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## STATISTICAL RELEASE P6343.2

# Motor trade sales (Preliminary)

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

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

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

<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 8,6% year-on-year in May 2024. The largest negative contributors to this decrease were:

- new vehicle sales (-12,9% and contributing -3,2 percentage points);
- fuel sales (-10,6% and contributing -2,9 percentage points); and
- sales of accessories (-7,9% and contributing -1,7 percentage points) – see Tables 5 and 6.

Seasonally adjusted motor trade sales decreased by 4,9% in May 2024 compared with April 2024. This followed month-on-month changes of 6,2% in April 2024 and -7,2% in March 2024.

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

Type of activity	Mar – May 2023 (R million)	Weight (%)	Mar – May 2024 (R million)	% change between Mar – May 2023 and Mar – May 2024	Contribution (% points) to the total % change
New vehicle sales	43 609	25,0	37 880	-13,1	-3,3
Used vehicle sales	34 641	19,8	35 540	2,6	0,5
Workshop income	8 444	4,8	7 645	-9,5	-0,5
Income from the sales of accessories	35 932	20,6	34 259	-4,7	-1,0
Income from fuel sales	47 956	27,5	45 887	-4,3	-1,2
Income from convenience store sales <sup>1</sup>	4 096	2,3	3 961	-3,3	-0,1
<b>Total</b>	<b>174 678</b>	<b>100,0</b>	<b>165 172</b>	<b>-5,4</b>	<b>-5,4</b>

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

Motor trade sales decreased by 5,4% in the three months ended May 2024 compared with the three months ended May 2023. The main negative contributors to this decrease were:

- new vehicle sales (-13,1% and contributing -3,3 percentage points);
- fuel sales (-4,3% and contributing -1,2 percentage points); and
- sales of accessories (-4,7% and contributing -1,0 percentage point) – see Table B.

**Table C – Seasonally adjusted motor trade sales at constant 2019 prices for the latest three months by type of activity**

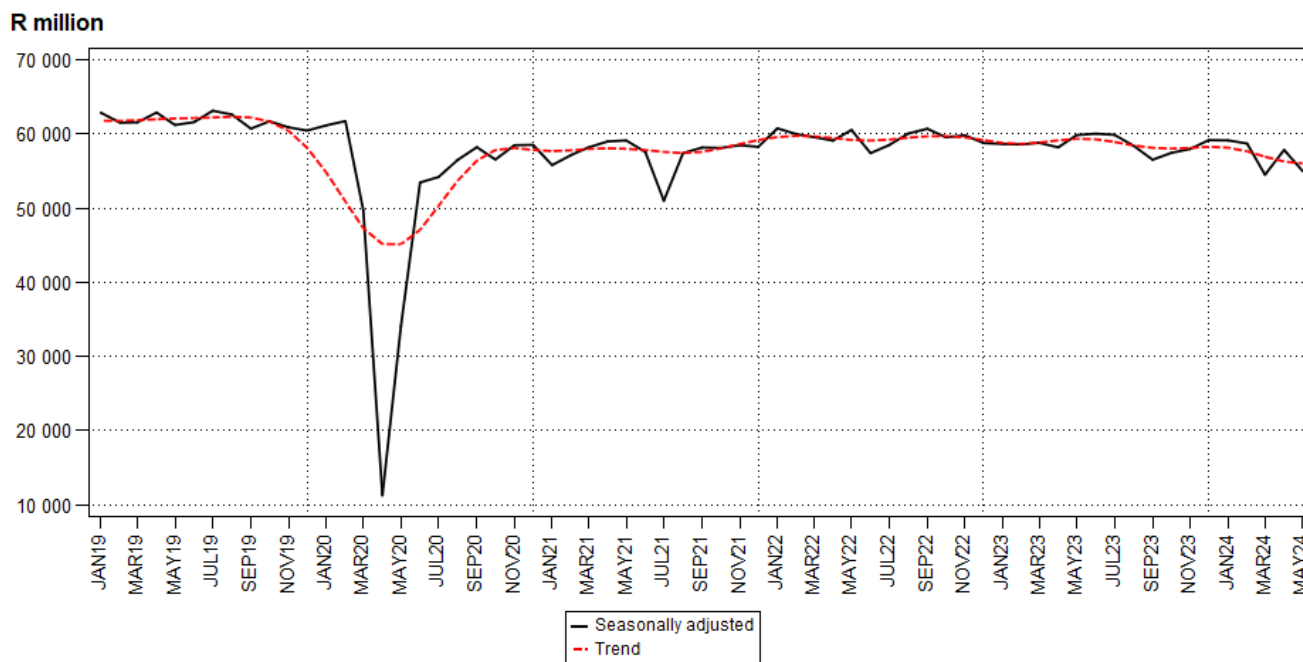
Type of activity	Dec 2023 – Feb 2024 (R million)	Weight (%)	Mar – May 2024 (R million)	% change between Dec 2023 – Feb 2024 and Mar – May 2024	Contribution (% points) to the total % change
New vehicle sales	44 337	25,0	38 950	-12,2	-3,1
Used vehicle sales	36 389	20,6	35 973	-1,1	-0,2
Workshop income	7 468	4,2	7 509	0,5	0,0
Income from the sales of accessories	35 630	20,1	34 717	-2,6	-0,5
Income from fuel sales	49 106	27,7	46 238	-5,8	-1,6
Income from convenience store sales <sup>1</sup>	4 105	2,3	3 973	-3,2	-0,1
<b>Total</b>	<b>177 034</b>	<b>100,0</b>	<b>167 358</b>	<b>-5,5</b>	<b>-5,5</b>

