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## **STATISTICAL RELEASE**

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# **Motor trade sales (Preliminary)**

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

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

	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25
Year-on-year % change, unadjusted	2,4	-1,0	3,0	3,3	3,1	1,9
Month-on-month % change, seasonally adjusted	1,0	-0,2	0,6	0,4	0,9	0,5
3-month % change, seasonally adjusted <sup>1</sup>	-0,1	-0,1	0,6	0,7	1,4	1,5

<sup>1</sup> Percentage change between the previous three months and the three months ending in the month indicated.

Measured in real terms (constant 2019 prices), motor trade sales increased by 1,9% year-on-year in August 2025. The positive contributors to this increase were:

- new vehicle sales (9,4% and contributing 2,4 percentage points); and
- sales of accessories (4,8% and contributing 0,9 of a percentage point).

The largest negative contributor was fuel sales (-4,2% and contributing -1,1 percentage points) – see Table 5 and Table 6.

Seasonally adjusted motor trade sales increased by 0,5% in August 2025 compared with July 2025. This followed month-on-month changes of 0,9% in July 2025 and 0,4% in June 2025.

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

Type of activity	Jun – Aug 2024 (R million)	Weight (%)	Jun – Aug 2025 (R million)	% change between Jun – Aug 2024 and Jun – Aug 2025	Contribution (% points) to the total % change
New vehicle sales	41 953	25,4	46 226	10,2	2,6
Used vehicle sales	34 161	20,7	35 023	2,5	0,5
Workshop income	7 228	4,4	6 872	-4,9	-0,2
Income from the sales of accessories	32 751	19,9	34 862	6,4	1,3
Income from fuel sales	43 768	26,5	41 569	-5,0	-1,3
Income from convenience store sales <sup>1</sup>	5 048	3,1	4 945	-2,0	-0,1
<b>Total</b>	<b>164 909</b>	<b>100,0</b>	<b>169 497</b>	<b>2,8</b>	<b>2,8</b>

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

Motor trade sales increased by 2,8% in the three months ended August 2025 compared with the three months ended August 2024. The positive contributors to this increase were:

- new vehicle sales (10,2% and contributing 2,6 percentage points);
- sales of accessories (6,4% and contributing 1,3 percentage points); and
- used vehicle sales (2,5% and contributing 0,5 of a percentage point).

The largest negative contributor was fuel sales (-5,0% and contributing -1,3 percentage points) – see Table B.

