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Sales at constant 2019 prices: results for October 2023

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

	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23
Year-on-year % change, unadjusted	0,2	5,8	2,2	-2,4	-7,8	-3,2
Month-on-month % change, seasonally adjusted	0,7	1,0	-0,8	-0,5	-2,8	0,8
3-month % change, seasonally adjusted ¹	-0,6	-0,1	0,5	0,5	-1,2	-2,3

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 3,2% year-on-year in October 2023. The largest negative annual growth rates were recorded for:

- used vehicle sales (-8,1%);
- workshop income (-7,8%);
- income from convenience store sales (-7,4%); and
- income from fuel sales (-7,3%) – see Table 5.

The largest negative contributors to this decrease were:

- income from fuel sales (contributing -2,0 percentage points); and
- used vehicle sales (contributing -1,7 percentage points) – see Table 6.

Seasonally adjusted motor trade sales increased by 0,8% in October 2023 compared with September 2023. This followed month-on-month changes of -2,8% in September 2023 and -0,5% in August 2023. In the three months ended October 2023, seasonally adjusted motor trade sales decreased by 2,3% compared with the previous three months.

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

Type of activity	Aug – Oct 2022 (R million)	Weight (%)	Aug – Oct 2023 (R million)	% change between Aug – Oct 2022 and Aug – Oct 2023	Contribution (% points) to the total % change
New vehicle sales	48 228	26,0	43 806	-9,2	-2,4
Used vehicle sales	39 098	21,1	35 803	-8,4	-1,8
Workshop income	9 122	4,9	8 228	-9,8	-0,5
Income from the sales of accessories	36 513	19,7	37 353	2,3	0,5
Income from fuel sales	48 458	26,1	48 006	-0,9	-0,2
Income from convenience store sales ¹	4 238	2,3	4 097	-3,3	-0,1
Total	185 657	100,0	177 293	-4,5	-4,5

¹ Includes 'other' sales and trading income.

Motor trade sales decreased by 4,5% in the three months ended October 2023 compared with the three months ended October 2022. The main negative contributors to this decrease were:

- new vehicle sales (-9,2% and contributing -2,4 percentage points); and
- used vehicle sales (-8,4% and contributing -1,8 percentage points) – see Table B.

