



**stats sa**

Department:  
Statistics South Africa  
REPUBLIC OF SOUTH AFRICA

Private Bag X44, Pretoria, 0001, South Africa, ISibalo House, Koch Street, Salvokop, Pretoria, 0002  
www.statssa.gov.za, info@statssa.gov.za, Tel +27 12 310 8911

## STATISTICAL RELEASE

### P6343.2

# Motor trade sales (Preliminary)

April 2025

Embargoed until:  
19 June 2025  
11:00

ENQUIRIES:  
JP Terblanche  
Tel: 066 470 2112

FORTHCOMING ISSUE:  
May 2025

EXPECTED RELEASE DATE:  
17 July 2025



Dipalopalo tsa Aforikabora • Dipalopalo tsa Aforika Borwa • Ezezibalo zaseNingizimu Afrika • Tshitatistika Afrika Tshipembe • Tinhlalohlayo Afrika-Dzonga  
Statistieke Suid-Afrika • Dipalopalo tsa Afrika Borwa • Telubalo zaseNingizimu Afrika • EzeeNkcukacha maNani zoMzantsi Afrika • Iimbalo zeSewula Afrika

IMPROVING LIVES THROUGH DATA ECOSYSTEMS



## Contents

<b>Sales at constant 2019 prices: results for April 2025 .....</b>	<b>2</b>
Table A – Key growth rates in motor trade sales at constant 2019 prices .....	2
Table B – Motor trade sales at constant 2019 prices for the latest three months by type of activity .....	2
Table C – Seasonally adjusted motor trade sales at constant 2019 prices for the latest three months by type of activity .....	3
Figure 1 – Motor trade sales at constant 2019 prices .....	4
Figure 2 – Motor trade sales at constant 2019 prices: year-on-year percentage change .....	4
<b>Sales at current prices: results for April 2025 .....</b>	<b>5</b>
Table D – Key growth rates in motor trade sales at current prices .....	5
Table E – Motor trade sales at current prices for the latest three months by type of activity .....	5
Table F – Seasonally adjusted motor trade sales at current prices for the latest three months by type of activity .....	5
<b>Tables.....</b>	<b>6</b>
Table 1 – Motor trade sales at constant 2019 prices (R million) .....	6
Table 2 – Year-on-year percentage change in motor trade sales at constant 2019 prices.....	6
Table 3 – Seasonally adjusted motor trade sales at constant 2019 prices .....	6
Table 4 – Motor trade sales at constant 2019 prices by type of activity (R million) .....	7
Table 5 – Year-on-year percentage change in motor trade sales at constant 2019 prices by type of activity .....	7
Table 6 – Contribution of each type of activity to the year-on-year percentage change in motor trade sales at constant 2019 prices .....	7
Table 7 – Seasonally adjusted motor trade sales at constant 2019 prices by type of activity (R million) .....	8
Table 8 – Motor trade sales at current prices (R million) .....	9
Table 9 – Year-on-year percentage change in motor trade sales at current prices .....	9
Table 10 – Seasonally adjusted motor trade sales at current prices.....	9
Table 11 – Motor trade sales at current prices by type of activity (R million) .....	10
Table 12 – Year-on-year percentage change in motor trade sales at current prices by type of activity .....	10
Table 13 – Contribution of each type of activity to the year-on-year percentage change in motor trade sales at current prices .....	10
Table 14 – Seasonally adjusted motor trade sales at current prices by type of activity (R million) .....	11
<b>Explanatory notes.....</b>	<b>12</b>
<b>Technical notes.....</b>	<b>13</b>
<b>Glossary.....</b>	<b>15</b>
<b>Technical enquiries .....</b>	<b>15</b>
<b>General information.....</b>	<b>16</b>

## Sales at constant 2019 prices: results for April 2025

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

	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25
Year-on-year % change, unadjusted	-2,1	-4,0	0,3	-5,9	3,4	-0,9
Month-on-month % change, seasonally adjusted	0,0	-0,2	0,5	-1,1	1,4	-1,0
3-month % change, seasonally adjusted <sup>1</sup>	-0,8	1,0	1,2	0,7	0,2	-0,2

<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 0,9% year-on-year in April 2025. The main negative contributors to this decrease were:

- fuel sales (-4,1% and contributing -1,1 percentage points);
- workshop income (-12,1% and contributing -0,7 of a percentage point); and
- used vehicle sales (-1,3% and contributing -0,3 of a percentage point).