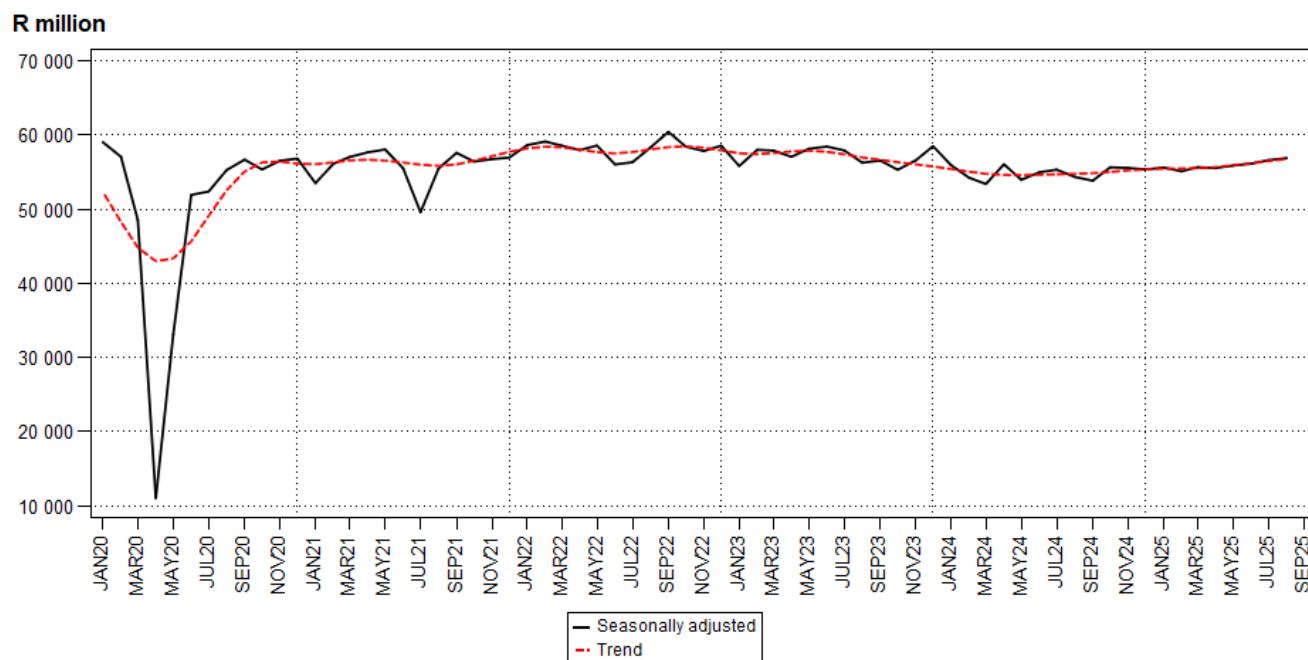
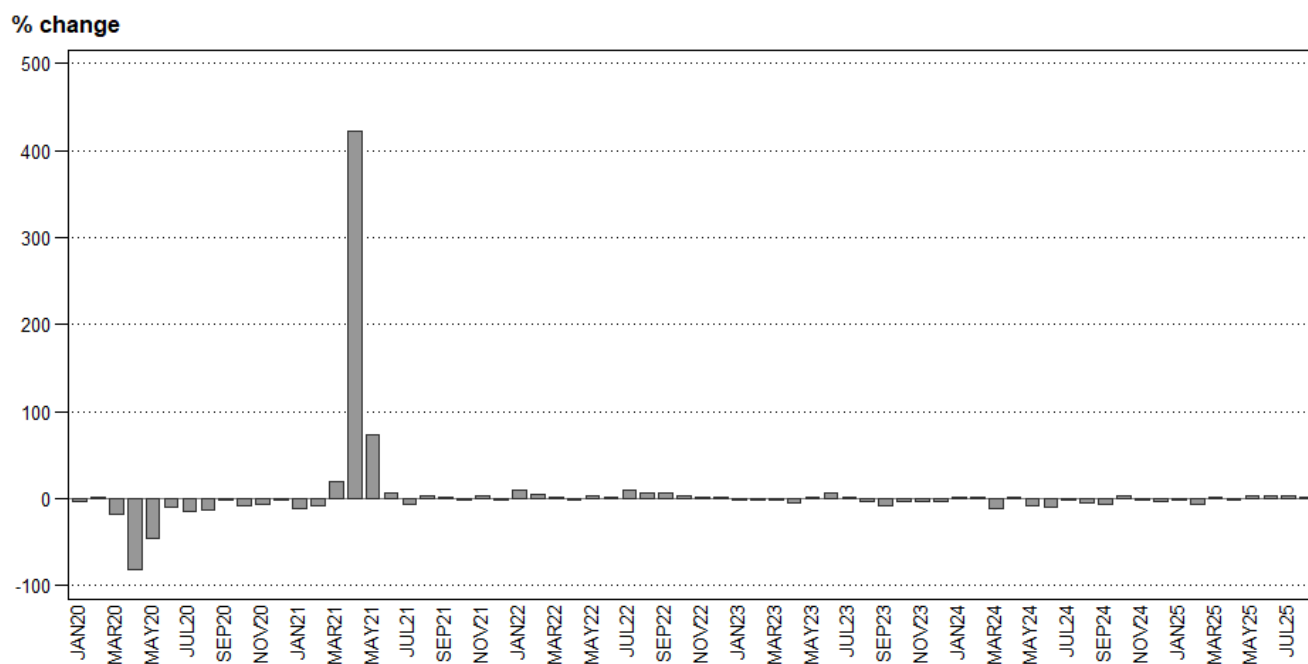
**Table C – Seasonally adjusted motor trade sales at constant 2019 prices for the latest three months by type of activity**