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

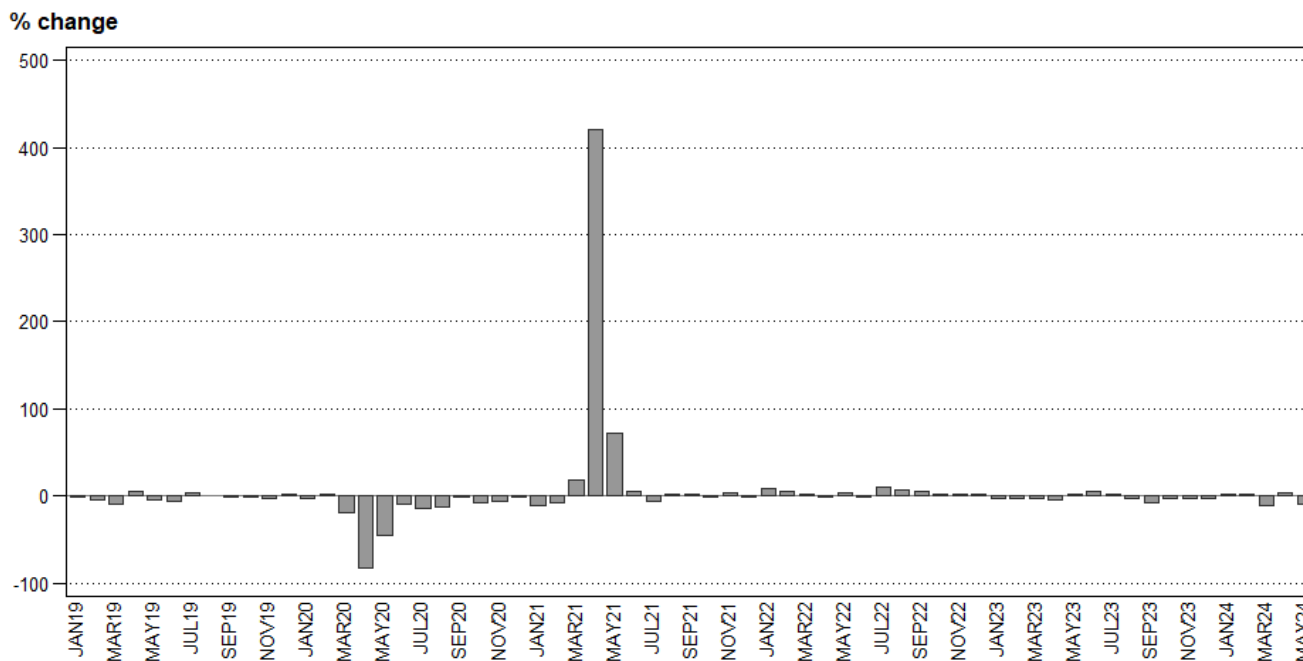
Seasonally adjusted motor trade sales decreased by 5,5% in the three months ended May 2024 compared with the previous three months. The main negative contributors to this decrease were:

- new vehicle sales (-12,2% and contributing -3,1 percentage points);
- fuel sales (-5,8% and contributing -1,6 percentage points); and
- sales of accessories (-2,6% and contributing -0,5 of a 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 May 2024

