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Sales at constant 2019 prices: results for October 2024

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

	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24
Year-on-year % change, unadjusted	-8,1	-9,7	-0,7	-3,9	-6,7	2,3
Month-on-month % change, seasonally adjusted	-5,4	4,6	0,0	-0,6	-1,6	2,6
3-month % change, seasonally adjusted ¹	-5,9	-1,8	-1,4	2,5	0,3	0,7

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 increased by 2,3% year-on-year in October 2024. The largest positive contributor to this increase was used vehicle sales (21,1% and contributing 3,9 percentage points). The largest negative contributors were new vehicle sales (-3,3% and contributing -0,9 of a percentage point) and sales of accessories (-2,0% and contributing -0,4 of a percentage point) – see Table 5 and Table 6.

Seasonally adjusted motor trade sales increased by 2,6% in October 2024 compared with September 2024. This followed month-on-month changes of -1,6% in September 2024 and -0,6% in August 2024.

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

Type of activity	Aug – Oct 2023 (R million)	Weight (%)	Aug – Oct 2024 (R million)	% change between Aug – Oct 2023 and Aug – Oct 2024	Contribution (% points) to the total % change
New vehicle sales	44 975	25,1	42 040	-6,5	-1,6
Used vehicle sales	33 135	18,5	36 322	9,6	1,8
Workshop income	10 244	5,7	9 276	-9,4	-0,5
Income from the sales of accessories	36 203	20,2	34 176	-5,6	-1,1
Income from fuel sales	49 080	27,4	47 250	-3,7	-1,0
Income from convenience store sales ¹	5 351	3,0	5 048	-5,7	-0,2
Total	178 988	100,0	174 112	-2,7	-2,7

¹ Income from quickshop and café sales at filling stations, including 'other' sales and trading income.

Motor trade sales decreased by 2,7% in the three months ended October 2024 compared with the three months ended October 2023. The main negative contributors to this decrease were:

- new vehicle sales (-6,5% and contributing -1,6 percentage points);
- sales of accessories (-5,6% and contributing -1,1 percentage points); and
- fuel sales (-3,7% and contributing -1,0 percentage point).

The only positive contributor was used vehicle sales (9,6% and contributing 1,8 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	May – Jul 2024 (R million)	Weight (%)	Aug – Oct 2024 (R million)	% change between May – Jul 2024 and Aug – Oct 2024	Contribution (% points) to the total % change
New vehicle sales	40 834	24,1	41 201	0,9	0,2
Used vehicle sales	33 956	20,0	34 410	1,3	0,3
Workshop income	9 356	5,5	9 318	-0,4	0,0
Income from the sales of accessories	33 465	19,8	33 627	0,5	0,1
Income from fuel sales	46 658	27,5	47 075	0,9	0,2
Income from convenience store sales ¹	5 163	3,0	5 070	-1,8	-0,1
Total	169 430	100,0	170 700	0,7	0,7

¹ Income from quickshop and café sales at filling stations, including 'other' sales and trading income.

Seasonally adjusted motor trade sales increased by 0,7% in the three months ended October 2024 compared with the previous three months. The largest contributors to this increase were:

- used vehicle sales (1,3% and contributing 0,3 of a percentage point);
- new vehicle sales (0,9% and contributing 0,2 of a percentage point); and
- fuel sales (0,9% and contributing 0,2 of a percentage point) – see Table C.

