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Sales at constant 2019 prices: results for December 2024

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

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

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 4,4% year-on-year in December 2024. The largest negative contributors to this decrease were:

- new vehicle sales (-9,9% and contributing -2,4 percentage points);
- fuel sales (-3,9% and contributing -1,2 percentage points);
- sales of accessories (-3,7% and contributing -0,7 of a percentage point); and
- workshop income (-9,7% and contributing -0,5 of a percentage point) – see Table 5 and Table 6.

Seasonally adjusted motor trade sales decreased by 0,9% in December 2024 compared with November 2024. This followed month-on-month changes of 0,0% in November 2024 and 2,4% in October 2024.

In 2024, motor trade sales decreased by 3,4% compared with 2023. The largest negative contributors were:

- new vehicle sales (-7,3% and contributing -1,8 percentage points); and
- fuel sales (-3,5% and contributing -1,0 percentage point).

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

Type of activity	Oct – Dec 2023 (R million)	Weight (%)	Oct – Dec 2024 (R million)	% change between Oct – Dec 2023 and Oct – Dec 2024	Contribution (% points) to the total % change
New vehicle sales	44 413	24,9	43 243	-2,6	-0,6
Used vehicle sales	33 214	18,6	35 812	7,8	1,5
Workshop income	9 797	5,5	8 914	-9,0	-0,5
Income from the sales of accessories	34 940	19,6	33 598	-3,8	-0,7
Income from fuel sales	50 774	28,4	49 116	-3,3	-0,9
Income from convenience store sales ¹	5 577	3,1	5 224	-6,3	-0,2
Total	178 715	100,0	175 907	-1,6	-1,6

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

Motor trade sales decreased by 1,6% in the fourth quarter of 2024 compared with the fourth quarter of 2023. The main negative contributors to this decrease were:

- fuel sales (-3,3% and contributing -0,9 of a percentage point);
- sales of accessories (-3,8% and contributing -0,7 of a percentage point);
- new vehicle sales (-2,6% and contributing -0,6 of a percentage point); and
- workshop income (-9,0% and contributing -0,5 of a percentage point).