The main positive contributor was new vehicle sales (5,2% and contributing 1,2 percentage points) – see Table 5 and Table 6.

Seasonally adjusted motor trade sales decreased by 1,0% in April 2025 compared with March 2025. This followed month-on-month changes of 1,4% in March 2025 and -1,1% in February 2025.

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

Type of activity	Feb – Apr 2024 (R million)	Weight (%)	Feb – Apr 2025 (R million)	% change between Feb – Apr 2024 and Feb – Apr 2025	Contribution (% points) to the total % change
New vehicle sales	40 419	23,9	42 699	5,6	1,3
Used vehicle sales	32 606	19,3	33 138	1,6	0,3
Workshop income	9 617	5,7	8 415	-12,5	-0,7
Income from the sales of accessories	33 930	20,1	33 210	-2,1	-0,4
Income from fuel sales	47 383	28,0	44 646	-5,8	-1,6
Income from convenience store sales <sup>1</sup>	5 138	3,0	4 887	-4,9	-0,1
<b>Total</b>	<b>169 093</b>	<b>100,0</b>	<b>166 995</b>	<b>-1,2</b>	<b>-1,2</b>

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

Motor trade sales decreased by 1,2% in the three months ended April 2025 compared with the three months ended April 2024. The largest negative contributors to this decrease were:

- fuel sales (-5,8% and contributing -1,6 percentage points);
- workshop income (-12,5% and contributing -0,7 of a percentage point); and
- sales of accessories (-2,1% and contributing -0,4 of a percentage point).

The largest positive contributor was new vehicle sales (5,6% and contributing 1,3 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**

