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Motor trade sales (Preliminary)

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Sales at constant 2019 prices: results for December 2025

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

	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25
Year-on-year % change, unadjusted	3,1	1,8	9,1	1,8	0,3	7,0
Month-on-month % change, seasonally adjusted	0,3	0,6	-0,7	0,9	0,9	0,6
3-month % change, seasonally adjusted ¹	1,5	2,0	1,5	1,2	0,7	1,5

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 increased by 7,0% year-on-year in December 2025. The main positive contributors were:

- new vehicle sales (25,5% and contributing 6,0 percentage points); and
- used vehicle sales (7,2% and contributing 1,4 percentage points) – see Table 5 and Table 6.

Seasonally adjusted motor trade sales increased by 0,6% in December 2025 compared with November 2025. This followed month-on-month changes of 0,9% in November 2025 and 0,9% in October 2025.

In 2025, motor trade sales increased by 2,0% compared with 2024. The positive contributors were:

- new vehicle sales (11,0% and contributing 2,8 percentage points);
- sales of accessories (3,4% and contributing 0,7 of a percentage point); and
- used vehicle sales (2,2% and contributing 0,4 of a percentage point).

The main negative contributor was fuel sales (-5,6% and contributing -1,5 percentage points).

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

Type of activity	Oct – Dec 2024 (R million)	Weight (%)	Oct – Dec 2025 (R million)	% change between Oct – Dec 2024 and Oct – Dec 2025	Contribution (% points) to the total % change
New vehicle sales	43 662	25,6	50 097	14,7	3,8
Used vehicle sales	34 871	20,5	35 217	1,0	0,2
Workshop income	6 690	3,9	6 149	-8,1	-0,3
Income from the sales of accessories	34 088	20,0	34 225	0,4	0,1
Income from fuel sales	45 506	26,7	44 235	-2,8	-0,7
Income from convenience store sales ¹	5 600	3,3	5 425	-3,1	-0,1
Total	170 417	100,0	175 348	2,9	2,9

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

Motor trade sales increased by 2,9% in the fourth quarter of 2025 compared with the fourth quarter of 2024. The main positive contributor to this increase was new vehicle sales (14,7% and contributing 3,8 percentage points).

The main negative contributor was fuel sales (-2,8% and contributing -0,7 of a percentage point) – see Table B.

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

Type of activity	Jul – Sep 2025 (R million)	Weight (%)	Oct – Dec 2025 (R million)	% change between Jul – Sep 2025 and Oct – Dec 2025	Contribution (% points) to the total % change
New vehicle sales	47 723	28,0	50 402	5,6	1,6
Used vehicle sales	34 577	20,3	34 596	0,1	0,0
Workshop income	6 638	3,9	6 252	-5,8	-0,2
Income from the sales of accessories	34 567	20,3	34 447	-0,3	-0,1
Income from fuel sales	41 610	24,4	41 951	0,8	0,2
Income from convenience store sales ¹	5 131	3,0	5 075	-1,1	0,0
Total	170 247	100,0	172 723	1,5	1,5

¹ 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 fourth quarter of 2025 compared with the third quarter of 2025. The main positive contributor to this increase was new vehicle sales (5,6% and contributing 1,6 percentage points) – see Table C.