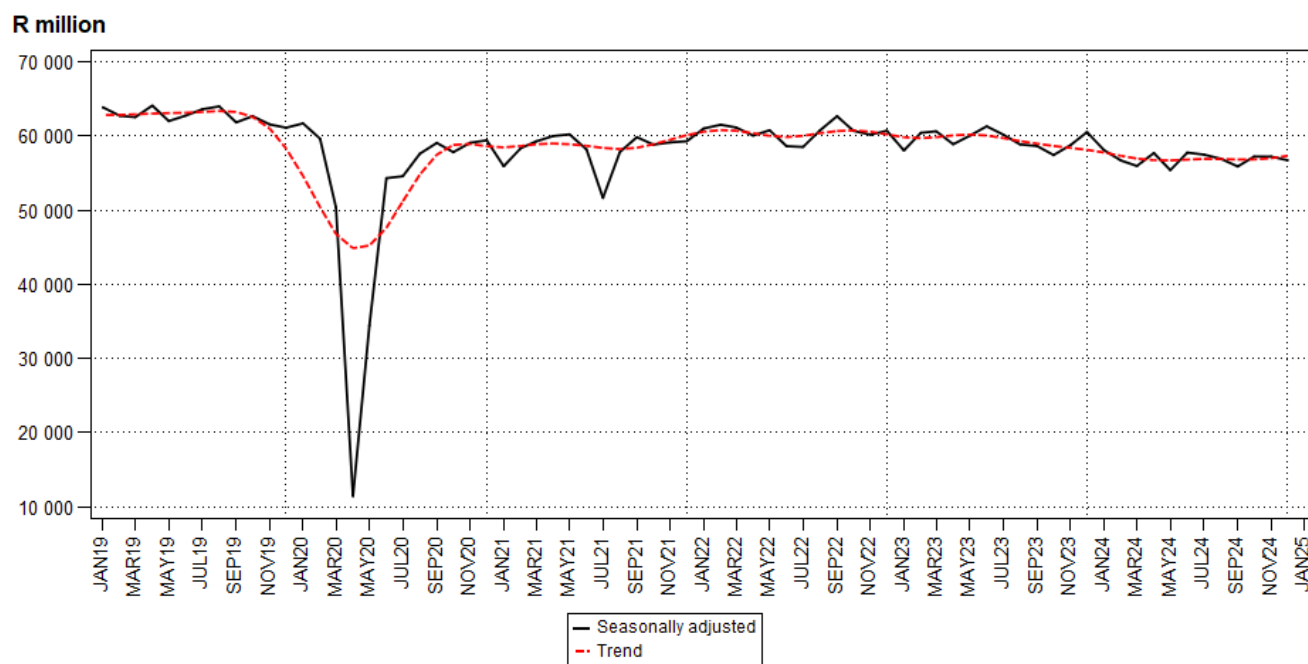
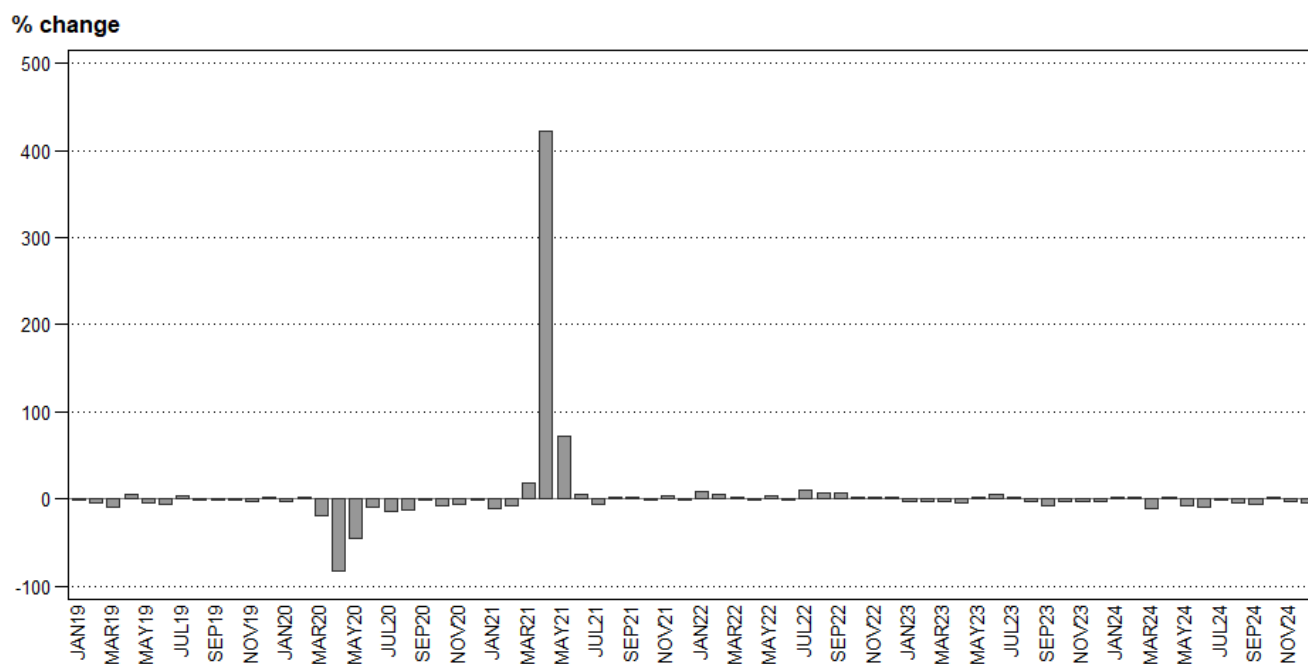
The only positive contributor was used vehicle sales (7,8% and contributing 1,5 percentage points) – see Table B.