Type of activity	Mar – May 2025 (R million)	Weight (%)	Jun – Aug 2025 (R million)	% change between Mar – May 2025 and Jun – Aug 2025	Contribution (% points) to the total % change
New vehicle sales	45 728	27,4	46 744	2,2	0,6
Used vehicle sales	33 890	20,3	35 018	3,3	0,7
Workshop income	6 385	3,8	6 622	3,7	0,1
Income from the sales of accessories	33 935	20,3	34 264	1,0	0,2
Income from fuel sales	42 030	25,2	41 837	-0,5	-0,1
Income from convenience store sales <sup>1</sup>	5 120	3,1	5 128	0,2	0,0
<b>Total</b>	<b>167 088</b>	<b>100,0</b>	<b>169 613</b>	<b>1,5</b>	<b>1,5</b>

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

Seasonally adjusted motor trade sales increased by 1,5% in the three months ended August 2025 compared with the previous three months. The main positive contributors to this increase were:

- used vehicle sales (3,3% and contributing 0,7 of a percentage point);
- new vehicle sales (2,2% and contributing 0,6 of a percentage point); and
- sales of accessories (1,0% 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 August 2025

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

	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25
Year-on-year % change, unadjusted	1,6	-3,8	-0,1	1,0	2,9	1,6
Month-on-month % change, seasonally adjusted	-0,6	0,0	0,9	1,1	2,6	0,4
3-month % change, seasonally adjusted <sup>1</sup>	0,9	-0,6	-0,4	-0,3	2,3	3,6

<sup>1</sup> Percentage change between the previous three months and the three months ending in the month indicated.

