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STATISTICAL RELEASE

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Motor trade sales (Preliminary)

September 2024

The results published today are based on a new sample. This is an annual procedure which typically affects the level of sales at both current and constant prices. To avoid breaks in time series and to minimise revisions to historical growth rates, historical sales levels were revised (i.e. they were linked to the estimates based on the new sample).

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Sales at constant 2019 prices: results for September 2024

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

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

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 7,1% year-on-year in September 2024. The largest negative contributors to this decrease were:

- new vehicle sales (-13,9% and contributing -3,5 percentage points);
- sales of accessories (-7,9% and contributing -1,6 percentage points); and
- fuel sales (-5,8% and contributing -1,6 percentage points) – see Table 5 and Table 6.

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

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

Type of activity	Jul – Sep 2023 (R million)	Weight (%)	Jul – Sep 2024 (R million)	% change between Jul – Sep 2023 and Jul – Sep 2024	Contribution (% points) to the total % change
New vehicle sales	44 066	24,7	41 231	-6,4	-1,6
Used vehicle sales	32 813	18,4	34 656	5,6	1,0
Workshop income	10 169	5,7	9 350	-8,1	-0,5
Income from the sales of accessories	36 190	20,3	33 967	-6,1	-1,2
Income from fuel sales	49 939	28,0	47 178	-5,5	-1,5
Income from convenience store sales ¹	5 267	3,0	5 103	-3,1	-0,1
Total	178 444	100,0	171 485	-3,9	-3,9

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

Motor trade sales decreased by 3,9% in the third quarter of 2024 compared with the third quarter of 2023. The main negative contributors to this decrease were:

- new vehicle sales (-6,4% and contributing -1,6 percentage points);
- fuel sales (-5,5% and contributing -1,5 percentage points); and
- sales of accessories (-6,1% and contributing -1,2 percentage points).

The only positive contributor was used vehicle sales (5,6% 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	Apr – Jun 2024 (R million)	Weight (%)	Jul – Sep 2024 (R million)	% change between Apr – Jun 2024 and Jul – Sep 2024	Contribution (% points) to the total % change
New vehicle sales	41 390	24,3	40 280	-2,7	-0,7
Used vehicle sales	34 268	20,1	33 676	-1,7	-0,3
Workshop income	9 434	5,5	9 403	-0,3	0,0
Income from the sales of accessories	33 234	19,5	33 097	-0,4	-0,1
Income from fuel sales	46 747	27,5	47 516	1,6	0,4
Income from convenience store sales ¹	5 086	3,0	5 203	2,3	0,1
Total	170 161	100,0	169 174	-0,6	-0,6

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

Seasonally adjusted motor trade sales decreased by 0,6% in the third quarter of 2024 compared with the second quarter of 2024. The largest contributors to this decrease were:

- new vehicle sales (-2,7% and contributing -0,7 of a percentage point); and
- used vehicle sales (-1,7% and contributing -0,3 of a percentage point).

The largest positive contributor was fuel sales (1,6% and contributing 0,4 of a percentage point) – see Table C.