Figure 1 – Motor trade sales at constant 2019 prices

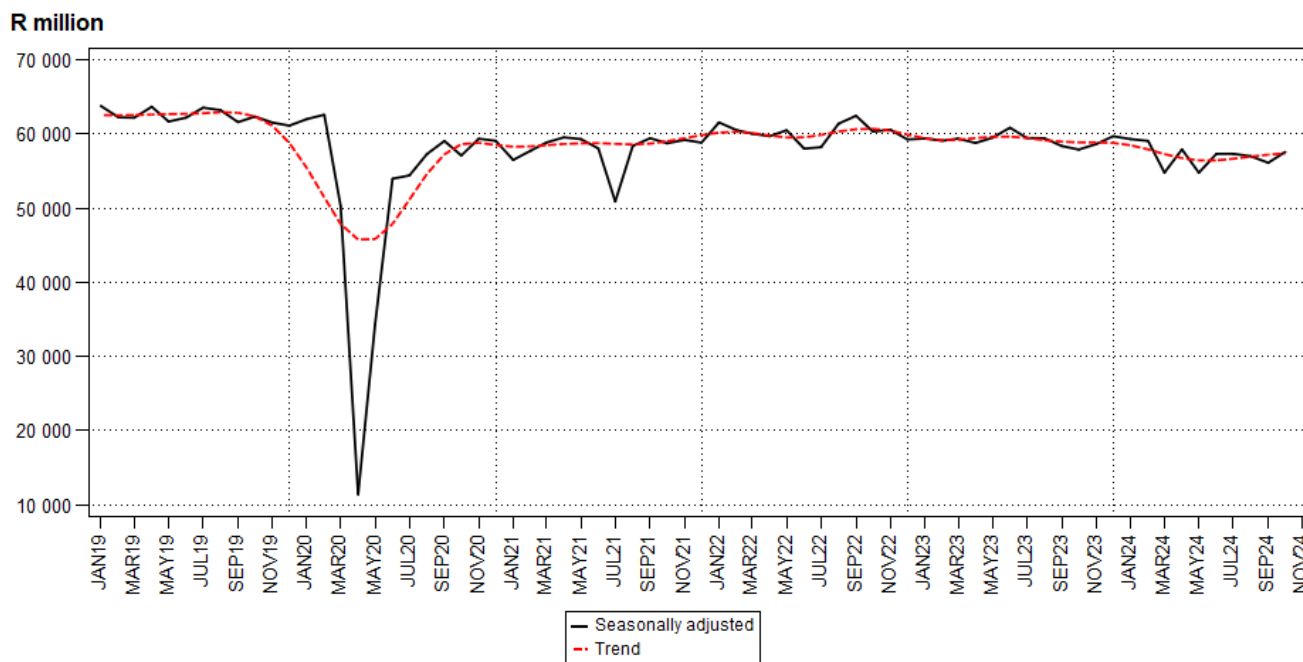
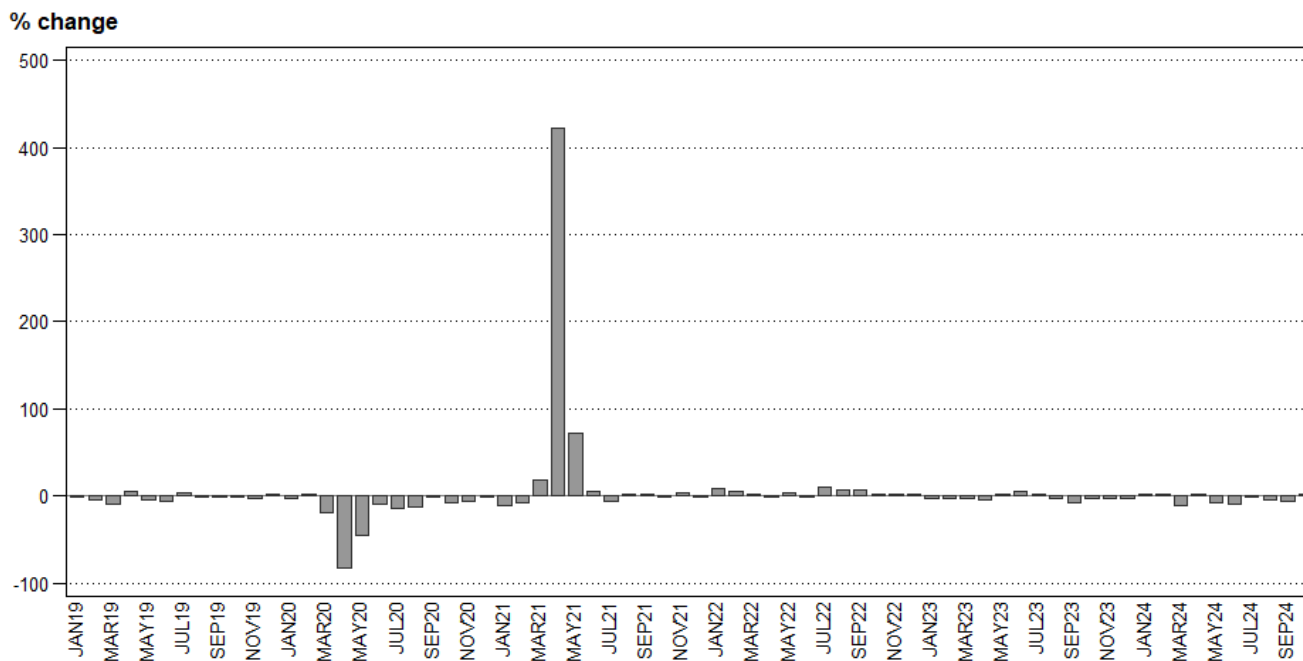