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

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

<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	Mar – May 2023 (R million)	Weight (%)	Mar – May 2024 (R million)	% change between Mar – May 2023 and Mar – May 2024	Contribution (% points) to the total % change
New vehicle sales	54 195	23,8	49 773	-8,2	-2,0
Used vehicle sales	42 339	18,6	45 270	6,9	1,3
Workshop income	9 763	4,3	9 244	-5,3	-0,2
Income from the sales of accessories	45 928	20,1	47 020	2,4	0,5
Income from fuel sales	70 540	30,9	72 998	3,5	1,1
Income from convenience store sales <sup>1</sup>	5 232	2,3	5 405	3,3	0,1
<b>Total</b>	<b>227 995</b>	<b>100,0</b>	<b>229 710</b>	<b>0,8</b>	<b>0,8</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	Dec 2023 – Feb 2024 (R million)	Weight (%)	Mar – May 2024 (R million)	% change between Dec 2023 – Feb 2024 and Mar – May 2024	Contribution (% points) to the total % change
New vehicle sales	56 105	23,3	49 291	-12,1	-2,8
Used vehicle sales	45 768	19,0	45 762	0,0	0,0
Workshop income	9 116	3,8	9 081	-0,4	0,0
Income from the sales of accessories	48 136	20,0	46 741	-2,9	-0,6
Income from fuel sales	75 593	31,5	72 921	-3,5	-1,1
Income from convenience store sales <sup>1</sup>	5 595	2,3	5 433	-2,9	-0,1
<b>Total</b>	<b>240 314</b>	<b>100,0</b>	<b>229 230</b>	<b>-4,6</b>	<b>-4,6</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
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	55 021
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>	

**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	-8,6	-2,5
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	55 803	60 758	58 655	59 137	-4,7	4,3	-0,2	-0,1
Feb	57 176	59 976	58 597	58 720	2,5	-1,3	-0,1	-0,7
Mar	58 195	59 578	58 810	54 503	1,8	-0,7	0,4	-7,2
Apr	58 995	59 111	58 199	57 857	1,4	-0,8	-1,0	6,2
May	59 131	60 545	59 862	54 998	0,2	2,4	2,9	-4,9
Jun	57 571	57 418	60 043		-2,6	-5,2	0,3	
Jul	50 994	58 507	59 892		-11,4	1,9	-0,3	
Aug	57 411	60 070	58 420		12,6	2,7	-2,5	
Sep	58 174	60 705	56 529		1,3	1,1	-3,2	
Oct	58 116	59 558	57 447		-0,1	-1,9	1,6	
Nov	58 489	59 832	57 987		0,6	0,5	0,9	
Dec	58 268	58 780	59 177		-0,4	-1,8	2,1	

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

Type of activity	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24
New vehicle sales	13 347	14 157	14 369	12 126	12 882	12 872
Used vehicle sales	10 840	11 942	11 733	11 317	12 255	11 968
Workshop income	2 269	2 248	2 674	2 461	2 556	2 628
Income from the sales of accessories	10 529	11 679	12 183	11 360	11 329	11 570
Income from fuel sales	17 878	16 578	15 791	15 823	15 356	14 708
Income from convenience store sales <sup>1</sup>	1 604	1 338	1 327	1 438	1 248	1 275
<b>Total</b>	<b>56 467</b>	<b>57 942</b>	<b>58 077</b>	<b>54 525</b>	<b>55 626</b>	<b>55 021</b>

<sup>1</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	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24
New vehicle sales	-13,9	3,8	-3,9	-23,7	-0,5	-12,9
Used vehicle sales	2,0	4,4	4,4	-8,1	18,8	-0,3
Workshop income	-13,2	-7,3	0,5	-11,9	-0,1	-15,0
Income from the sales of accessories	-0,1	5,0	3,5	-9,7	5,1	-7,9
Income from fuel sales	4,8	1,2	2,6	1,0	-3,0	-10,6
Income from convenience store sales <sup>1</sup>	3,0	-4,4	2,2	0,1	-7,8	-2,4
<b>Total</b>	<b>-2,5</b>	<b>2,7</b>	<b>1,3</b>	<b>-10,2</b>	<b>3,4</b>	<b>-8,6</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	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24
New vehicle sales	-3,7	0,9	-1,0	-6,2	-0,1	-3,2
Used vehicle sales	0,4	0,9	0,9	-1,6	3,6	-0,1
Workshop income	-0,6	-0,3	0,0	-0,5	0,0	-0,8
Income from the sales of accessories	0,0	1,0	0,7	-2,0	1,0	-1,7
Income from fuel sales	1,4	0,3	0,7	0,3	-0,9	-2,9
Income from convenience store sales <sup>1</sup>	0,1	-0,1	0,1	0,0	-0,2	-0,1
<b>Total</b>	<b>-2,5</b>	<b>2,7</b>	<b>1,3</b>	<b>-10,2</b>	<b>3,4</b>	<b>-8,6</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	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Month-on-month % change
New vehicle sales	14 343	15 154	14 840	11 790	13 896	13 264	-4,5
Used vehicle sales	12 715	11 827	11 847	11 728	12 597	11 648	-7,5
Workshop income	2 577	2 428	2 463	2 501	2 614	2 394	-8,4
Income from the sales of accessories	11 344	12 098	12 188	11 305	11 876	11 536	-2,9
Income from fuel sales	16 778	16 286	16 042	15 803	15 601	14 834	-4,9
Income from convenience store sales <sup>1</sup>	1 420	1 344	1 341	1 376	1 273	1 324	4,0
<b>Total</b>	<b>59 177</b>	<b>59 137</b>	<b>58 720</b>	<b>54 503</b>	<b>57 857</b>	<b>54 998</b>	<b>-4,9</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
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	76 696
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>	

