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Motor trade sales
(Preliminary)

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Sales at current prices: results for December 2017

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

	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
Year-on-year % change, unadjusted	-1,8	3,9	3,5	8,3	7,6	5,5
Month-on-month % change, seasonally adjusted	-1,9	2,1	1,8	2,2	1,5	0,7
3-month % change, seasonally adjusted 1/	-0,1	-0,2	0,7	2,7	4,6	5,5

1/ Percentage change between the previous 3 months and the 3 months ending in the month indicated.

Measured in nominal terms (current prices), motor trade sales increased by 5,5% year-on-year in December 2017. The largest annual growth rates were recorded for:

- fuel sales (11,0%); and
- convenience store sales (9,7%) – see Table 5.

Seasonally adjusted motor trade sales increased by 0,7% in December 2017 compared with November 2017. This followed month-on-month changes of 1,5% in November 2017 and 2,2% in October 2017.

In 2017, motor trade sales increased by 3,9% compared with 2016. The largest contributors were:

- fuel sales (6,8% and contributing 1,8 percentage points); and
- new vehicle sales (5,5% and contributing 1,5 percentage points).

Seasonally adjusted motor trade sales increased by 5,5% in the fourth quarter of 2017 compared with the previous quarter.

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

Type of activity	Oct – Dec 2016 (R million)	Weight	Oct – Dec 2017 (R million)	% change between Oct – Dec 2016 and Oct – Dec 2017	Contribution (% points) to the total % change
New vehicle sales	40 046	26,0	44 118	10,2	2,7
Used vehicle sales	28 847	18,8	30 197	4,7	0,9
Workshop income	9 385	6,1	9 484	1,1	0,1
Income from the sales of accessories	28 269	18,4	29 171	3,2	0,6
Income from fuel sales	41 911	27,2	46 154	10,1	2,7
Income from convenience store sales 1/	5 355	3,5	5 691	6,3	0,2
Total	153 813	100,0	164 816	7,2	7,2

1/ Includes 'other' sales and trading income.

Motor trade sales increased by 7,2% in the fourth quarter of 2017 compared with the fourth quarter of 2016. The main contributors were:

- new vehicle sales (10,2% and contributing 2,7 percentage points); and
- fuel sales (10,1% and contributing 2,7 percentage points) – see Table B.