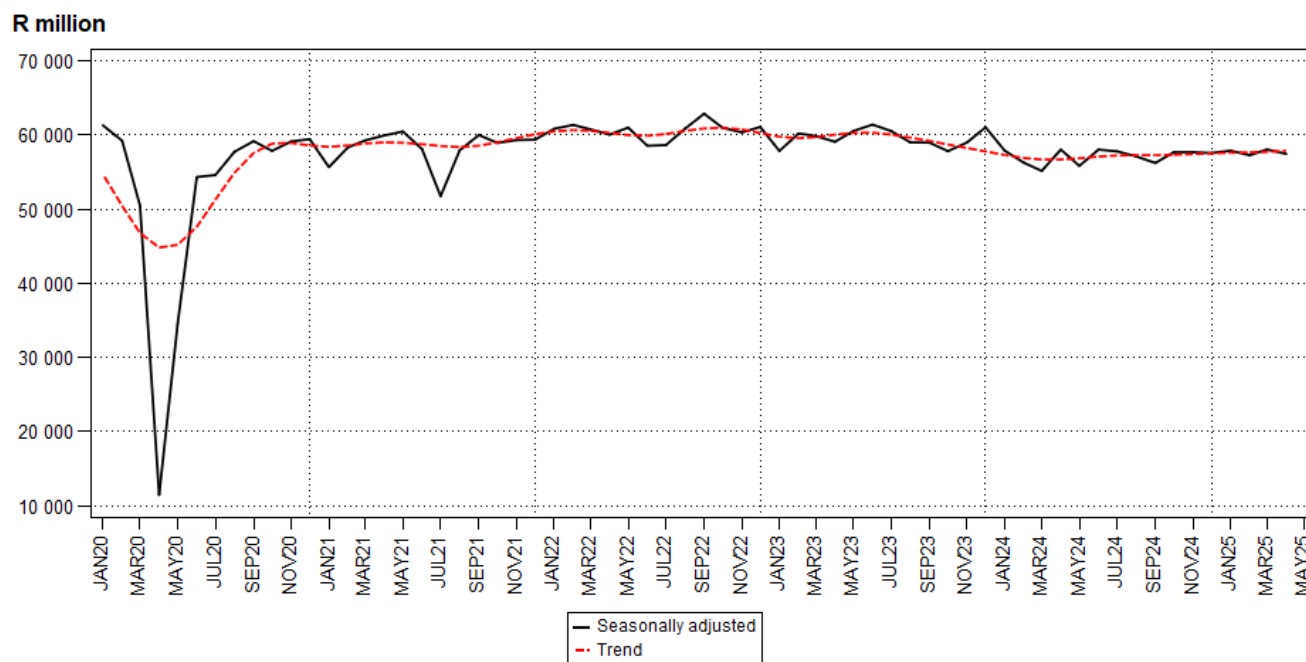
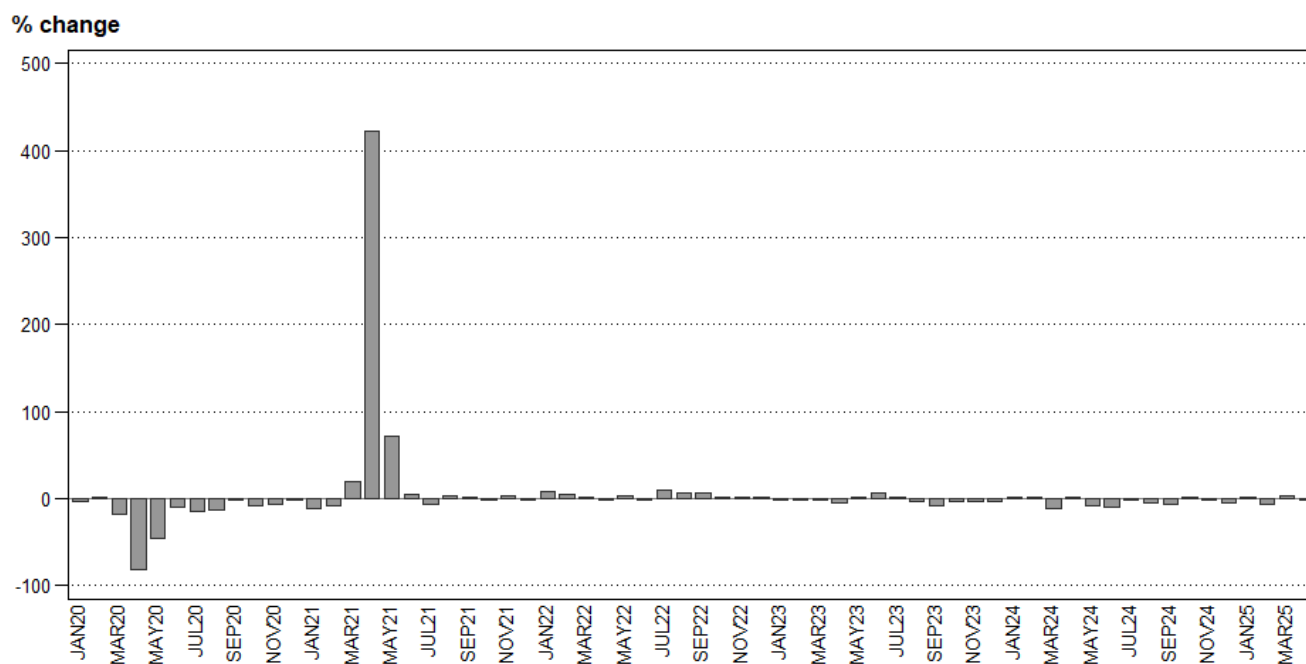
Type of activity	Nov 2024 – Jan 2025 (R million)	Weight (%)	Feb – Apr 2025 (R million)	% change between Nov 2024 – Jan 2025 and Feb – Apr 2025	Contribution (% points) to the total % change
New vehicle sales	43 365	25,0	44 704	3,1	0,8
Used vehicle sales	35 021	20,2	34 577	-1,3	-0,3
Workshop income	8 899	5,1	8 913	0,2	0,0
Income from the sales of accessories	33 663	19,4	33 401	-0,8	-0,2
Income from fuel sales	47 110	27,2	46 197	-1,9	-0,5
Income from convenience store sales <sup>1</sup>	5 077	2,9	4 976	-2,0	-0,1
<b>Total</b>	<b>173 136</b>	<b>100,0</b>	<b>172 769</b>	<b>-0,2</b>	<b>-0,2</b>

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

Seasonally adjusted motor trade sales decreased by 0,2% in the three months ended April 2025 compared with the previous three months. The main negative contributors to this decrease were:

- fuel sales (-1,9% and contributing -0,5 of a percentage point);
- used vehicle sales (-1,3% and contributing -0,3 of a percentage point); and
- sales of accessories (-0,8% and contributing -0,2 of a percentage point).