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

Type of activity	Jun – Aug 2024 (R million)	Weight (%)	Jun – Aug 2025 (R million)	% change between Jun – Aug 2024 and Jun – Aug 2025	Contribution (% points) to the total % change
New vehicle sales	55 237	24,5	62 711	13,5	3,3
Used vehicle sales	43 597	19,3	44 001	0,9	0,2
Workshop income	8 694	3,9	8 571	-1,4	-0,1
Income from the sales of accessories	45 727	20,3	49 582	8,4	1,7
Income from fuel sales	65 582	29,1	57 995	-11,6	-3,4
Income from convenience store sales <sup>1</sup>	6 882	3,0	7 035	2,2	0,1
<b>Total</b>	<b>225 720</b>	<b>100,0</b>	<b>229 896</b>	<b>1,9</b>	<b>1,9</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	Mar – May 2025 (R million)	Weight (%)	Jun – Aug 2025 (R million)	% change between Mar – May 2025 and Jun – Aug 2025	Contribution (% points) to the total % change
New vehicle sales	58 481	26,3	63 059	7,8	2,1
Used vehicle sales	42 642	19,2	43 678	2,4	0,5
Workshop income	7 698	3,5	8 311	8,0	0,3
Income from the sales of accessories	48 314	21,7	49 446	2,3	0,5
Income from fuel sales	58 063	26,1	58 580	0,9	0,2
Income from convenience store sales <sup>1</sup>	7 168	3,2	7 284	1,6	0,1
<b>Total</b>	<b>222 365</b>	<b>100,0</b>	<b>230 362</b>	<b>3,6</b>	<b>3,6</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	59 855	57 877	51 211	55 901	54 760	55 863	55 555
Feb	57 922	58 197	53 951	56 780	55 669	56 103	52 763
Mar	60 794	49 554	59 026	60 233	58 985	52 741	54 004
Apr	58 647	10 500	54 847	54 765	52 163	53 476	52 964
May	60 148	32 613	56 433	58 297	58 488	53 997	55 595
Jun	57 133	51 453	54 547	54 578	57 910	52 125	53 861
Jul	63 287	54 018	50 909	56 160	57 310	57 000	58 776
Aug	62 334	54 307	55 899	59 846	58 050	55 784	56 860
Sep	57 952	56 935	57 394	61 083	56 223	52 350	
Oct	63 643	58 261	57 835	59 451	57 833	59 586	
Nov	61 631	57 936	60 231	60 934	59 054	58 104	
Dec	55 972	55 270	54 926	56 278	54 819	52 727	
<b>Total</b>	<b>719 318</b>	<b>596 921</b>	<b>667 209</b>	<b>694 306</b>	<b>681 264</b>	<b>659 856</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	-3,3	-11,5	9,2	-2,0	2,0	-0,6	-0,6
Feb	0,5	-7,3	5,2	-2,0	0,8	-6,0	-3,3
Mar	-18,5	19,1	2,0	-2,1	-10,6	2,4	-1,4
Apr	-82,1	422,4	-0,1	-4,8	2,5	-1,0	-1,3
May	-45,8	73,0	3,3	0,3	-7,7	3,0	-0,5
Jun	-9,9	6,0	0,1	6,1	-10,0	3,3	0,1
Jul	-14,6	-5,8	10,3	2,0	-0,5	3,1	0,6
Aug	-12,9	2,9	7,1	-3,0	-3,9	1,9	0,8
Sep	-1,8	0,8	6,4	-8,0	-6,9		
Oct	-8,5	-0,7	2,8	-2,7	3,0		
Nov	-6,0	4,0	1,2	-3,1	-1,6		
Dec	-1,3	-0,6	2,5	-2,6	-3,8		
<b>Total</b>	<b>-17,0</b>	<b>11,8</b>	<b>4,1</b>	<b>-1,9</b>	<b>-3,1</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	58 647	55 816	55 925	55 615	3,0	-4,7	-4,4	0,5
Feb	59 117	58 001	54 236	55 105	0,8	3,9	-3,0	-0,9
Mar	58 574	57 895	53 386	55 664	-0,9	-0,2	-1,6	1,0
Apr	57 957	57 059	56 055	55 547	-1,1	-1,4	5,0	-0,2
May	58 579	58 143	53 954	55 877	1,1	1,9	-3,7	0,6
Jun	56 033	58 439	54 971	56 126	-4,3	0,5	1,9	0,4
Jul	56 322	57 922	55 324	56 614	0,5	-0,9	0,6	0,9
Aug	58 305	56 262	54 343	56 873	3,5	-2,9	-1,8	0,5
Sep	60 428	56 557	53 833		3,6	0,5	-0,9	
Oct	58 425	55 307	55 642		-3,3	-2,2	3,4	
Nov	57 842	56 576	55 560		-1,0	2,3	-0,1	
Dec	58 563	58 489	55 345		1,2	3,4	-0,4	