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

Type of activity	Jul – Sep 2024 (R million)	Weight (%)	Oct – Dec 2024 (R million)	% change between Jul – Sep 2024 and Oct – Dec 2024	Contribution (% points) to the total % change
New vehicle sales	41 132	24,2	41 441	0,8	0,2
Used vehicle sales	33 957	19,9	34 779	2,4	0,5
Workshop income	9 192	5,4	8 858	-3,6	-0,2
Income from the sales of accessories	33 347	19,6	33 660	0,9	0,2
Income from fuel sales	47 527	27,9	47 497	-0,1	0,0
Income from convenience store sales ¹	5 165	3,0	4 946	-4,2	-0,1
Total	170 318	100,0	171 181	0,5	0,5

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

Seasonally adjusted motor trade sales increased by 0,5% in the fourth quarter of 2024 compared with the third quarter of 2024. The largest positive contributor to this increase was used vehicle sales (2,4% and contributing 0,5 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 December 2024

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

	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24
Year-on-year % change, unadjusted	3,5	-0,6	-6,6	-1,7	-4,2	-6,2
Month-on-month % change, seasonally adjusted	0,6	-0,6	-4,1	3,3	-0,4	-2,3
3-month % change, seasonally adjusted ¹	-0,7	1,9	-0,4	-1,1	-2,3	-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	Oct – Dec 2023 (R million)	Weight (%)	Oct – Dec 2024 (R million)	% change between Oct – Dec 2023 and Oct – Dec 2024	Contribution (% points) to the total % change
New vehicle sales	57 470	23,4	57 707	0,4	0,1
Used vehicle sales	42 073	17,2	45 279	7,6	1,3
Workshop income	11 427	4,7	10 859	-5,0	-0,2
Income from the sales of accessories	46 313	18,9	47 183	1,9	0,4
Income from fuel sales	80 458	32,8	67 138	-16,6	-5,4
Income from convenience store sales ¹	7 431	3,0	7 246	-2,5	-0,1
Total	245 175	100,0	235 411	-4,0	-4,0

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	Jul – Sep 2024 (R million)	Weight (%)	Oct – Dec 2024 (R million)	% change between Jul – Sep 2024 and Oct – Dec 2024	Contribution (% points) to the total % change
New vehicle sales	54 539	23,5	56 987	4,5	1,1
Used vehicle sales	43 346	18,7	44 494	2,6	0,5
Workshop income	11 204	4,8	10 974	-2,1	-0,1
Income from the sales of accessories	47 068	20,3	46 977	-0,2	0,0
Income from fuel sales	68 908	29,7	64 058	-7,0	-2,1
Income from convenience store sales ¹	7 088	3,1	6 874	-3,0	-0,1
Total	232 154	100,0	230 364	-0,8	-0,8

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


Risenga Maluleke
Statistician-General

Tables

Table 1 – Motor trade sales at constant 2019 prices (R million)

Month	2018	2019	2020	2021	2022	2023	2024
Jan	63 009	62 444	60 300	53 412	58 226	57 004	58 109
Feb	63 400	60 426	60 641	56 248	59 140	57 949	58 343
Mar	69 541	63 367	51 639	61 522	62 687	61 347	54 819
Apr	58 200	61 090	10 955	57 144	57 006	54 262	55 623
May	64 958	62 633	34 056	58 808	60 721	60 814	55 865
Jun	63 065	59 487	53 699	56 847	56 761	60 234	54 362
Jul	63 858	65 931	56 326	53 053	58 325	59 612	59 197
Aug	64 976	64 939	56 628	58 225	62 195	60 380	58 004
Sep	61 266	60 367	59 370	59 793	63 548	58 452	54 539
Oct	66 638	66 297	60 780	60 257	61 895	60 156	61 337
Nov	66 318	64 202	60 454	62 715	63 436	61 483	60 032
Dec	57 903	58 301	57 682	57 170	58 567	57 076	54 538
Total	763 132	749 484	622 530	695 194	722 507	708 769	684 768