The main positive contributor was new vehicle sales (3,1% and contributing 0,8 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 April 2025

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

	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25
Year-on-year % change, unadjusted	-4,2	-6,1	0,6	-4,8	2,6	-3,9
Month-on-month % change, seasonally adjusted	-0,3	-2,4	6,0	-3,2	0,0	-0,6
3-month % change, seasonally adjusted <sup>1</sup>	-2,4	-0,9	0,7	1,3	2,0	-0,4

<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	Feb – Apr 2024 (R million)	Weight (%)	Feb – Apr 2025 (R million)	% change between Feb – Apr 2024 and Feb – Apr 2025	Contribution (% points) to the total % change
New vehicle sales	52 918	22,8	57 335	8,3	1,9
Used vehicle sales	41 618	17,9	41 839	0,5	0,1
Workshop income	11 482	4,9	10 186	-11,3	-0,6
Income from the sales of accessories	45 921	19,8	47 695	3,9	0,8
Income from fuel sales	73 632	31,7	63 784	-13,4	-4,2
Income from convenience store sales <sup>1</sup>	6 914	3,0	6 791	-1,8	-0,1
<b>Total</b>	<b>232 484</b>	<b>100,0</b>	<b>227 630</b>	<b>-2,1</b>	<b>-2,1</b>

<sup>1</sup> 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	Nov 2024 – Jan 2025 (R million)	Weight (%)	Feb – Apr 2025 (R million)	% change between Nov 2024 – Jan 2025 and Feb – Apr 2025	Contribution (% points) to the total % change
New vehicle sales	57 904	24,9	57 334	-1,0	-0,2
Used vehicle sales	44 243	19,0	43 288	-2,2	-0,4
Workshop income	10 781	4,6	10 497	-2,6	-0,1
Income from the sales of accessories	47 483	20,4	48 413	2,0	0,4
Income from fuel sales	65 233	28,0	65 258	0,0	0,0
Income from convenience store sales <sup>1</sup>	6 989	3,0	6 873	-1,7	-0,1
<b>Total</b>	<b>232 634</b>	<b>100,0</b>	<b>231 665</b>	<b>-0,4</b>	<b>-0,4</b>

<sup>1</sup> 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	2019	2020	2021	2022	2023	2024	2025
Jan	62 444	60 300	53 412	58 213	57 013	58 201	58 355
Feb	60 426	60 641	56 248	59 123	57 972	58 448	54 975
Mar	63 367	51 639	61 522	62 681	61 409	54 916	56 798
Apr	61 090	10 955	57 144	56 974	54 319	55 729	55 222
May	62 633	34 056	58 808	60 649	60 926	55 996	
Jun	59 487	53 699	56 847	56 749	60 340	54 472	
Jul	65 931	56 326	53 053	58 347	59 728	59 302	
Aug	64 939	56 628	58 225	62 202	60 496	58 135	
Sep	60 367	59 370	59 793	63 532	58 550	54 654	
Oct	66 297	60 780	60 257	61 851	60 191	61 488	
Nov	64 202	60 454	62 715	63 396	61 494	60 197	
Dec	58 301	57 682	57 170	58 525	57 081	54 773	
<b>Total</b>	<b>749 484</b>	<b>622 530</b>	<b>695 194</b>	<b>722 242</b>	<b>709 519</b>	<b>686 311</b>	

**Table 2 – Year-on-year percentage change in motor trade sales at constant 2019 prices**

Month	2020	2021	2022	2023	2024	2025	2025 year-to-date
Jan	-3,4	-11,4	9,0	-2,1	2,1	0,3	0,3
Feb	0,4	-7,2	5,1	-1,9	0,8	-5,9	-2,8
Mar	-18,5	19,1	1,9	-2,0	-10,6	3,4	-0,8
Apr	-82,1	421,6	-0,3	-4,7	2,6	-0,9	-0,9
May	-45,6	72,7	3,1	0,5	-8,1		
Jun	-9,7	5,9	-0,2	6,3	-9,7		
Jul	-14,6	-5,8	10,0	2,4	-0,7		
Aug	-12,8	2,8	6,8	-2,7	-3,9		
Sep	-1,7	0,7	6,3	-7,8	-6,7		
Oct	-8,3	-0,9	2,6	-2,7	2,2		
Nov	-5,8	3,7	1,1	-3,0	-2,1		
Dec	-1,1	-0,9	2,4	-2,5	-4,0		
<b>Total</b>	<b>-16,9</b>	<b>11,7</b>	<b>3,9</b>	<b>-1,8</b>	<b>-3,3</b>		