Figure 1 – Motor trade sales at current prices

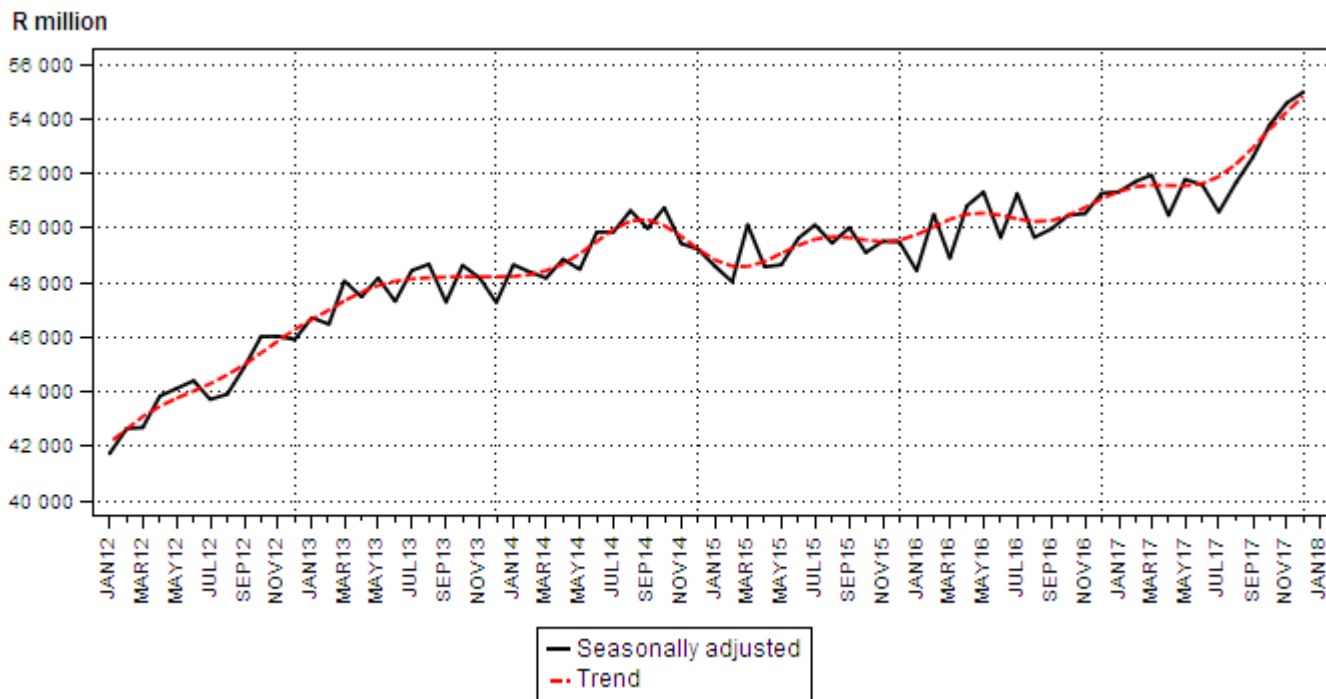
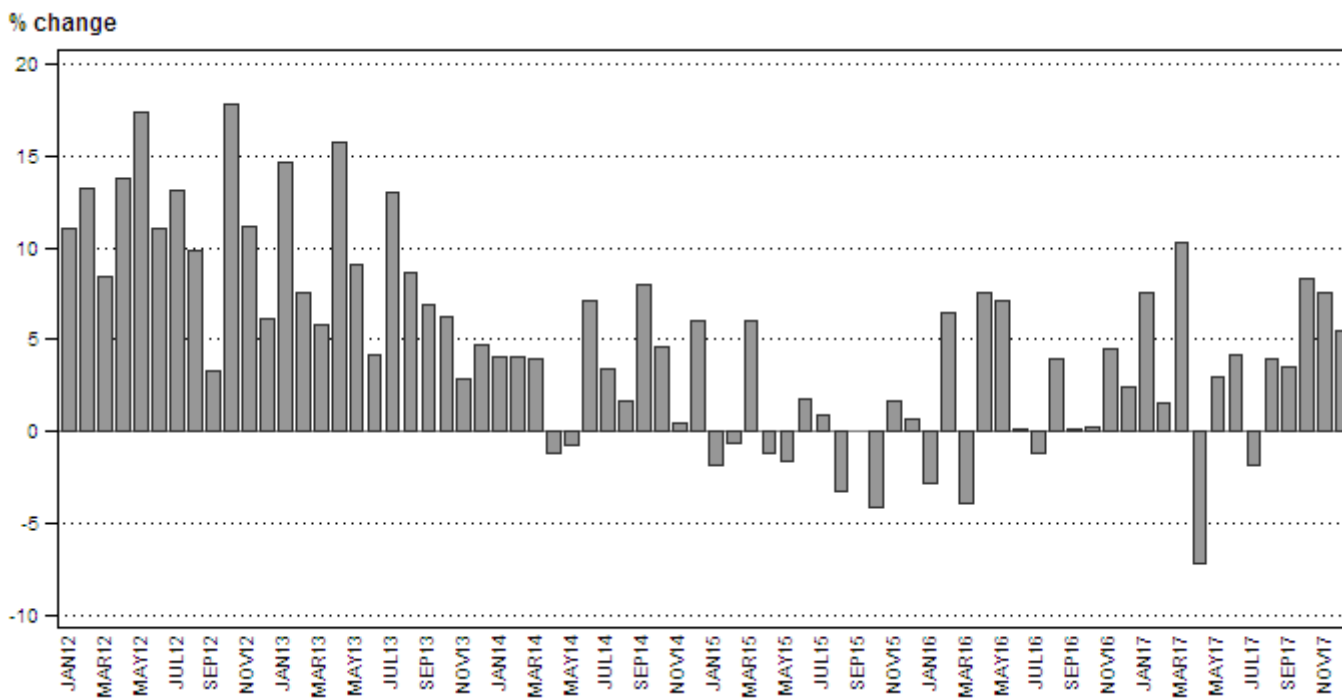


Figure 2 – Motor trade sales at current prices: year-on-year percentage change



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Tables

Table 1 – Motor trade sales at current prices (R million)

Month	2011	2012	2013	2014	2015	2016	2017 1/
Jan	36 024	39 978	45 837	47 680	46 792	45 466	48 937
Feb	37 116	42 000	45 171	46 983	46 652	49 669	50 417
Mar	41 059	44 521	47 124	48 953	51 900	49 873	55 017
Apr	35 834	40 776	47 192	46 638	46 082	49 558	45 991
May	38 311	44 960	49 053	48 675	47 897	51 275	52 833
Jun	39 529	43 877	45 733	48 993	49 896	49 937	52 031
Jul	39 604	44 808	50 634	52 357	52 839	52 218	51 274
Aug	41 602	45 701	49 679	50 454	48 810	50 697	52 683
Sep	42 236	43 630	46 659	50 378	50 369	50 421	52 187
Oct	40 683	47 905	50 860	53 207	51 003	51 089	55 351
Nov	43 535	48 420	49 844	50 064	50 896	53 202	57 230
Dec	40 780	43 259	45 293	48 019	48 361	49 522	52 235
Total	476 313	529 835	573 079	592 401	591 497	602 927	626 186

1/ Figures for latest month are preliminary.