Figure 2 – Motor trade sales at constant 2019 prices: year-on-year percentage change



Sales at current prices: results for October 2024

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

	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24
Year-on-year % change, unadjusted	-2,2	-4,1	3,5	-0,6	-6,6	-1,3
Month-on-month % change, seasonally adjusted	-2,9	2,5	0,3	-0,4	-4,3	3,8
3-month % change, seasonally adjusted ¹	-4,4	-1,2	-0,8	1,8	-0,7	-1,0

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

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

Type of activity	Aug – Oct 2023 (R million)	Weight (%)	Aug – Oct 2024 (R million)	% change between Aug – Oct 2023 and Aug – Oct 2024	Contribution (% points) to the total % change
New vehicle sales	57 752	23,8	56 026	-3,0	-0,7
Used vehicle sales	41 639	17,2	46 073	10,6	1,8
Workshop income	11 898	4,9	11 290	-5,1	-0,2
Income from the sales of accessories	47 865	19,8	48 135	0,6	0,1
Income from fuel sales	76 066	31,4	67 005	-11,9	-3,7
Income from convenience store sales ¹	7 036	2,9	6 998	-0,5	0,0
Total	242 258	100,0	235 527	-2,8	-2,8

¹ Income from quickshop and café sales at filling stations, including '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	May – Jul 2024 (R million)	Weight (%)	Aug – Oct 2024 (R million)	% change between May – Jul 2024 and Aug – Oct 2024	Contribution (% points) to the total % change
New vehicle sales	53 506	22,9	55 250	3,3	0,8
Used vehicle sales	43 282	18,5	44 490	2,8	0,5
Workshop income	11 400	4,9	11 147	-2,2	-0,1
Income from the sales of accessories	46 304	19,8	46 914	1,3	0,3
Income from fuel sales	71 921	30,8	66 328	-7,8	-2,4
Income from convenience store sales ¹	7 123	3,1	6 959	-2,3	-0,1
Total	233 536	100,0	231 088	-1,0	-1,0

¹ Income from quickshop and café sales at filling stations, including '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	63 009	62 444	60 300	53 412	58 226	57 004	58 109
Feb	63 400	60 426	60 641	56 248	59 140	57 949	58 343
Mar	69 541	63 367	51 639	61 522	62 687	61 347	54 819
Apr	58 200	61 090	10 955	57 144	57 006	54 262	55 623
May	64 958	62 633	34 056	58 808	60 721	60 814	55 865
Jun	63 065	59 487	53 699	56 847	56 761	60 234	54 362
Jul	63 858	65 931	56 326	53 053	58 325	59 612	59 197
Aug	64 976	64 939	56 628	58 225	62 195	60 380	58 004
Sep	61 266	60 367	59 370	59 793	63 548	58 452	54 539
Oct	66 638	66 297	60 780	60 257	61 895	60 156	61 569
Nov	66 318	64 202	60 454	62 715	63 436	61 483	
Dec	57 903	58 301	57 682	57 170	58 567	57 076	
Total	763 132	749 484	622 530	695 194	722 507	708 769	