**Table 3 – Seasonally adjusted motor trade sales at constant 2019 prices**

Month	R million				Month-on-month % change			
	2022	2023	2024	2025	2022	2023	2024	2025
Jan	60 835	57 848	57 890	57 884	2,5	-5,3	-5,2	0,5
Feb	61 365	60 215	56 268	57 270	0,9	4,1	-2,8	-1,1
Mar	60 757	59 863	55 161	58 046	-1,0	-0,6	-2,0	1,4
Apr	60 052	59 088	58 035	57 453	-1,2	-1,3	5,2	-1,0
May	61 003	60 546	55 836		1,6	2,5	-3,8	
Jun	58 545	61 400	58 030		-4,0	1,4	3,9	
Jul	58 639	60 538	57 796		0,2	-1,4	-0,4	
Aug	60 848	59 003	57 119		3,8	-2,5	-1,2	
Sep	62 873	58 981	56 224		3,3	0,0	-1,6	
Oct	60 969	57 816	57 675		-3,0	-2,0	2,6	
Nov	60 359	58 994	57 683		-1,0	2,0	0,0	
Dec	61 077	61 042	57 569		1,2	3,5	-0,2	

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

Type of activity	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25
New vehicle sales	15 848	12 359	14 872	14 230	14 528	13 941
Used vehicle sales	12 068	10 408	12 142	11 265	10 909	10 964
Workshop income	3 180	2 643	2 725	2 792	2 846	2 777
Income from the sales of accessories	11 691	9 969	11 375	10 898	11 336	10 976
Income from fuel sales	15 682	17 459	15 584	14 240	15 497	14 909
Income from convenience store sales <sup>1</sup>	1 728	1 935	1 657	1 550	1 682	1 655
<b>Total</b>	<b>60 197</b>	<b>54 773</b>	<b>58 355</b>	<b>54 975</b>	<b>56 798</b>	<b>55 222</b>

<sup>1</sup> 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	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25
New vehicle sales	3,9	-9,4	3,1	-3,1	16,4	5,2
Used vehicle sales	0,5	3,4	9,0	2,6	3,7	-1,3
Workshop income	-11,4	-7,8	-6,3	-17,0	-8,0	-12,1
Income from the sales of accessories	-5,4	-3,7	0,1	-7,5	2,3	-0,8
Income from fuel sales	-5,0	-3,6	-6,5	-10,6	-2,6	-4,1
Income from convenience store sales <sup>1</sup>	-2,6	-4,7	-2,8	-9,2	-7,3	2,4
<b>Total</b>	<b>-2,1</b>	<b>-4,0</b>	<b>0,3</b>	<b>-5,9</b>	<b>3,4</b>	<b>-0,9</b>

<sup>1</sup> 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	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25
New vehicle sales	1,0	-2,2	0,8	-0,8	3,7	1,2
Used vehicle sales	0,1	0,6	1,7	0,5	0,7	-0,3
Workshop income	-0,7	-0,4	-0,3	-1,0	-0,4	-0,7
Income from the sales of accessories	-1,1	-0,7	0,0	-1,5	0,5	-0,2
Income from fuel sales	-1,3	-1,1	-1,9	-2,9	-0,8	-1,1
Income from convenience store sales <sup>1</sup>	-0,1	-0,2	-0,1	-0,3	-0,2	0,1
<b>Total</b>	<b>-2,1</b>	<b>-4,0</b>	<b>0,3</b>	<b>-5,9</b>	<b>3,4</b>	<b>-0,9</b>

<sup>1</sup> 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	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	Month-on-month % change
New vehicle sales	14 881	14 038	14 446	14 895	15 127	14 682	-2,9
Used vehicle sales	11 455	11 706	11 860	11 619	11 411	11 547	1,2
Workshop income	2 980	2 951	2 968	2 953	3 059	2 901	-5,2
Income from the sales of accessories	11 194	10 984	11 485	10 972	11 208	11 221	0,1
Income from fuel sales	15 478	16 186	15 446	15 172	15 605	15 420	-1,2
Income from convenience store sales <sup>1</sup>	1 695	1 704	1 678	1 659	1 636	1 681	2,8
<b>Total</b>	<b>57 683</b>	<b>57 569</b>	<b>57 884</b>	<b>57 270</b>	<b>58 046</b>	<b>57 453</b>	<b>-1,0</b>