Table 2 – Year-on-year percentage change in motor trade sales at current prices

Month	2012	2013	2014	2015	2016	2017	2017 year-to-date
Jan	11,0	14,7	4,0	-1,9	-2,8	7,6	7,6
Feb	13,2	7,6	4,0	-0,7	6,5	1,5	4,4
Mar	8,4	5,8	3,9	6,0	-3,9	10,3	6,5
Apr	13,8	15,7	-1,2	-1,2	7,5	-7,2	3,0
May	17,4	9,1	-0,8	-1,6	7,1	3,0	3,0
Jun	11,0	4,2	7,1	1,8	0,1	4,2	3,2
Jul	13,1	13,0	3,4	0,9	-1,2	-1,8	2,4
Aug	9,9	8,7	1,6	-3,3	3,9	3,9	2,6
Sep	3,3	6,9	8,0	0,0	0,1	3,5	2,7
Oct	17,8	6,2	4,6	-4,1	0,2	8,3	3,3
Nov	11,2	2,9	0,4	1,7	4,5	7,6	3,7
Dec	6,1	4,7	6,0	0,7	2,4	5,5	3,9
Total	11,2	8,2	3,4	-0,2	1,9	3,9	

Table 3 – Seasonally adjusted motor trade sales at current prices

Month	R million				Month-on-month % change			
	2014	2015	2016	2017	2014	2015	2016	2017
Jan	48 652	48 600	48 432	51 325	2,9	-1,3	-2,1	0,1
Feb	48 376	48 027	50 498	51 707	-0,6	-1,2	4,3	0,7
Mar	48 164	50 118	48 893	51 940	-0,4	4,4	-3,2	0,5
Apr	48 855	48 576	50 811	50 457	1,4	-3,1	3,9	-2,9
May	48 484	48 651	51 314	51 781	-0,8	0,2	1,0	2,6
Jun	49 848	49 628	49 649	51 581	2,8	2,0	-3,2	-0,4
Jul	49 850	50 113	51 255	50 581	0,0	1,0	3,2	-1,9
Aug	50 636	49 446	49 655	51 657	1,6	-1,3	-3,1	2,1
Sep	49 984	50 014	49 968	52 604	-1,3	1,1	0,6	1,8
Oct	50 742	49 102	50 462	53 777	1,5	-1,8	1,0	2,2
Nov	49 430	49 516	50 530	54 577	-2,6	0,8	0,1	1,5
Dec	49 221	49 488	51 271	54 978	-0,4	-0,1	1,5	0,7

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

Type of activity	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17 1/
New vehicle sales	13 438	13 991	13 994	14 857	15 639	13 622
Used vehicle sales	9 924	10 181	9 822	10 344	10 763	9 090
Workshop income	3 118	3 155	3 054	3 264	3 330	2 890
Income from the sales of accessories	9 222	9 934	9 419	10 071	10 470	8 630
Income from fuel sales	13 864	13 703	14 145	15 028	15 157	15 969
Income from convenience store sales 2/	1 708	1 720	1 753	1 787	1 871	2 033
Total	51 274	52 683	52 187	55 351	57 230	52 235

1/ Figures are preliminary.

2/ Includes 'other' sales and trading income.

Table 5 – Year-on-year percentage change in motor trade sales at current prices by type of activity

Type of activity	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
New vehicle sales	-0,3	7,8	7,8	12,5	12,9	4,8
Used vehicle sales	-0,3	4,5	1,1	7,3	5,3	1,2
Workshop income	-0,7	-1,6	-6,4	1,7	-0,5	2,2
Income from the sales of accessories	-3,6	2,2	-4,0	4,4	3,2	1,9
Income from fuel sales	-3,6	2,5	9,3	10,1	9,2	11,0
Income from convenience store sales 1/	0,1	2,1	3,0	2,4	6,5	9,7
Total	-1,8	3,9	3,5	8,3	7,6	5,5

1/ Includes 'other' sales and trading income.