Figure 1 – Motor trade sales at constant 2019 prices

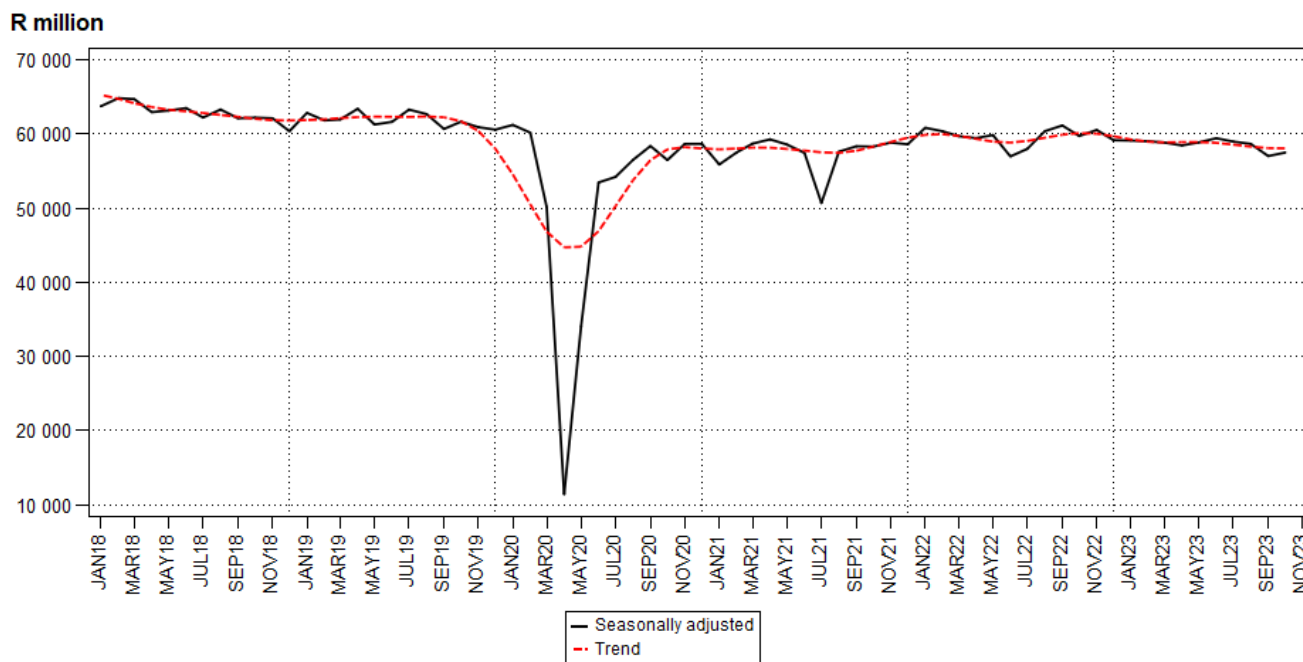
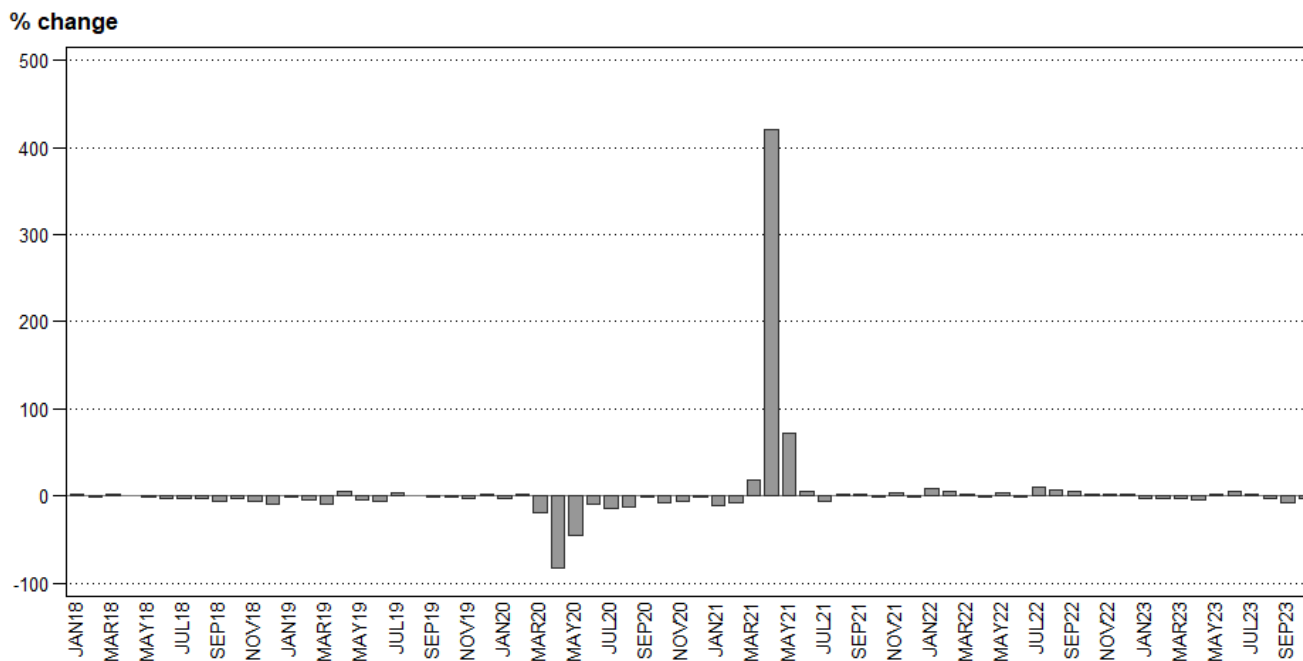


