel sales                           | 25 465        | 25 112        | 25 721        | 25 050        | 25 218        | 25 185        | -0,1                    |
| Income from convenience store sales <sup>1</sup> | 1 735         | 1 845         | 1 933         | 1 811         | 1 869         | 1 840         | -1,6                    |
| <b>Total</b>                                     | <b>80 233</b> | <b>79 438</b> | <b>80 629</b> | <b>79 697</b> | <b>80 406</b> | <b>75 624</b> | <b>-5,9</b>             |

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

## Explanatory notes

|                              |          |  |
|------------------------------|----------|--|
| <b>Introduction</b>          | <b>1</b> | 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.  |
|                              | <b>2</b> | 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> | <b>3</b> | 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>   | <b>4</b> | 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>        | <b>5</b> | 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>       | <b>6</b> | The preliminary collection rate for the survey on motor trade sales for March 2024 was 68,7%. The improved collection rate for February 2024 was 72,6%.  |
| <b>Statistical unit</b>      | <b>7</b> | 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>       | <b>8</b> | 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>  | <b>9</b> | 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 – March 2024

|                   | Lower limit<br>(R million) | Sales<br>(R million) | Upper limit<br>(R million) | Relative<br>standard error<br>(RSE)<br>% |
|-------------------|----------------------------|----------------------|----------------------------|--|
| Motor trade sales | 69 019                     | 75 303               | 81 588                     | 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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