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	-3,4	-11,4	9,0	-2,1	1,9	1,9
Feb	-4,7	0,4	-7,2	5,1	-2,0	0,7	1,3
Mar	-8,9	-18,5	19,1	1,9	-2,1	-10,6	-2,9
Apr	5,0	-82,1	421,6	-0,2	-4,8	2,5	-1,6
May	-3,6	-45,6	72,7	3,3	0,2	-8,1	-3,0
Jun	-5,7	-9,7	5,9	-0,2	6,1	-9,7	-4,1
Jul	3,2	-14,6	-5,8	9,9	2,2	-0,7	-3,6
Aug	-0,1	-12,8	2,8	6,8	-2,9	-3,9	-3,7
Sep	-1,5	-1,7	0,7	6,3	-8,0	-6,7	-4,0
Oct	-0,5	-8,3	-0,9	2,7	-2,8	2,3	-3,4
Nov	-3,2	-5,8	3,7	1,1	-3,1		
Dec	0,7	-1,1	-0,9	2,4	-2,5		
Total	-1,8	-16,9	11,7	3,9	-1,9		

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	56 500	61 560	59 396	59 313	-4,4	4,6	0,2	-0,6
Feb	57 748	60 525	59 097	59 070	2,2	-1,7	-0,5	-0,4
Mar	58 855	60 038	59 376	54 789	1,9	-0,8	0,5	-7,2
Apr	59 548	59 712	58 790	57 921	1,2	-0,5	-1,0	5,7
May	59 317	60 506	59 502	54 779	-0,4	1,3	1,2	-5,4
Jun	58 054	58 023	60 853	57 322	-2,1	-4,1	2,3	4,6
Jul	50 896	58 223	59 462	57 329	-12,3	0,3	-2,3	0,0
Aug	58 382	61 391	59 429	57 006	14,7	5,4	-0,1	-0,6
Sep	59 438	62 460	58 377	56 118	1,8	1,7	-1,8	-1,6
Oct	58 750	60 321	57 902	57 576	-1,2	-3,4	-0,8	2,6
Nov	59 202	60 579	58 643		0,8	0,4	1,3	
Dec	58 837	59 265	59 700		-0,6	-2,2	1,8	

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

Type of activity	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24
New vehicle sales	13 193	13 001	14 326	14 357	12 651	15 032
Used vehicle sales	11 287	10 821	11 925	11 941	10 945	13 436
Workshop income	3 456	3 142	3 254	3 085	3 012	3 179
Income from the sales of accessories	11 328	10 416	11 987	11 286	10 800	12 090
Income from fuel sales	14 927	15 348	16 013	15 602	15 491	16 157
Income from convenience store sales ¹	1 674	1 634	1 692	1 733	1 640	1 675
Total	55 865	54 362	59 197	58 004	54 539	61 569

¹ Income from quickshop and café sales at filling stations, including '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-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24
New vehicle sales	-13,3	-17,0	-2,2	-3,4	-13,2	-3,3
Used vehicle sales	1,2	-1,0	10,7	4,5	3,1	21,1
Workshop income	-10,4	-13,5	-1,6	-12,6	-9,6	-6,0
Income from the sales of accessories	-7,1	-16,5	-2,7	-7,9	-7,0	-2,0
Income from fuel sales	-10,5	-3,4	-5,0	-5,8	-6,2	1,0
Income from convenience store sales ¹	-1,6	-0,4	-1,1	-1,2	-9,0	-6,6
Total	-8,1	-9,7	-0,7	-3,9	-6,7	2,3