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

Type of activity	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25
New vehicle sales	14 586	14 525	14 190	14 220	16 199	15 807
Used vehicle sales	10 591	10 590	11 872	10 967	12 441	11 615
Workshop income	2 129	2 027	2 170	2 111	2 503	2 258
Income from the sales of accessories	11 151	10 830	11 828	11 367	11 971	11 524
Income from fuel sales	13 809	13 322	13 867	13 620	13 984	13 965
Income from convenience store sales <sup>1</sup>	1 738	1 670	1 668	1 576	1 678	1 691
<b>Total</b>	<b>54 004</b>	<b>52 964</b>	<b>55 595</b>	<b>53 861</b>	<b>58 776</b>	<b>56 860</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	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25
New vehicle sales	16,1	9,5	5,9	8,9	12,1	9,4
Used vehicle sales	1,3	-3,7	6,0	2,2	5,8	-0,4
Workshop income	-7,0	-12,9	-16,9	-9,5	-0,8	-4,8
Income from the sales of accessories	3,5	0,4	6,2	12,7	2,6	4,8
Income from fuel sales	-6,8	-7,6	-0,7	-4,6	-6,2	-4,2
Income from convenience store sales <sup>1</sup>	-5,4	-0,9	-1,0	-3,1	-0,8	-2,2
<b>Total</b>	<b>2,4</b>	<b>-1,0</b>	<b>3,0</b>	<b>3,3</b>	<b>3,1</b>	<b>1,9</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	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25
New vehicle sales	3,8	2,4	1,5	2,2	3,1	2,4
Used vehicle sales	0,3	-0,8	1,2	0,5	1,2	-0,1
Workshop income	-0,3	-0,6	-0,8	-0,4	0,0	-0,2
Income from the sales of accessories	0,7	0,1	1,3	2,5	0,5	0,9
Income from fuel sales	-1,9	-2,1	-0,2	-1,3	-1,6	-1,1
Income from convenience store sales <sup>1</sup>	-0,2	0,0	0,0	-0,1	0,0	-0,1
<b>Total</b>	<b>2,4</b>	<b>-1,0</b>	<b>3,0</b>	<b>3,3</b>	<b>3,1</b>	<b>1,9</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	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Month-on-month % change
New vehicle sales	15 334	15 311	15 083	15 397	15 635	15 712	0,5
Used vehicle sales	11 110	11 292	11 488	11 559	11 634	11 825	1,6
Workshop income	2 286	2 068	2 031	2 113	2 304	2 205	-4,3
Income from the sales of accessories	11 167	11 258	11 510	11 365	11 468	11 431	-0,3
Income from fuel sales	14 077	13 906	14 047	14 002	13 851	13 984	1,0
Income from convenience store sales <sup>1</sup>	1 690	1 712	1 718	1 690	1 721	1 717	-0,2
<b>Total</b>	<b>55 664</b>	<b>55 547</b>	<b>55 877</b>	<b>56 126</b>	<b>56 614</b>	<b>56 873</b>	<b>0,5</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	57 748	58 473	52 389	63 946	69 645	75 003	74 906
Feb	56 157	58 862	56 095	65 739	70 992	75 873	72 277
Mar	59 681	50 000	62 317	71 345	76 413	72 808	73 984
Apr	58 967	9 928	58 854	66 097	68 159	74 374	71 556
May	60 967	30 358	60 726	71 319	76 364	74 993	74 923
Jun	58 182	50 374	58 791	68 633	75 106	71 802	72 510
Jul	63 568	54 547	55 272	72 968	74 960	77 698	79 980
Aug	62 672	55 116	61 614	76 789	76 670	76 220	77 406
Sep	58 416	57 921	63 435	77 554	76 025	70 960	
Oct	64 307	59 075	64 288	75 688	79 810	79 344	
Nov	62 115	58 598	68 255	78 709	80 520	77 703	
Dec	56 540	55 627	63 213	73 763	74 975	70 705	
<b>Total</b>	<b>719 320</b>	<b>598 879</b>	<b>725 249</b>	<b>862 550</b>	<b>899 639</b>	<b>897 483</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	-0,1	-0,1
Feb	4,8	-4,7	17,2	8,0	6,9	-4,7	-2,4
Mar	-16,2	24,6	14,5	7,1	-4,7	1,6	-1,1
Apr	-83,2	492,8	12,3	3,1	9,1	-3,8	-1,8
May	-50,2	100,0	17,4	7,1	-1,8	-0,1	-1,4
Jun	-13,4	16,7	16,7	9,4	-4,4	1,0	-1,1
Jul	-14,2	1,3	32,0	2,7	3,7	2,9	-0,5
Aug	-12,1	11,8	24,6	-0,2	-0,6	1,6	-0,2
Sep	-0,8	9,5	22,3	-2,0	-6,7		
Oct	-8,1	8,8	17,7	5,4	-0,6		
Nov	-5,7	16,5	15,3	2,3	-3,5		
Dec	-1,6	13,6	16,7	1,6	-5,7		
<b>Total</b>	<b>-16,7</b>	<b>21,1</b>	<b>18,9</b>	<b>4,3</b>	<b>-0,2</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	67 881	72 470	76 383	76 101	5,2	-3,7	-2,0	4,6
Feb	67 783	73 079	77 545	74 394	-0,1	0,8	1,5	-2,2
Mar	68 470	73 855	73 274	73 921	1,0	1,1	-5,5	-0,6
Apr	68 626	72 395	75 630	73 901	0,2	-2,0	3,2	0,0
May	71 097	75 110	73 931	74 543	3,6	3,8	-2,2	0,9
Jun	70 092	76 280	75 385	75 389	-1,4	1,6	2,0	1,1
Jul	72 872	74 897	75 357	77 347	4,0	-1,8	0,0	2,6
Aug	75 139	74 807	74 864	77 626	3,1	-0,1	-0,7	0,4
Sep	76 494	75 918	71 937		1,8	1,5	-3,9	
Oct	73 988	77 047	74 962		-3,3	1,5	4,2	
Nov	75 111	76 901	74 618		1,5	-0,2	-0,5	
Dec	75 221	77 936	72 730		0,1	1,3	-2,5	