Figure 1 – Motor trade sales at constant 2019 prices

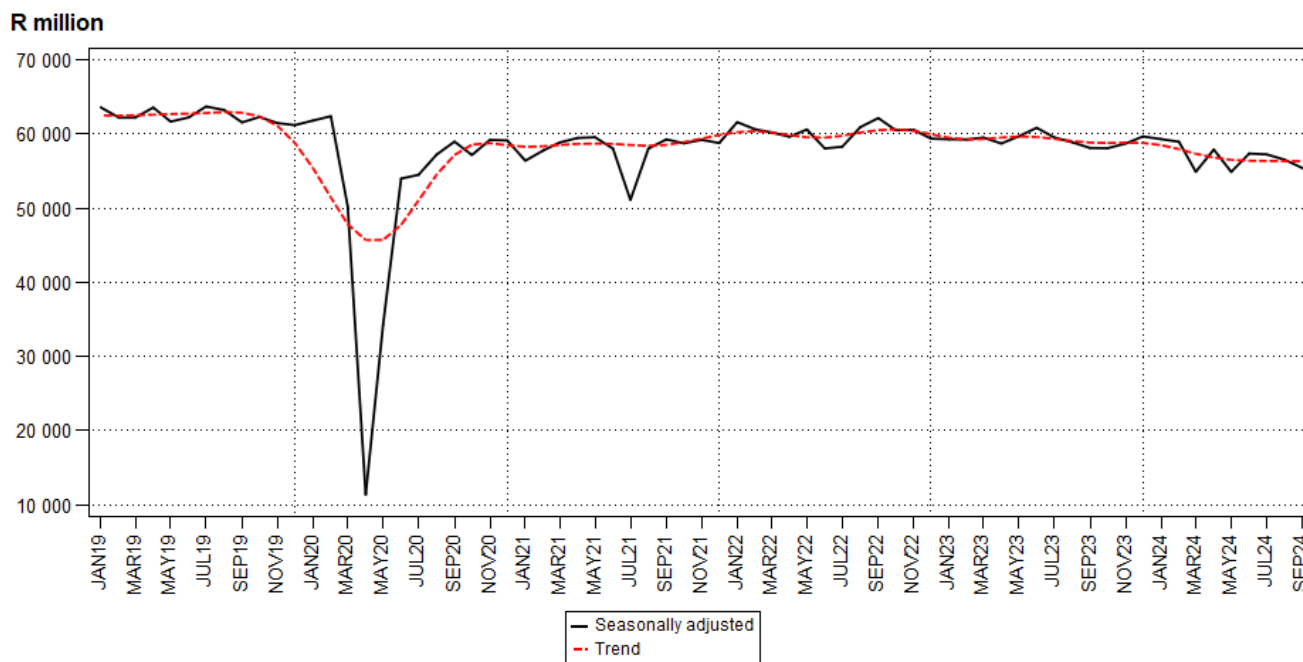
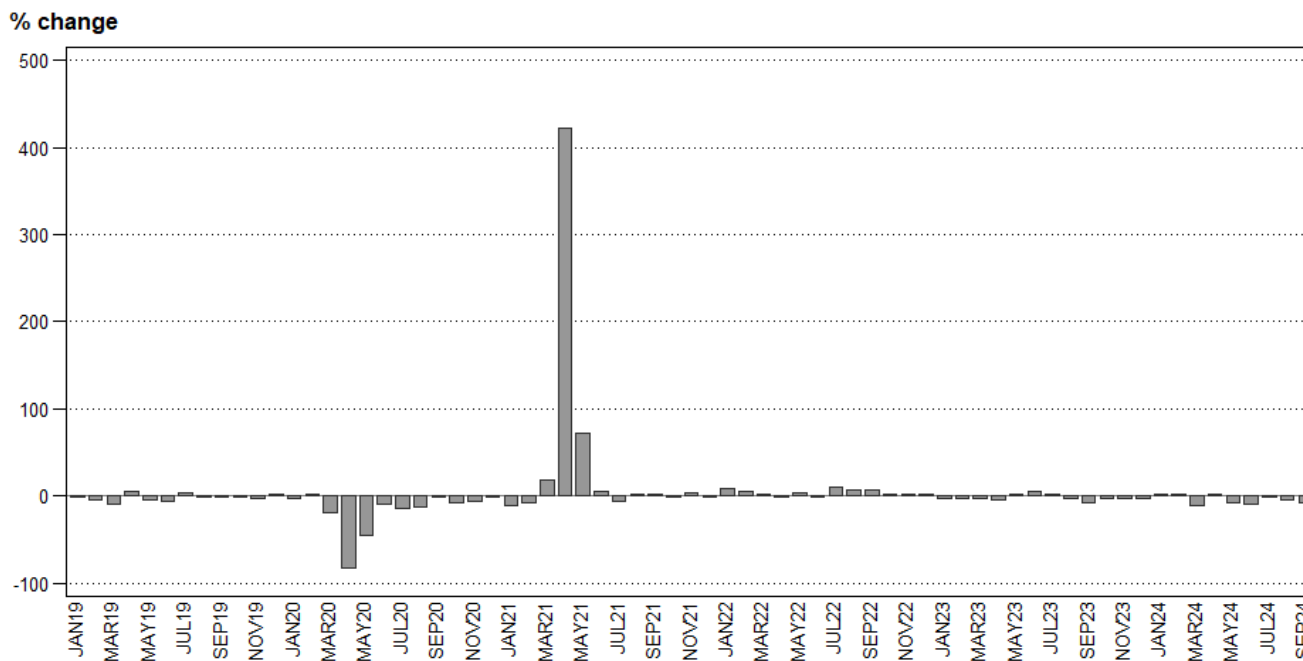