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

Month	2019	2020	2021	2022	2023	2024	2024 year-to-date
Jan	-0,9	-3,4	-11,4	9,0	-2,1	1,9	1,9
Feb	-4,7	0,4	-7,2	5,1	-2,0	0,7	1,3
Mar	-8,9	-18,5	19,1	1,9	-2,1	-10,6	-2,9
Apr	5,0	-82,1	421,6	-0,2	-4,8	2,5	-1,6
May	-3,6	-45,6	72,7	3,3	0,2	-8,1	-3,0
Jun	-5,7	-9,7	5,9	-0,2	6,1	-9,7	-4,1
Jul	3,2	-14,6	-5,8	9,9	2,2	-0,7	-3,6
Aug	-0,1	-12,8	2,8	6,8	-2,9	-3,9	-3,7
Sep	-1,5	-1,7	0,7	6,3	-8,0	-6,7	-4,0
Oct	-0,5	-8,3	-0,9	2,7	-2,8	2,0	-3,4
Nov	-3,2	-5,8	3,7	1,1	-3,1	-2,4	-3,3
Dec	0,7	-1,1	-0,9	2,4	-2,5	-4,4	-3,4
Total	-1,8	-16,9	11,7	3,9	-1,9	-3,4	

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	55 923	61 022	58 055	58 097	-5,9	2,9	-4,4	-4,0
Feb	58 351	61 521	60 430	56 693	4,3	0,8	4,1	-2,4
Mar	59 272	61 148	60 640	55 959	1,6	-0,6	0,3	-1,3
Apr	59 993	60 057	58 886	57 703	1,2	-1,8	-2,9	3,1
May	60 224	60 779	60 034	55 389	0,4	1,2	1,9	-4,0
Jun	58 195	58 629	61 308	57 763	-3,4	-3,5	2,1	4,3
Jul	51 645	58 522	60 194	57 493	-11,3	-0,2	-1,8	-0,5
Aug	57 856	60 761	58 867	56 933	12,0	3,8	-2,2	-1,0
Sep	59 844	62 673	58 649	55 892	3,4	3,1	-0,4	-1,8
Oct	58 841	60 696	57 430	57 230	-1,7	-3,2	-2,1	2,4
Nov	59 143	60 174	58 769	57 219	0,5	-0,9	2,3	0,0
Dec	59 295	60 712	60 531	56 732	0,3	0,9	3,0	-0,9

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

Type of activity	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24
New vehicle sales	14 326	14 357	12 651	15 202	15 762	12 279
Used vehicle sales	11 925	11 941	10 945	13 274	12 123	10 415
Workshop income	3 254	3 085	3 012	3 191	3 149	2 574
Income from the sales of accessories	11 987	11 286	10 800	12 036	11 636	9 926
Income from fuel sales	16 013	15 602	15 491	15 983	15 653	17 480
Income from convenience store sales ¹	1 692	1 733	1 640	1 651	1 709	1 864
Total	59 197	58 004	54 539	61 337	60 032	54 538

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	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24
New vehicle sales	-2,2	-3,4	-13,2	-2,2	3,5	-9,9
Used vehicle sales	10,7	4,5	3,1	19,7	0,7	3,3
Workshop income	-1,6	-12,6	-9,6	-5,6	-11,7	-9,7
Income from the sales of accessories	-2,7	-7,9	-7,0	-2,4	-5,4	-3,7
Income from fuel sales	-5,0	-5,8	-6,2	-0,1	-5,6	-3,9
Income from convenience store sales ¹	-1,1	-1,2	-9,0	-8,0	-3,1	-7,7
Total	-0,7	-3,9	-6,7	2,0	-2,4	-4,4

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

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	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Month-on-month % change
New vehicle sales	14 091	13 632	13 409	13 807	14 386	13 248	-7,9
Used vehicle sales	11 214	11 481	11 262	11 623	11 455	11 701	2,1
Workshop income	3 111	3 079	3 002	3 005	2 954	2 899	-1,9
Income from the sales of accessories	11 467	11 063	10 817	11 624	11 123	10 913	-1,9
Income from fuel sales	15 881	15 908	15 738	15 565	15 619	16 313	4,4
Income from convenience store sales ¹	1 730	1 771	1 664	1 606	1 683	1 657	-1,5
Total	57 493	56 933	55 892	57 230	57 219	56 732	-0,9