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

Type of activity	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25
New vehicle sales	19 609	19 475	19 178	19 256	21 978	21 477
Used vehicle sales	13 371	13 355	14 949	13 795	15 629	14 577
Workshop income	2 577	2 455	2 703	2 630	3 120	2 821
Income from the sales of accessories	16 106	15 343	16 618	15 951	17 188	16 443
Income from fuel sales	19 911	18 589	19 121	18 643	19 676	19 676
Income from convenience store sales <sup>1</sup>	2 410	2 339	2 354	2 235	2 389	2 411
<b>Total</b>	<b>73 984</b>	<b>71 556</b>	<b>74 923</b>	<b>72 510</b>	<b>79 980</b>	<b>77 406</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	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25
New vehicle sales	19,1	11,8	9,0	12,4	15,8	12,2
Used vehicle sales	0,1	-4,9	4,5	0,6	4,1	-2,0
Workshop income	-5,8	-11,9	-13,5	-5,8	2,5	-1,3
Income from the sales of accessories	11,0	3,5	8,7	13,6	5,9	6,4
Income from fuel sales	-14,4	-19,3	-14,7	-14,9	-11,1	-8,6
Income from convenience store sales <sup>1</sup>	-2,5	2,6	3,0	0,9	3,6	2,1
<b>Total</b>	<b>1,6</b>	<b>-3,8</b>	<b>-0,1</b>	<b>1,0</b>	<b>2,9</b>	<b>1,6</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	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25
New vehicle sales	4,3	2,8	2,1	3,0	3,9	3,1
Used vehicle sales	0,0	-0,9	0,9	0,1	0,8	-0,4
Workshop income	-0,2	-0,4	-0,6	-0,2	0,1	0,0
Income from the sales of accessories	2,2	0,7	1,8	2,7	1,2	1,3
Income from fuel sales	-4,6	-6,0	-4,4	-4,5	-3,2	-2,4
Income from convenience store sales <sup>1</sup>	-0,1	0,1	0,1	0,0	0,1	0,1
<b>Total</b>	<b>1,6</b>	<b>-3,8</b>	<b>-0,1</b>	<b>1,0</b>	<b>2,9</b>	<b>1,6</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	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Month-on-month % change
New vehicle sales	19 246	19 837	19 398	20 257	21 141	21 661	2,5
Used vehicle sales	13 754	14 210	14 678	14 335	14 793	14 550	-1,6
Workshop income	2 651	2 558	2 489	2 581	2 914	2 816	-3,4
Income from the sales of accessories	16 022	16 064	16 228	16 455	16 457	16 534	0,5
Income from fuel sales	19 879	18 854	19 330	19 363	19 588	19 629	0,2
Income from convenience store sales <sup>1</sup>	2 370	2 378	2 420	2 396	2 453	2 435	-0,7
<b>Total</b>	<b>73 921</b>	<b>73 901</b>	<b>74 543</b>	<b>75 389</b>	<b>77 347</b>	<b>77 626</b>	<b>0,4</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 2025 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 August 2025 was 59,0%. The revised collection rate for July 2025 was 65,8%.
- 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
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
Apr-26	Additional information from respondents	Mar-26
May-26	Additional information from respondents	Apr-26
Jun-26	Additional information from respondents	May-26
Jul-26	Additional information from respondents New sample	Jan-98–Jun-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 897 enterprises from a population of 9 325 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 2025 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	4 865 363	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 – August 2025

	Lower limit (R million)	Sales (R million)	Upper limit (R million)	Relative standard error (RSE) %
Motor trade sales	72 821	77 406	81 991	3,0

- 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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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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