Figure 2 – Motor trade sales at constant 2019 prices: year-on-year percentage change



Sales at current prices: results for September 2024

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

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

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	Jul – Sep 2023 (R million)	Weight (%)	Jul – Sep 2024 (R million)	% change between Jul – Sep 2023 and Jul – Sep 2024	Contribution (% points) to the total % change
New vehicle sales	56 465	23,8	54 671	-3,2	-0,8
Used vehicle sales	41 019	17,3	44 029	7,3	1,3
Workshop income	11 792	5,0	11 380	-3,5	-0,2
Income from the sales of accessories	47 582	20,1	47 786	0,4	0,1
Income from fuel sales	73 458	31,0	69 039	-6,0	-1,9
Income from convenience store sales ¹	6 887	2,9	7 050	2,4	0,1
Total	237 204	100,0	233 955	-1,4	-1,4

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	Apr – Jun 2024 (R million)	Weight (%)	Jul – Sep 2024 (R million)	% change between Apr – Jun 2024 and Jul – Sep 2024	Contribution (% points) to the total % change
New vehicle sales	53 012	22,7	53 980	1,8	0,4
Used vehicle sales	43 211	18,5	43 158	-0,1	0,0
Workshop income	11 412	4,9	11 233	-1,6	-0,1
Income from the sales of accessories	45 582	19,5	46 912	2,9	0,6
Income from fuel sales	73 202	31,4	69 190	-5,5	-1,7
Income from convenience store sales ¹	6 965	3,0	7 147	2,6	0,1
Total	233 382	100,0	231 620	-0,8	-0,8

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


Risenga Maluleke
 Statistician-General

Note: Changes to the survey and the impact on the statistical series

Statistical business register and samples

Today Statistics South Africa (Stats SA) publishes results for the monthly survey of motor trade sales from a new sample drawn in April 2024, which replaces the previous sample that was drawn in April 2023. The sample was drawn from a statistical business register of enterprises with an annual turnover of at least R4 659 360 and that are required to register with the South African Revenue Service for value-added tax.

Owing to the evolving nature of business, the statistical business register is maintained on a continuous basis. The maintenance process is aimed, amongst other things, at capturing changes related to new businesses, ceased businesses, merged businesses and classification changes. In addition, Stats SA undertakes quality improvement surveys related to the statistical business register, the primary objective of which is to capture up-to-date information about the structures and activities of large and complex businesses. This process enables Stats SA to review classification codes for these businesses. These changes are an essential part of the statistical architecture.

Comparison of sales between the previous (revised) and new samples for the motor trade industry

The reported level of total sales for the monthly survey of the motor trade industry for the months April to June 2024 based on the new sample was 2,4% or R5 765 million lower than the level of total sales recorded for the previous sample (see Table G and Figure 3). The previous sample was drawn in April 2023 and was operational for the last half of 2023 and the first half of 2024.