Table 6 – Contribution of each type of activity to the year-on-year percentage change in motor trade sales at current prices

Type of activity	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
New vehicle sales	-0,1	2,0	2,0	3,2	3,4	1,3
Used vehicle sales	-0,1	0,9	0,2	1,4	1,0	0,2
Workshop income	0,0	-0,1	-0,4	0,1	0,0	0,1
Income from the sales of accessories	-0,7	0,4	-0,8	0,8	0,6	0,3
Income from fuel sales	-1,0	0,7	2,4	2,7	2,4	3,2
Income from convenience store sales 1/	0,0	0,1	0,1	0,1	0,2	0,4
Total	-1,8	3,9	3,5	8,3	7,6	5,5

1/ Includes 'other' sales and trading income.

Survey information

- Introduction**
- 1 Statistics South Africa (Stats SA) conducts a monthly survey covering enterprises in the motor trade industry (see 4 below). This survey is based on a sample drawn from Stats SA's 2017 business sampling frame (BSF) that contains businesses registered at the South African Revenue Service (SARS) for value added tax (VAT). Stats SA continuously updates its BSF, which is linked to the SARS administrative data.
 - 2 In order to improve timeliness, some information for the latest month had to be estimated due to late response. These estimates will be revised in future statistical releases as soon as information becomes available. Published motor trade sales estimates exclude VAT.
- Purpose of the survey**
- 3 The results of the monthly motor trade sales survey are used to compile estimates of the gross domestic product (GDP) and its components, which are used in monitoring the state of the economy and formulation of economic policy. These statistics are also used in the analysis of comparative business and industry performance.
- Scope of the survey**
- 4 The survey collects information from a sample of enterprises in South Africa that are predominantly involved in motor trade. These enterprises include:
 - motor vehicle dealers, filling stations and workshops;
 - motor cycle dealers;
 - spares and accessories;
 - tyre dealers;
 - automotive electricians;
 - radiator repairs;
 - panel beaters and spray painters;
 - 'other' specialised motor repair services; and
 - 'other' motor trade.
- Classification**
- 5 The 1993 edition of the *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 digits) level.
- Collection rate**
- 6 The preliminary collection rate for the survey on motor trade sales for December 2017 was 83,5%. The improved collection rate for November 2017 was 84,3%.
- Statistical unit**
- 7 The statistical unit for which information is compiled and published is the enterprise, defined as a legal unit or a combination of legal units that includes and directly controls all functions necessary to carry out its sales and service activities.
- Revised figures**
- 8 Revised figures are mainly due to late submission of data to Stats SA, or respondents reporting revisions or corrections to their figures. Preliminary figures, as indicated in the relevant tables, are subject to change and when revised will not be indicated as such.
- Related publications**
- 9 Users may also refer to the following publication available from Stats SA:
 - *Stats in Brief* issued annually.

- Rounding-off of figures** 10 Where figures have been rounded off, discrepancies may occur between sums of the component items and the totals.
- Historical data** 11 Historical motor trade data are available on the Stats SA website. To access the data electronically, use the following link: [Click to download historical data](#)
- Past publications** 12 Past motor trade releases are available on the Stats SA website. To access the releases electronically, use the following link: [Click to download past releases](#)

Technical notes

- Survey methodology and design** 1 The survey is conducted monthly. Questionnaires are sent to a sample of 853 enterprises from a population of 10 798 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 2017 from Stats SA's business sampling frame (BSF) at the SIC four-digit level. Strata were formed using a combination of Standard Industrial Classification 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 3,8%.

- 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 limits	Upper limits
Very small	4	1 854 346	18 000 000
Small	3	18 000 001	85 500 000
Medium	2	85 500 001	175 500 000
Large	1	175 500 001	

- Sample weighting** 4 For those strata not completely enumerated, the weights to produce estimates are the inverse ratio of the sampling fraction, modified to take account of non-response in the survey. Stratum estimates are calculated and then aggregated with the completely enumerated stratum to form classification group estimates. These procedures are consistent with international best practice.

Seasonal adjustment	5	Seasonally adjusted estimates are generated each month using the X-12-ARIMA Seasonal Adjustment Program developed by the US Bureau of the Census. 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 August 2017
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.
Reliability of estimates	7	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.
	8	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.
Month-on-month percentage change	9	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	10	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)	11	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

BSF	Business sampling frame
GDP	Gross domestic product
ISIC	International Standard Industrial Classification
IT	Income tax
Rm	Rand million
SIC	Standard Industrial Classification of all Economic Activities
SARS	South African Revenue Service
Stats SA	Statistics South Africa
VAT	Value added tax

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