Figure 2 – Motor trade sales at constant 2019 prices: year-on-year percentage change



Sales at current prices: results for October 2023

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

	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23
Year-on-year % change, unadjusted	7,2	9,2	2,8	0,4	-1,8	4,9
Month-on-month % change, seasonally adjusted	1,2	1,2	-0,8	0,4	-0,4	3,1
3-month % change, seasonally adjusted ¹	-0,2	1,4	1,7	1,5	0,5	1,0

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	Aug – Oct 2022 (R million)	Weight (%)	Aug – Oct 2023 (R million)	% change between Aug – Oct 2022 and Aug – Oct 2023	Contribution (% points) to the total % change
New vehicle sales	56 502	23,8	56 250	-0,4	-0,1
Used vehicle sales	45 216	19,1	44 992	-0,5	-0,1
Workshop income	10 200	4,3	9 555	-6,3	-0,3
Income from the sales of accessories	44 924	18,9	49 386	9,9	1,9
Income from fuel sales	75 260	31,7	74 373	-1,2	-0,4
Income from convenience store sales ¹	5 074	2,1	5 386	6,1	0,1
Total	237 177	100,0	239 944	1,2	1,2

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	61 436	62 312	61 753	59 702	52 879	57 639	56 393
Feb	62 749	62 692	59 753	60 040	55 693	58 531	57 321
Mar	68 520	68 754	62 693	51 126	60 913	62 043	60 688
Apr	57 569	57 551	60 446	10 861	56 575	56 417	53 792
May	65 043	64 236	61 985	33 714	58 216	60 095	60 198
Jun	64 194	62 367	58 869	53 146	56 275	56 175	59 426
Jul	64 418	63 154	65 249	55 759	52 518	57 738	59 000
Aug	65 841	64 255	64 265	56 059	57 647	61 553	60 076
Sep	64 449	60 591	59 748	58 770	59 193	62 870	57 946
Oct	67 808	65 909	65 621	60 169	59 648	61 234	59 271
Nov	69 411	65 580	63 553	59 843	62 098	62 745	
Dec	62 913	57 263	57 716	57 097	56 602	57 923	
Total	774 351	754 664	741 651	616 286	688 257	714 963	

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	-0,9	-3,3	-11,4	9,0	-2,2	-2,2
Feb	-0,1	-4,7	0,5	-7,2	5,1	-2,1	-2,1
Mar	0,3	-8,8	-18,5	19,1	1,9	-2,2	-2,1
Apr	0,0	5,0	-82,0	420,9	-0,3	-4,7	-2,7
May	-1,2	-3,5	-45,6	72,7	3,2	0,2	-2,1
Jun	-2,8	-5,6	-9,7	5,9	-0,2	5,8	-0,9
Jul	-2,0	3,3	-14,5	-5,8	9,9	2,2	-0,4
Aug	-2,4	0,0	-12,8	2,8	6,8	-2,4	-0,7
Sep	-6,0	-1,4	-1,6	0,7	6,2	-7,8	-1,5
Oct	-2,8	-0,4	-8,3	-0,9	2,7	-3,2	-1,7
Nov	-5,5	-3,1	-5,8	3,8	1,0		
Dec	-9,0	0,8	-1,1	-0,9	2,3		
Total	-2,5	-1,7	-16,9	11,7	3,9		

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	61 227	55 892	60 841	59 118	1,1	-4,7	3,8	-0,1
Feb	60 182	57 526	60 367	59 012	-1,7	2,9	-0,8	-0,2
Mar	50 151	58 705	59 715	58 850	-16,7	2,0	-1,1	-0,3
Apr	11 394	59 277	59 446	58 460	-77,3	1,0	-0,5	-0,7
May	34 049	58 580	59 858	58 870	198,8	-1,2	0,7	0,7
Jun	53 461	57 448	56 977	59 434	57,0	-1,9	-4,8	1,0
Jul	54 208	50 686	57 997	58 973	1,4	-11,8	1,8	-0,8
Aug	56 504	57 615	60 379	58 669	4,2	13,7	4,1	-0,5
Sep	58 381	58 343	61 151	57 025	3,3	1,3	1,3	-2,8
Oct	56 485	58 305	59 733	57 493	-3,2	-0,1	-2,3	0,8
Nov	58 668	58 845	60 546		3,9	0,9	1,4	
Dec	58 673	58 612	59 161		0,0	-0,4	-2,3	