Table G – Total sales for previous and new samples for the motor trade industry: April to June 2024

Motor trade industry	Previous sample (R million)	New sample (R million)	Difference (R million)	Difference (%)
	236 210	230 445	-5 765	-2,4

Figure 3 – Total value of motor trade sales: monthly levels of previous and new samples for April to June 2024

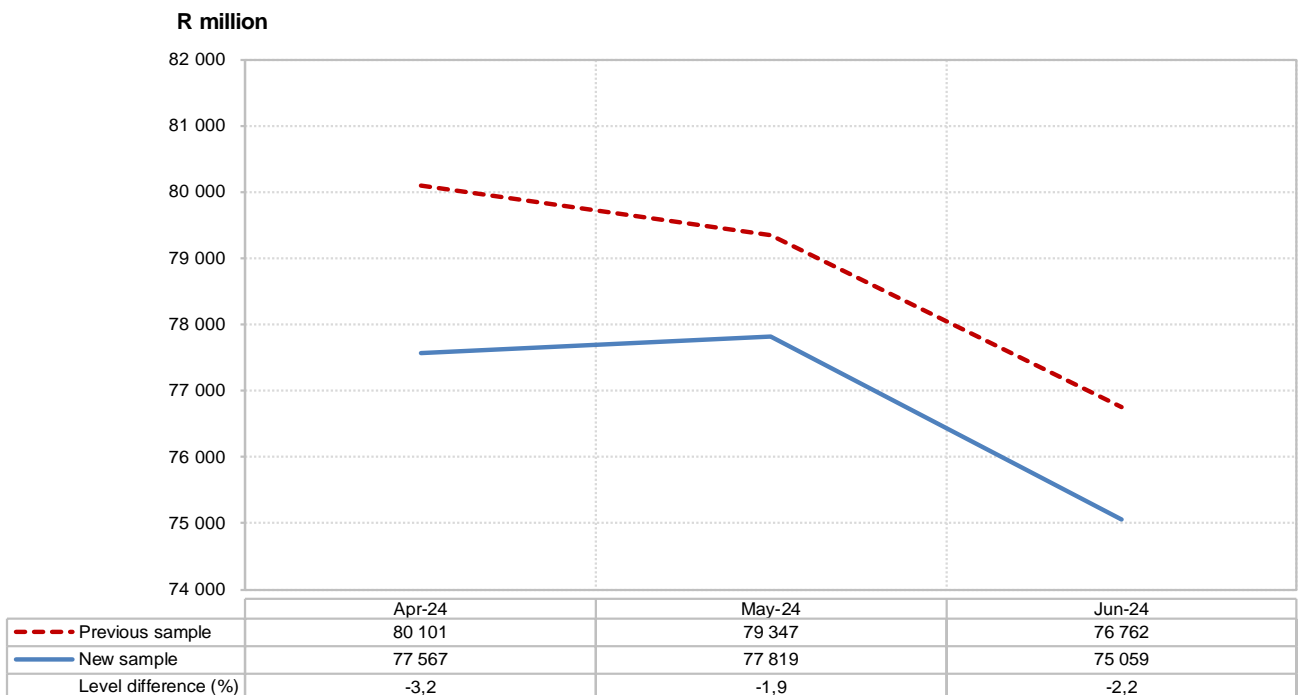


Table H – Motor trade sales for the previous and new samples by type of activity: April to June 2024

Type of activity	Previous sample (R million)	New sample (R million)	Difference (R million)	Difference (%) ¹
New vehicle sales	52 145	51 804	-341	-0,7
Used vehicle sales	46 310	42 336	-3 974	-8,6
Workshop income	10 455	11 764	1 309	12,5
Income from the sales of accessories	46 142	45 418	-724	-1,6
Income from fuel sales	74 542	72 395	-2 147	-2,9
Income from convenience store sales ²	6 618	6 727	109	1,6
Total	236 210	230 445	-5 765	-2,4

¹ The percentage difference is the new sample minus the previous sample, divided by the previous sample, multiplied by 100.

² Income from quickshop and café sales at filling stations, including 'other' sales and trading income.

The largest differences were in the following types of activity:

- used vehicle sales (R3 974 million or 8,6% lower in the new sample);
- fuel sales (R2 147 million or 2,9% lower in the new sample); and
- workshop income (R1 309 million or 12,5% higher in the new sample) – see Table H.

Backcasting

To avoid breaks in the time series and to minimise revisions to historical growth rates, historical sales levels were revised (i.e. they were linked to the estimates based on the new sample).