¹ Income from quickshop and café sales at filling stations, including '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-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24
New vehicle sales	-3,3	-4,4	-0,5	-0,8	-3,3	-0,9
Used vehicle sales	0,2	-0,2	1,9	0,9	0,6	3,9
Workshop income	-0,7	-0,8	-0,1	-0,7	-0,5	-0,3
Income from the sales of accessories	-1,4	-3,4	-0,6	-1,6	-1,4	-0,4
Income from fuel sales	-2,9	-0,9	-1,4	-1,6	-1,8	0,3
Income from convenience store sales ¹	0,0	0,0	0,0	0,0	-0,3	-0,2
Total	-8,1	-9,7	-0,7	-3,9	-6,7	2,3

¹ Income from quickshop and café sales at filling stations, including '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	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Month-on-month % change
New vehicle sales	13 133	13 853	13 848	13 620	13 577	14 004	3,1
Used vehicle sales	11 026	11 714	11 216	11 482	11 267	11 661	3,5
Workshop income	3 049	3 179	3 128	3 163	3 092	3 063	-0,9
Income from the sales of accessories	11 135	10 830	11 500	11 096	10 840	11 691	7,9
Income from fuel sales	14 718	16 032	15 908	15 877	15 676	15 522	-1,0
Income from convenience store sales ¹	1 718	1 715	1 730	1 769	1 666	1 635	-1,9
Total	54 779	57 322	57 329	57 006	56 118	57 576	2,6

¹ Income from quickshop and café sales at filling stations, including 'other' sales and trading income.

Table 8 – Motor trade sales at current prices (R million)

Month	2018	2019	2020	2021	2022	2023	2024
Jan	59 276	60 170	60 926	54 586	66 628	72 566	78 149
Feb	59 585	58 512	61 331	58 448	68 496	73 970	79 055
Mar	65 209	62 183	52 097	64 931	74 337	79 618	75 862
Apr	55 463	61 440	10 344	61 323	68 870	71 017	77 567
May	62 650	63 524	31 632	63 273	74 310	79 567	77 819
Jun	61 754	60 622	52 487	61 258	71 511	78 256	75 059
Jul	63 036	66 234	56 835	57 590	76 029	78 104	80 854
Aug	64 364	65 300	57 428	64 198	80 009	79 886	79 422
Sep	60 832	60 866	60 350	66 096	80 807	79 214	74 009
Oct	67 502	67 004	61 553	66 984	78 863	83 158	82 096
Nov	67 515	64 720	61 056	71 118	82 010	83 897	
Dec	57 528	58 911	57 960	65 864	76 857	78 120	
Total	744 714	749 486	623 999	755 669	898 727	937 373	

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

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	58 748	70 738	75 578	79 849	-0,9	5,1	-3,7	-1,8
Feb	60 415	70 533	76 010	80 636	2,8	-0,3	0,6	1,0
Mar	62 073	71 238	76 798	76 031	2,7	1,0	1,0	-5,7
Apr	63 092	71 580	75 385	78 727	1,6	0,5	-1,8	3,5
May	63 876	73 899	78 038	76 474	1,2	3,2	3,5	-2,9
Jun	62 386	72 839	79 222	78 405	-2,3	-1,4	1,5	2,5
Jul	55 860	76 053	78 156	78 657	-10,5	4,4	-1,3	0,3
Aug	63 679	78 379	78 143	78 340	14,0	3,1	0,0	-0,4
Sep	65 301	79 735	79 168	74 943	2,5	1,7	1,3	-4,3
Oct	65 367	77 189	80 392	77 805	0,1	-3,2	1,5	3,8
Nov	67 174	78 380	80 283		2,8	1,5	-0,1	
Dec	67 315	78 505	81 327		0,2	0,2	1,3	

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

Type of activity	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24
New vehicle sales	17 347	17 069	18 845	19 093	16 870	20 063
Used vehicle sales	14 377	13 775	15 171	15 172	13 883	17 018
Workshop income	4 180	3 800	3 961	3 754	3 666	3 870
Income from the sales of accessories	15 630	14 582	16 760	15 939	15 236	16 960
Income from fuel sales	23 990	23 584	23 786	23 070	22 081	21 854
Income from convenience store sales ¹	2 294	2 248	2 331	2 393	2 274	2 331
Total	77 819	75 059	80 854	79 422	74 009	82 096