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

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

Month	2018	2019	2020	2021	2022	2023	2024
Jan	59 276	60 170	60 926	54 586	66 628	72 566	78 149
Feb	59 585	58 512	61 331	58 448	68 496	73 970	79 055
Mar	65 209	62 183	52 097	64 931	74 337	79 618	75 862
Apr	55 463	61 440	10 344	61 323	68 870	71 017	77 567
May	62 650	63 524	31 632	63 273	74 310	79 567	77 819
Jun	61 754	60 622	52 487	61 258	71 511	78 256	75 059
Jul	63 036	66 234	56 835	57 590	76 029	78 104	80 854
Aug	64 364	65 300	57 428	64 198	80 009	79 886	79 422
Sep	60 832	60 866	60 350	66 096	80 807	79 214	74 009
Oct	67 502	67 004	61 553	66 984	78 863	83 158	81 785
Nov	67 515	64 720	61 056	71 118	82 010	83 897	80 388
Dec	57 528	58 911	57 960	65 864	76 857	78 120	73 238
Total	744 714	749 486	623 999	755 669	898 727	937 373	933 207

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

Month	2019	2020	2021	2022	2023	2024	2024 year-to-date
Jan	1,5	1,3	-10,4	22,1	8,9	7,7	7,7
Feb	-1,8	4,8	-4,7	17,2	8,0	6,9	7,3
Mar	-4,6	-16,2	24,6	14,5	7,1	-4,7	3,1
Apr	10,8	-83,2	492,8	12,3	3,1	9,2	4,5
May	1,4	-50,2	100,0	17,4	7,1	-2,2	3,1
Jun	-1,8	-13,4	16,7	16,7	9,4	-4,1	1,9
Jul	5,1	-14,2	1,3	32,0	2,7	3,5	2,1
Aug	1,5	-12,1	11,8	24,6	-0,2	-0,6	1,8
Sep	0,1	-0,8	9,5	22,3	-2,0	-6,6	0,8
Oct	-0,7	-8,1	8,8	17,7	5,4	-1,7	0,5
Nov	-4,1	-5,7	16,5	15,3	2,3	-4,2	0,1
Dec	2,4	-1,6	13,6	16,7	1,6	-6,2	-0,4
Total	0,6	-16,7	21,1	18,9	4,3	-0,4	

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	58 663	70 635	75 576	79 773	-1,4	4,7	-3,7	-2,1
Feb	60 507	70 587	76 046	80 624	3,1	-0,1	0,6	1,1
Mar	61 931	71 185	76 812	76 115	2,4	0,8	1,0	-5,6
Apr	62 898	71 311	75 156	78 392	1,6	0,2	-2,2	3,0
May	63 763	73 895	78 006	76 499	1,4	3,6	3,8	-2,4
Jun	62 335	72 712	79 073	78 299	-2,2	-1,6	1,4	2,4
Jul	55 828	76 166	78 199	78 742	-10,4	4,8	-1,1	0,6
Aug	63 816	78 459	78 232	78 307	14,3	3,0	0,0	-0,6
Sep	65 408	79 815	79 210	75 105	2,5	1,7	1,3	-4,1
Oct	65 505	77 264	80 563	77 618	0,1	-3,2	1,7	3,3
Nov	67 146	78 430	80 267	77 272	2,5	1,5	-0,4	-0,4
Dec	67 462	78 503	81 446	75 474	0,5	0,1	1,5	-2,3

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

Type of activity	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24
New vehicle sales	18 845	19 093	16 870	20 290	21 066	16 351
Used vehicle sales	15 171	15 172	13 883	16 813	15 331	13 135
Workshop income	3 961	3 754	3 666	3 884	3 838	3 137
Income from the sales of accessories	16 760	15 939	15 236	16 884	16 404	13 895
Income from fuel sales	23 786	23 070	22 081	21 618	21 380	24 140
Income from convenience store sales ¹	2 331	2 393	2 274	2 297	2 369	2 580
Total	80 854	79 422	74 009	81 785	80 388	73 238