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	54 284
Oct	66 638	66 297	60 780	60 257	61 895	60 156	
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	-7,1	-4,0
Oct	-0,5	-8,3	-0,9	2,7	-2,8		
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	56 395	61 600	59 289	59 313	-4,6	4,8	-0,1	-0,6
Feb	57 783	60 626	59 264	58 950	2,5	-1,6	0,0	-0,6
Mar	58 849	60 218	59 521	54 904	1,8	-0,7	0,4	-6,9
Apr	59 468	59 634	58 720	57 907	1,1	-1,0	-1,3	5,5
May	59 563	60 605	59 688	54 887	0,2	1,6	1,6	-5,2
Jun	58 027	58 045	60 841	57 367	-2,6	-4,2	1,9	4,5
Jul	51 104	58 290	59 543	57 249	-11,9	0,4	-2,1	-0,2
Aug	58 030	60 921	58 888	56 534	13,6	4,5	-1,1	-1,2
Sep	59 277	62 150	58 111	55 391	2,1	2,0	-1,3	-2,0
Oct	58 744	60 511	58 085		-0,9	-2,6	0,0	
Nov	59 211	60 560	58 711		0,8	0,1	1,1	
Dec	58 786	59 373	59 671		-0,7	-2,0	1,6	

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

Type of activity	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24
New vehicle sales	13 229	13 193	13 001	14 326	14 357	12 548
Used vehicle sales	11 133	11 287	10 821	11 925	11 941	10 790
Workshop income	3 127	3 456	3 142	3 254	3 085	3 011
Income from the sales of accessories	10 995	11 328	10 416	11 987	11 286	10 694
Income from fuel sales	15 540	14 927	15 348	16 013	15 602	15 563
Income from convenience store sales ¹	1 599	1 674	1 634	1 692	1 733	1 678
Total	55 623	55 865	54 362	59 197	58 004	54 284

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	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24
New vehicle sales	-0,3	-13,3	-17,0	-2,2	-3,4	-13,9
Used vehicle sales	15,8	1,2	-1,0	10,7	4,5	1,6
Workshop income	-0,5	-10,4	-13,5	-1,6	-12,6	-9,6
Income from the sales of accessories	5,1	-7,1	-16,5	-2,7	-7,9	-7,9
Income from fuel sales	-3,1	-10,5	-3,4	-5,0	-5,8	-5,8
Income from convenience store sales ¹	-7,7	-1,6	-0,4	-1,1	-1,2	-6,9
Total	2,5	-8,1	-9,7	-0,7	-3,9	-7,1

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	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24
New vehicle sales	-0,1	-3,3	-4,4	-0,5	-0,8	-3,5
Used vehicle sales	2,8	0,2	-0,2	1,9	0,9	0,3
Workshop income	0,0	-0,7	-0,8	-0,1	-0,7	-0,5
Income from the sales of accessories	1,0	-1,4	-3,4	-0,6	-1,6	-1,6
Income from fuel sales	-0,9	-2,9	-0,9	-1,4	-1,6	-1,6
Income from convenience store sales ¹	-0,2	0,0	0,0	0,0	0,0	-0,2
Total	2,5	-8,1	-9,7	-0,7	-3,9	-7,1

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	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Month-on-month % change
New vehicle sales	14 145	13 301	13 944	13 863	13 303	13 114	-1,4
Used vehicle sales	11 561	11 006	11 701	11 182	11 406	11 088	-2,8
Workshop income	3 200	3 050	3 184	3 134	3 170	3 099	-2,2
Income from the sales of accessories	11 358	11 096	10 780	11 422	11 006	10 669	-3,1
Income from fuel sales	16 008	14 709	16 030	15 910	15 885	15 721	-1,0
Income from convenience store sales ¹	1 634	1 725	1 727	1 738	1 765	1 700	-3,7
Total	57 907	54 887	57 367	57 249	56 534	55 391	-2,0