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

Type of activity	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23 ¹
New vehicle sales	14 777	15 142	14 279	14 574	14 241	14 991
Used vehicle sales	12 003	11 638	11 503	12 271	11 487	12 045
Workshop income	3 091	2 928	2 691	2 896	2 659	2 673
Income from the sales of accessories	12 566	12 873	12 713	12 663	11 966	12 724
Income from fuel sales	16 455	15 565	16 480	16 312	16 209	15 485
Income from convenience store sales ²	1 306	1 280	1 334	1 360	1 384	1 353
Total	60 198	59 426	59 000	60 076	57 946	59 271

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

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	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23
New vehicle sales	0,9	2,7	1,0	-2,8	-3,5	-0,8
Used vehicle sales	-2,0	-1,5	-2,2	-1,2	-2,4	-1,7
Workshop income	0,2	0,1	-0,4	-0,2	-0,9	-0,4
Income from the sales of accessories	1,1	2,5	1,7	0,4	-0,9	1,9
Income from fuel sales	0,1	2,0	2,1	1,4	-0,2	-2,0
Income from convenience store sales ¹	-0,1	0,0	-0,1	0,0	0,0	-0,2
Total	0,2	5,8	2,2	-2,4	-7,8	-3,2

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	55 031	58 657	59 541	60 290	54 016	65 933	71 808
Feb	56 698	58 963	57 901	60 690	57 837	67 781	73 197
Mar	61 868	64 527	61 534	51 552	64 253	73 561	78 787
Apr	51 807	54 884	60 799	10 237	60 682	68 150	70 413
May	59 408	61 995	62 861	31 301	62 612	73 534	78 795
Jun	58 428	61 110	59 989	51 939	60 618	70 764	77 244
Jul	57 917	62 377	65 542	56 241	56 989	75 235	77 318
Aug	59 579	63 692	64 618	56 829	63 528	79 174	79 511
Sep	59 031	60 197	60 231	59 720	65 406	79 964	78 544
Oct	62 681	66 798	66 304	60 910	66 285	78 039	81 889
Nov	64 479	66 810	64 044	60 418	70 375	81 154	
Dec	58 969	56 927	58 296	57 354	65 177	76 054	
Total	705 896	736 937	741 660	617 481	747 778	889 343	

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	8,9	8,9
Feb	4,0	-1,8	4,8	-4,7	17,2	8,0	8,4
Mar	4,3	-4,6	-16,2	24,6	14,5	7,1	8,0
Apr	5,9	10,8	-83,2	492,8	12,3	3,3	6,8
May	4,4	1,4	-50,2	100,0	17,4	7,2	6,9
Jun	4,6	-1,8	-13,4	16,7	16,7	9,2	7,3
Jul	7,7	5,1	-14,2	1,3	32,0	2,8	6,6
Aug	6,9	1,5	-12,1	11,8	24,6	0,4	5,7
Sep	2,0	0,1	-0,8	9,5	22,3	-1,8	4,8
Oct	6,6	-0,7	-8,1	8,8	17,7	4,9	4,8
Nov	3,6	-4,1	-5,7	16,5	15,3		
Dec	-3,5	2,4	-1,6	13,6	16,7		
Total	4,4	0,6	-16,7	21,1	18,9		