¹ Income from quickshop and café sales at filling stations, including '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	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24
New vehicle sales	-9,0	-13,1	0,5	0,2	-9,6	0,2
Used vehicle sales	4,8	1,9	13,3	6,2	4,0	21,5
Workshop income	-6,3	-9,7	3,4	-8,3	-5,2	-1,7
Income from the sales of accessories	0,1	-9,6	4,5	-1,6	-0,7	3,9
Income from fuel sales	-2,1	4,1	-0,3	-3,7	-13,9	-17,4
Income from convenience store sales ¹	4,6	5,6	4,5	4,5	-3,8	-2,1
Total	-2,2	-4,1	3,5	-0,6	-6,6	-1,3

¹ Income from Quickshop and café sales at filling stations, including '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	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24
New vehicle sales	-2,2	-3,3	0,1	0,0	-2,3	0,0
Used vehicle sales	0,8	0,3	2,3	1,1	0,7	3,6
Workshop income	-0,4	-0,5	0,2	-0,4	-0,3	-0,1
Income from the sales of accessories	0,0	-2,0	0,9	-0,3	-0,1	0,8
Income from fuel sales	-0,6	1,2	-0,1	-1,1	-4,5	-5,5
Income from convenience store sales ¹	0,1	0,2	0,1	0,1	-0,1	-0,1
Total	-2,2	-4,1	3,5	-0,6	-6,6	-1,3

¹ Income from quickshop and café sales at filling stations, including 'other' sales and trading income.

Table 14 – Seasonally adjusted motor trade sales at current prices by type of activity (R million)

Type of activity	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Month-on-month % change
New vehicle sales	17 225	18 161	18 120	18 795	17 409	19 046	9,4
Used vehicle sales	14 154	14 499	14 629	14 777	14 085	15 628	11,0
Workshop income	3 779	3 828	3 793	3 719	3 714	3 714	0,0
Income from the sales of accessories	14 955	15 320	16 029	15 556	15 518	15 840	2,1
Income from fuel sales	24 012	24 218	23 691	23 079	21 938	21 311	-2,9
Income from convenience store sales ¹	2 350	2 378	2 395	2 414	2 279	2 266	-0,6
Total	76 474	78 405	78 657	78 340	74 943	77 805	3,8

¹ Income from quickshop and café sales at filling stations, including '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 2024 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;
 - motorcycle 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 October 2024 was 57,3%. The revised collection rate for September 2024 was 62,8%.
- 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
Oct-24	Additional information from respondents	Sep-24
Nov-24	Additional information from respondents	Oct-24
Dec-24	Additional information from respondents	Nov-24
Jan-25	Additional information from respondents	Dec-24
Feb-25	Additional information from respondents	Jan-25
Mar-25	Additional information from respondents	Feb-25
Apr-25	Additional information from respondents	Mar-25
May-25	Additional information from respondents	Apr-25
Jun-25	Additional information from respondents	May-25
Jul-25	Additional information from respondents New sample	Jan-98–Jun-25
Aug-25	Additional information from respondents	Jul-25
Sep-25	Additional information from respondents	Aug-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 *Stats in Brief* publication available from Stats SA.
- 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 907 enterprises from a population of 9 252 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 2024 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	4 659 360	20 000 000
Small	3	20 000 001	95 000 000
Medium	2	95 000 001	195 000 000
Large	1	195 000 001	

- 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 2024

	Lower limit (R million)	Sales (R million)	Upper limit (R million)	Relative standard error (RSE) %
Motor trade sales	75 953	82 096	88 238	3,8

- 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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Advance release calendar

A release calendar is disseminated on www.statssa.gov.za.

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A large range of data is available via online services. For more details about our electronic services, contact Stats SA's user information service at (012) 310 8600.

You can visit us on the internet at: www.statssa.gov.za.

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