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	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24
New vehicle sales	0,5	0,2	-9,6	1,3	7,0	-7,9
Used vehicle sales	13,3	6,2	4,0	20,0	0,4	2,7
Workshop income	3,4	-8,3	-5,2	-1,3	-7,8	-5,8
Income from the sales of accessories	4,5	-1,6	-0,7	3,4	0,4	1,8
Income from fuel sales	-0,3	-3,7	-13,9	-18,3	-18,1	-13,4
Income from convenience store sales ¹	4,5	4,5	-3,8	-3,5	0,7	-4,4
Total	3,5	-0,6	-6,6	-1,7	-4,2	-6,2

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

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	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Month-on-month % change
New vehicle sales	18 195	18 790	17 554	19 288	20 275	17 424	-14,1
Used vehicle sales	14 582	14 710	14 054	15 425	14 468	14 601	0,9
Workshop income	3 786	3 712	3 706	3 710	3 662	3 602	-1,6
Income from the sales of accessories	16 023	15 539	15 506	15 764	15 649	15 564	-0,5
Income from fuel sales	23 754	23 144	22 010	21 207	20 859	21 992	5,4
Income from convenience store sales ¹	2 401	2 412	2 275	2 224	2 359	2 291	-2,9
Total	78 742	78 307	75 105	77 618	77 272	75 474	-2,3

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 December 2024 was 57,9%. The revised collection rate for November 2024 was 62,4%.
- 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
Dec-24	Additional information from respondents	Nov-24
Jan-25	Additional information from respondents	Dec-24
Feb-25	Additional information from respondents	Jan-25
Mar-25	Additional information from respondents	Feb-25
Apr-25	Additional information from respondents	Mar-25
May-25	Additional information from respondents	Apr-25
Jun-25	Additional information from respondents	May-25
Jul-25	Additional information from respondents New sample	Jan-98–Jun-25
Aug-25	Additional information from respondents	Jul-25
Sep-25	Additional information from respondents	Aug-25
Oct-25	Additional information from respondents	Sep-25
Nov-25	Additional information from respondents	Oct-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 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 – December 2024

	Lower limit (R million)	Sales (R million)	Upper limit (R million)	Relative standard error (RSE) %
Motor trade sales	67 068	73 238	79 407	4,2

- Month-on-month percentage change** 11 The month-on-month percentage change in a variable for any given month is the change between that month and the previous month, expressed as a percentage of the latter.
- Year-on-year percentage change** 12 The year-on-year percentage change in a variable for any given period is the change between that period and the corresponding period of the previous year, expressed as a percentage of the latter.
- Contribution (percentage points)** 13 The contribution (percentage points) to the year-on-year percentage change is calculated by multiplying the percentage change of each type of activity by its corresponding weight, divided by 100. The weight is the percentage contribution of each type of activity to total motor trade sales in the corresponding period of the previous year.

Glossary

Enterprise

An enterprise is a legal entity or a combination of legal units that includes and directly controls all functions necessary to carry out its sales activities.

Industry

An industry is made up of enterprises engaged in the same or similar kinds of economic activity. Industries are defined in the *System of National Accounts* (SNA) in the same way as in the *Standard Industrial Classification of All Economic Activities* (SIC), Fifth Edition, Report No. 09-90-02 of January 1993.

Symbols and Abbreviations

GDP	Gross domestic product
ISIC	International Standard Industrial Classification of All Economic Activities
SARS	South African Revenue Service
SBR	Statistical business register
SIC	Standard Industrial Classification of All Economic Activities
Stats SA	Statistics South Africa
VAT	Value-added tax
*	Revised figures

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General information

Stats SA publishes approximately 300 different statistical releases each year. It is not economically viable to produce them in more than one of South Africa's 12 official languages. Since the releases are used extensively locally and by international economic and social-scientific communities, Stats SA releases are published in English only.

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