<sup>1</sup> 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	2019	2020	2021	2022	2023	2024	2025
Jan	60 170	60 926	54 586	66 628	72 566	78 149	78 604
Feb	58 512	61 331	58 448	68 496	73 970	79 055	75 282
Mar	62 183	52 097	64 931	74 337	79 618	75 862	77 797
Apr	61 440	10 344	61 323	68 870	71 017	77 567	74 551
May	63 524	31 632	63 273	74 310	79 567	77 819	
Jun	60 622	52 487	61 258	71 511	78 256	75 059	
Jul	66 234	56 835	57 590	76 029	78 104	80 854	
Aug	65 300	57 428	64 198	80 009	79 886	79 422	
Sep	60 866	60 350	66 096	80 807	79 214	74 009	
Oct	67 004	61 553	66 984	78 863	83 158	81 785	
Nov	64 720	61 056	71 118	82 010	83 897	80 388	
Dec	58 911	57 960	65 864	76 857	78 120	73 373	
<b>Total</b>	<b>749 486</b>	<b>623 999</b>	<b>755 669</b>	<b>898 727</b>	<b>937 373</b>	<b>933 342</b>	

**Table 9 – Year-on-year percentage change in motor trade sales at current prices**

Month	2020	2021	2022	2023	2024	2025	2025 year-to-date
Jan	1,3	-10,4	22,1	8,9	7,7	0,6	0,6
Feb	4,8	-4,7	17,2	8,0	6,9	-4,8	-2,1
Mar	-16,2	24,6	14,5	7,1	-4,7	2,6	-0,6
Apr	-83,2	492,8	12,3	3,1	9,2	-3,9	-1,4
May	-50,2	100,0	17,4	7,1	-2,2		
Jun	-13,4	16,7	16,7	9,4	-4,1		
Jul	-14,2	1,3	32,0	2,7	3,5		
Aug	-12,1	11,8	24,6	-0,2	-0,6		
Sep	-0,8	9,5	22,3	-2,0	-6,6		
Oct	-8,1	8,8	17,7	5,4	-1,7		
Nov	-5,7	16,5	15,3	2,3	-4,2		
Dec	-1,6	13,6	16,7	1,6	-6,1		
<b>Total</b>	<b>-16,7</b>	<b>21,1</b>	<b>18,9</b>	<b>4,3</b>	<b>-0,4</b>		

**Table 10 – Seasonally adjusted motor trade sales at current prices**

Month	R million				Month-on-month % change			
	2022	2023	2024	2025	2022	2023	2024	2025
Jan	70 553	75 420	79 585	79 952	4,9	-3,7	-2,0	6,0
Feb	70 632	76 106	80 671	77 389	0,1	0,9	1,4	-3,2
Mar	71 221	76 801	76 156	77 371	0,8	0,9	-5,6	0,0
Apr	71 457	75 368	78 677	76 905	0,3	-1,9	3,3	-0,6
May	74 004	78 154	76 603		3,6	3,7	-2,6	
Jun	72 708	79 067	78 359		-1,8	1,2	2,3	
Jul	76 164	78 243	78 764		4,8	-1,0	0,5	
Aug	78 499	78 254	78 341		3,1	0,0	-0,5	
Sep	79 770	79 200	75 063		1,6	1,2	-4,2	
Oct	77 226	80 491	77 508		-3,2	1,6	3,3	
Nov	78 424	80 227	77 267		1,6	-0,3	-0,3	
Dec	78 318	81 213	75 415		-0,1	1,2	-2,4	

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

Type of activity	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25
New vehicle sales	21 066	16 369	19 942	19 114	19 530	18 691
Used vehicle sales	15 331	13 184	15 370	14 240	13 772	13 827
Workshop income	3 838	3 190	3 292	3 378	3 445	3 363
Income from the sales of accessories	16 404	13 893	16 010	15 773	16 373	15 549
Income from fuel sales	21 380	24 084	21 709	20 636	22 345	20 803
Income from convenience store sales <sup>1</sup>	2 369	2 652	2 281	2 141	2 332	2 318
<b>Total</b>	<b>80 388</b>	<b>73 373</b>	<b>78 604</b>	<b>75 282</b>	<b>77 797</b>	<b>74 551</b>