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	73 679
Oct	67 502	67 004	61 553	66 984	78 863	83 158	
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	-7,0	0,8
Oct	-0,7	-8,1	8,8	17,7	5,4		
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	58 713	70 699	75 580	79 855	-1,0	5,1	-3,6	-1,7
Feb	60 410	70 511	75 969	80 592	2,9	-0,3	0,5	0,9
Mar	62 076	71 280	76 793	75 998	2,8	1,1	1,1	-5,7
Apr	63 071	71 548	75 378	78 693	1,6	0,4	-1,8	3,5
May	63 789	73 825	77 946	76 375	1,1	3,2	3,4	-2,9
Jun	62 395	72 814	79 143	78 314	-2,2	-1,4	1,5	2,5
Jul	55 814	75 983	78 054	78 568	-10,5	4,4	-1,4	0,3
Aug	63 669	78 333	78 113	78 229	14,1	3,1	0,1	-0,4
Sep	65 414	79 870	79 333	74 823	2,7	2,0	1,6	-4,4
Oct	65 524	77 446	80 785		0,2	-3,0	1,8	
Nov	67 155	78 353	80 202		2,5	1,2	-0,7	
Dec	67 257	78 425	81 246		0,2	0,1	1,3	

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

Type of activity	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24
New vehicle sales	17 388	17 347	17 069	18 845	19 093	16 733
Used vehicle sales	14 184	14 377	13 775	15 171	15 172	13 686
Workshop income	3 784	4 180	3 800	3 961	3 754	3 665
Income from the sales of accessories	15 206	15 630	14 582	16 760	15 939	15 087
Income from fuel sales	24 821	23 990	23 584	23 786	23 070	22 183
Income from convenience store sales ¹	2 185	2 294	2 248	2 331	2 393	2 326
Total	77 567	77 819	75 059	80 854	79 422	73 679

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	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24
New vehicle sales	4,9	-9,0	-13,1	0,5	0,2	-10,3
Used vehicle sales	20,7	4,8	1,9	13,3	6,2	2,6
Workshop income	4,0	-6,3	-9,7	3,4	-8,3	-5,2
Income from the sales of accessories	14,2	0,1	-9,6	4,5	-1,6	-1,6
Income from fuel sales	5,5	-2,1	4,1	-0,3	-3,7	-13,5
Income from convenience store sales ¹	-1,6	4,6	5,6	4,5	4,5	-1,6
Total	9,2	-2,2	-4,1	3,5	-0,6	-7,0

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	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24
New vehicle sales	1,1	-2,2	-3,3	0,1	0,0	-2,4
Used vehicle sales	3,4	0,8	0,3	2,3	1,1	0,4
Workshop income	0,2	-0,4	-0,5	0,2	-0,4	-0,3
Income from the sales of accessories	2,7	0,0	-2,0	0,9	-0,3	-0,3
Income from fuel sales	1,8	-0,6	1,2	-0,1	-1,1	-4,4
Income from convenience store sales ¹	0,0	0,1	0,2	0,1	0,1	0,0
Total	9,2	-2,2	-4,1	3,5	-0,6	-7,0

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	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Month-on-month % change
New vehicle sales	17 752	17 164	18 096	18 033	18 675	17 272	-7,5
Used vehicle sales	14 628	14 124	14 459	14 569	14 679	13 910	-5,2
Workshop income	3 811	3 772	3 829	3 793	3 722	3 718	-0,1
Income from the sales of accessories	15 347	14 942	15 293	16 009	15 517	15 386	-0,8
Income from fuel sales	24 927	24 021	24 254	23 764	23 222	22 204	-4,4
Income from convenience store sales ¹	2 228	2 353	2 384	2 400	2 415	2 332	-3,4
Total	78 693	76 375	78 314	78 568	78 229	74 823	-4,4

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 September 2024 was 58,7%. The collection rate for August 2024 for the new sample was 61,3%.

- 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
Sep-24	Additional information from respondents New sample	Jan-98–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
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
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 – September 2024

	Lower limit (R million)	Sales (R million)	Upper limit (R million)	Relative standard error (RSE) %
Motor trade sales	68 209	73 679	79 149	3,7

- 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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