**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	-2,7	3,6
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	57 880	69 720	74 583	79 480	-1,6	4,5	-4,2	-1,4
Feb	59 800	69 787	75 187	80 264	3,3	0,1	0,8	1,0
Mar	61 434	70 523	75 886	75 515	2,7	1,1	0,9	-5,9
Apr	62 397	70 807	74 721	78 593	1,6	0,4	-1,5	4,1
May	63 062	72 955	77 051	75 122	1,1	3,0	3,1	-4,4
Jun	61 965	72 381	78 621		-1,7	-0,8	2,0	
Jul	55 459	75 466	77 576		-10,5	4,3	-1,3	
Aug	63 098	77 715	78 102		13,8	3,0	0,7	
Sep	64 480	78 635	78 089		2,2	1,2	0,0	
Oct	64 759	76 461	79 894		0,4	-2,8	2,3	
Nov	66 363	77 425	79 395		2,5	1,3	-0,6	
Dec	66 699	77 814	80 570		0,5	0,5	1,5	

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

Type of activity	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24
New vehicle sales	17 391	18 568	18 788	15 917	16 932	16 924
Used vehicle sales	13 752	15 178	14 928	14 413	15 613	15 244
Workshop income	2 651	2 702	3 215	2 973	3 093	3 178
Income from the sales of accessories	13 952	15 611	16 407	15 387	15 668	15 965
Income from fuel sales	27 406	24 092	23 595	24 834	24 526	23 638
Income from convenience store sales <sup>1</sup>	2 144	1 800	1 792	1 953	1 705	1 747
<b>Total</b>	<b>77 295</b>	<b>77 952</b>	<b>78 726</b>	<b>75 478</b>	<b>77 536</b>	<b>76 696</b>

<sup>1</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	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24
New vehicle sales	-6,5	12,3	3,1	-18,5	4,7	-8,6
Used vehicle sales	8,4	10,5	9,9	-3,7	23,8	3,3
Workshop income	-9,6	-2,9	5,0	-8,0	4,5	-11,1
Income from the sales of accessories	6,0	11,7	10,0	-4,5	14,2	-0,9
Income from fuel sales	2,4	4,5	8,2	7,3	5,6	-2,2
Income from convenience store sales <sup>1</sup>	13,0	4,3	10,8	7,6	-1,7	3,8
<b>Total</b>	<b>1,6</b>	<b>8,6</b>	<b>7,6</b>	<b>-4,2</b>	<b>10,1</b>	<b>-2,7</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	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24
New vehicle sales	-1,6	2,8	0,8	-4,6	1,1	-2,0
Used vehicle sales	1,4	2,0	1,8	-0,7	4,3	0,6
Workshop income	-0,4	-0,1	0,2	-0,3	0,2	-0,5
Income from the sales of accessories	1,0	2,3	2,0	-0,9	2,8	-0,2
Income from fuel sales	0,8	1,4	2,4	2,1	1,8	-0,7
Income from convenience store sales <sup>1</sup>	0,3	0,1	0,2	0,2	0,0	0,1
<b>Total</b>	<b>1,6</b>	<b>8,6</b>	<b>7,6</b>	<b>-4,2</b>	<b>10,1</b>	<b>-2,7</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	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Month-on-month % change
New vehicle sales	18 788	18 713	18 604	15 248	17 265	16 778	-2,8
Used vehicle sales	15 325	15 241	15 202	14 749	16 077	14 936	-7,1
Workshop income	3 059	2 839	3 218	3 064	3 098	2 919	-5,8
Income from the sales of accessories	15 837	15 952	16 347	15 718	15 785	15 238	-3,5
Income from fuel sales	25 631	24 930	25 032	24 846	24 632	23 443	-4,8
Income from convenience store sales <sup>1</sup>	1 929	1 805	1 861	1 890	1 735	1 808	4,2
<b>Total</b>	<b>80 570</b>	<b>79 480</b>	<b>80 264</b>	<b>75 515</b>	<b>78 593</b>	<b>75 122</b>	<b>-4,4</b>

<sup>1</sup> 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 May 2024 was 71,8%. The revised collection rate for April 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
May-24	Additional information from respondents	Apr-24
Jun-24	Additional information from respondents	May-24
Jul-24	Additional information from respondents New sample	Jan-98 - 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
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 – May 2024**

	Lower limit (R million)	Sales (R million)	Upper limit (R million)	Relative standard error (RSE) %
Motor trade sales	70 320	76 696	83 072	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 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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## General information

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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