<sup>1</sup> 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	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25
New vehicle sales	7,0	-7,8	5,6	-0,3	19,4	7,5
Used vehicle sales	0,4	3,0	8,3	1,7	2,5	-2,5
Workshop income	-7,8	-4,2	-4,8	-15,5	-6,9	-11,1
Income from the sales of accessories	0,4	1,8	6,0	-0,1	9,7	2,3
Income from fuel sales	-18,1	-13,6	-10,4	-13,3	-10,6	-16,2
Income from convenience store sales <sup>1</sup>	0,7	-1,7	0,1	-6,4	-4,5	6,1
<b>Total</b>	<b>-4,2</b>	<b>-6,1</b>	<b>0,6</b>	<b>-4,8</b>	<b>2,6</b>	<b>-3,9</b>

<sup>1</sup> 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	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25
New vehicle sales	1,6	-1,8	1,4	-0,1	4,2	1,7
Used vehicle sales	0,1	0,5	1,5	0,3	0,4	-0,5
Workshop income	-0,4	-0,2	-0,2	-0,8	-0,3	-0,5
Income from the sales of accessories	0,1	0,3	1,2	0,0	1,9	0,5
Income from fuel sales	-5,6	-4,9	-3,2	-4,0	-3,5	-5,2
Income from convenience store sales <sup>1</sup>	0,0	-0,1	0,0	-0,2	-0,1	0,2
<b>Total</b>	<b>-4,2</b>	<b>-6,1</b>	<b>0,6</b>	<b>-4,8</b>	<b>2,6</b>	<b>-3,9</b>

<sup>1</sup> 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	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	Month-on-month % change
New vehicle sales	20 289	17 392	20 223	19 131	18 979	19 224	1,3
Used vehicle sales	14 434	14 557	15 252	14 613	14 195	14 480	2,0
Workshop income	3 644	3 614	3 523	3 477	3 533	3 487	-1,3
Income from the sales of accessories	15 682	15 619	16 182	15 941	16 214	16 258	0,3
Income from fuel sales	20 861	21 900	22 472	21 988	22 161	21 109	-4,7
Income from convenience store sales <sup>1</sup>	2 357	2 333	2 299	2 238	2 288	2 347	2,6
<b>Total</b>	<b>77 267</b>	<b>75 415</b>	<b>79 952</b>	<b>77 389</b>	<b>77 371</b>	<b>76 905</b>	<b>-0,6</b>

<sup>1</sup> 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 April 2025 was 60,6%. The revised collection rate for March 2025 was 64,7%.
- 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
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
Oct-25	Additional information from respondents	Sep-25
Nov-25	Additional information from respondents	Oct-25
Dec-25	Additional information from respondents	Nov-25
Jan-26	Additional information from respondents	Dec-25
Feb-26	Additional information from respondents	Jan-26
Mar-26	Additional information from respondents	Feb-26
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 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 – April 2025

	Lower limit (R million)	Sales (R million)	Upper limit (R million)	Relative standard error (RSE) %
Motor trade sales	68 824	74 551	80 278	3,9

- 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

## Technical enquiries

### Peter Makota

Telephone number: (012) 310 4837 / 076 563 8642  
Email: petermak@statssa.gov.za

### JP Terblanche

Telephone number: (012) 310 2965 / 066 470 2112  
Email: juan-pierret@statssa.gov.za



## 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.

Stats SA has copyright on this publication. Users may apply the information as they wish, provided that they acknowledge Stats SA as the source of the basic data wherever they process, apply, utilise, publish or distribute the data; and also that they specify that the relevant application and analysis (where applicable) result from their own processing of the data.

## Advance release calendar

A release calendar is disseminated on [www.statssa.gov.za](http://www.statssa.gov.za).

## Stats SA products

A complete set of Stats SA publications is available at the Stats SA Library and the following libraries:

National Library of South Africa, Pretoria Division  
National Library of South Africa, Cape Town Division  
Natal Society Library, Pietermaritzburg  
Library of Parliament, Cape Town  
Bloemfontein Public Library  
Johannesburg Public Library  
Eastern Cape Library Services, Qonce  
Central Regional Library, Polokwane  
Central Reference Library, Mbombela  
Central Reference Collection, Kimberley  
Central Reference Library, Mmabatho

Stats SA also provides a subscription service.

## Electronic services

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](http://www.statssa.gov.za).

## General enquiries

User information services	Telephone number: (012) 310 8600 Email address: <a href="mailto:info@statssa.gov.za">info@statssa.gov.za</a>
Orders/subscription services	Telephone number: (012) 310 8619 Email address: <a href="mailto:millies@statssa.gov.za">millies@statssa.gov.za</a>
Postal address	Private Bag X44, Pretoria, 0001

*Produced by Stats SA*