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	62 270	57 612	70 003	75 293	1,6	-3,2	4,5	-3,6
Feb	63 338	60 208	70 285	75 767	1,7	4,5	0,4	0,6
Mar	49 849	61 708	71 037	76 077	-21,3	2,5	1,1	0,4
Apr	14 554	64 392	72 327	75 904	-70,8	4,3	1,8	-0,2
May	30 709	62 177	72 348	76 779	111,0	-3,4	0,0	1,2
Jun	52 232	61 321	71 716	77 734	70,1	-1,4	-0,9	1,2
Jul	54 039	55 284	74 666	77 094	3,5	-9,8	4,1	-0,8
Aug	56 403	62 273	77 026	77 406	4,4	12,6	3,2	0,4
Sep	58 545	64 053	77 991	77 108	3,8	2,9	1,3	-0,4
Oct	57 701	64 309	76 375	79 502	-1,4	0,4	-2,1	3,1
Nov	57 977	66 688	77 642		0,5	3,7	1,7	
Dec	59 513	67 017	78 133		2,6	0,5	0,6	

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

Type of activity	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23 ¹
New vehicle sales	18 507	18 976	18 282	18 697	18 241	19 312
Used vehicle sales	14 755	14 387	14 301	15 340	14 439	15 213
Workshop income	3 574	3 390	3 117	3 360	3 085	3 110
Income from the sales of accessories	16 104	16 641	16 548	16 749	15 800	16 837
Income from fuel sales	24 173	22 190	23 329	23 588	25 163	25 622
Income from convenience store sales ²	1 683	1 661	1 740	1 776	1 815	1 795
Total	78 795	77 244	77 318	79 511	78 544	81 889

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	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23
New vehicle sales	13,0	20,6	14,8	-1,8	-4,9	5,7
Used vehicle sales	1,7	3,5	-0,7	3,4	-3,9	-0,9
Workshop income	8,8	6,8	-4,1	0,4	-14,4	-4,2
Income from the sales of accessories	11,1	17,8	15,8	10,8	2,4	17,1
Income from fuel sales	3,7	-0,7	-9,5	-6,4	0,4	2,4
Income from convenience store sales ¹	7,8	12,0	9,0	9,3	7,8	1,6
Total	7,2	9,2	2,8	0,4	-1,8	4,9

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

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 2023 statistical business register (SBR) that contains businesses registered at the South African Revenue Service (SARS) for value-added tax (VAT). Stats SA continuously updates its SBR, which is linked to the SARS administrative data.
	2	In order to improve timeliness, some information for the latest month had to be estimated due to late response. These estimates will be revised in future statistical releases as soon as information becomes available. Published motor trade sales estimates exclude VAT.
Purpose of the survey	3	The results of the monthly motor trade sales survey are used to compile estimates of the gross domestic product (GDP) and its components, which are used in monitoring the state of the economy and formulation of economic policy. These statistics are also used in the analysis of comparative business and industry performance.
Scope of the survey	4	The survey collects information from a sample of enterprises in South Africa that are predominantly involved in motor trade. These enterprises include: <ul style="list-style-type: none"> • motor vehicle dealers, filling stations and workshops; • motor cycle dealers; • spares and accessories; • tyre dealers; • automotive electricians; • radiator repairs; • panel beaters and spray painters; • 'other' specialised motor repair services; and • 'other' motor trade.
Classification	5	The 1993 edition of the <i>Standard Industrial Classification of All Economic Activities</i> (SIC), Fifth Edition, Report No. 09-90-02, was used to classify the statistical units in the survey. The SIC is based on the 1990 <i>International Standard Industrial Classification of All Economic Activities</i> (ISIC) with suitable adaptations for local conditions. Each enterprise is classified to the industry which reflects its predominant activity. Statistics in this publication are presented at SIC group four-digit level.
Collection rate	6	The preliminary collection rate for the survey on motor trade sales for October 2023 was 67,3%. The improved collection rate for September 2023 was 72,5%.
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 978 enterprises from a population of 10 515 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 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 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 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, small and very 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 – October 2023

	Lower limit (R million)	Sales (R million)	Upper limit (R million)	Relative standard error (RSE) %
Motor trade sales	76 172	81 889	87 606	3,5

- 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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