Figure 1 – Motor trade sales at constant 2019 prices

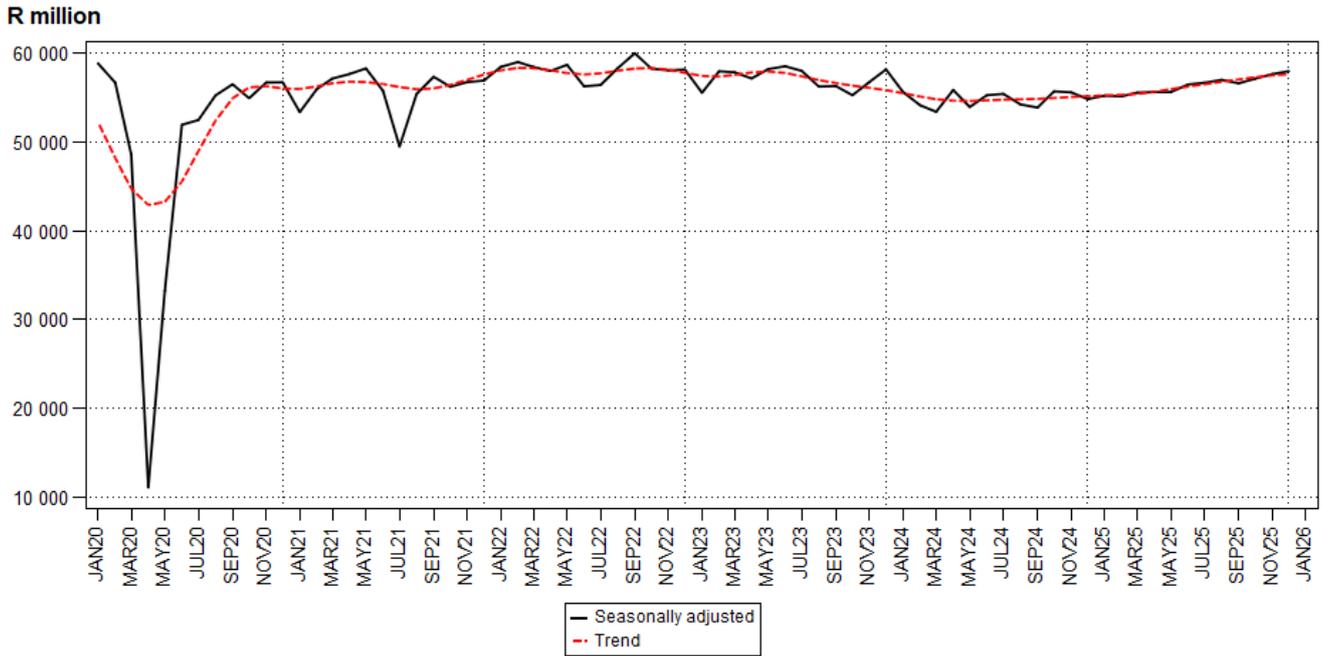
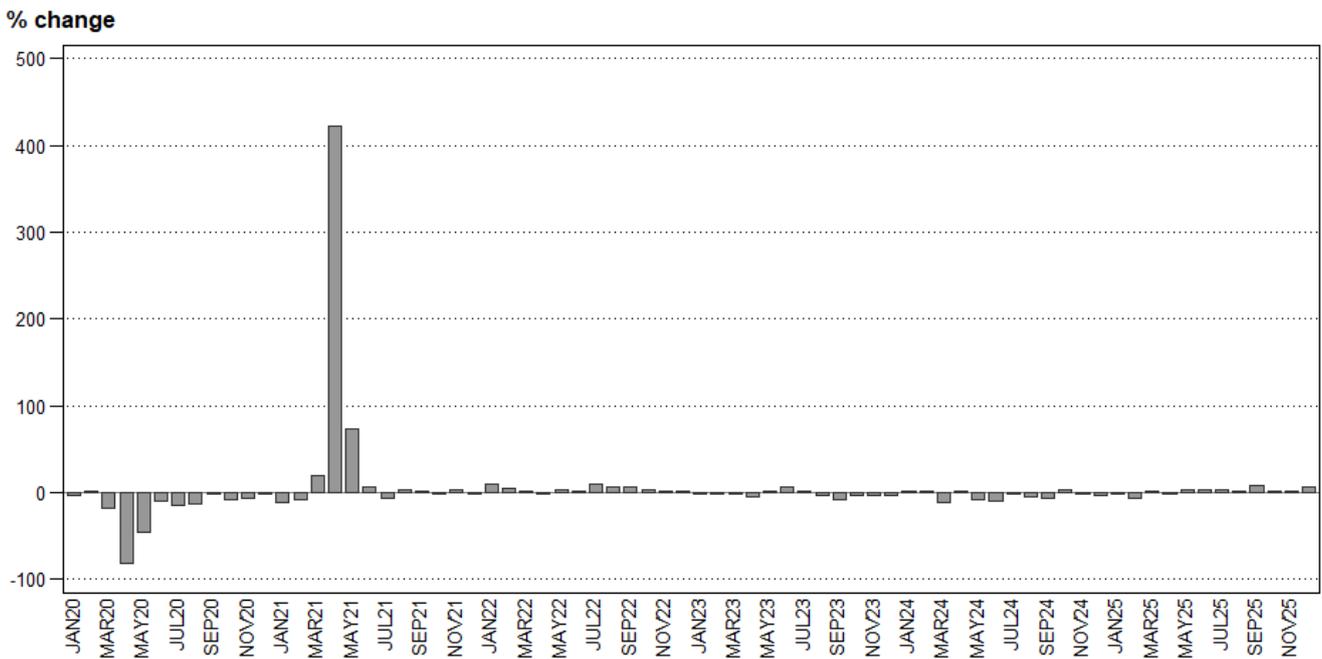


Figure 2 – Motor trade sales at constant 2019 prices: year-on-year percentage change



Sales at current prices: results for December 2025

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

	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25
Year-on-year % change, unadjusted	2,9	1,5	9,5	3,9	1,1	8,5
Month-on-month % change, seasonally adjusted	2,6	0,2	-0,5	0,7	-0,5	0,3
3-month % change, seasonally adjusted ¹	2,2	3,4	3,6	2,2	0,8	0,2

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 2024 (R million)	Weight (%)	Oct – Dec 2025 (R million)	% change between Oct – Dec 2024 and Oct – Dec 2025	Contribution (% points) to the total % change
New vehicle sales	57 960	25,4	67 805	17,0	4,3
Used vehicle sales	44 285	19,4	44 060	-0,5	-0,1
Workshop income	8 073	3,5	8 149	0,9	0,0
Income from the sales of accessories	47 649	20,9	48 408	1,6	0,3
Income from fuel sales	62 099	27,3	61 529	-0,9	-0,2
Income from convenience store sales ¹	7 688	3,4	7 738	0,7	0,0
Total	227 752	100,0	237 689	4,4	4,4

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

Table F – Seasonally adjusted motor trade sales at current prices for the latest three months by type of activity

Type of activity	Jul – Sep 2025 (R million)	Weight (%)	Oct – Dec 2025 (R million)	% change between Jul – Sep 2025 and Oct – Dec 2025	Contribution (% points) to the total % change
New vehicle sales	65 076	28,1	66 873	2,8	0,8
Used vehicle sales	43 538	18,8	43 166	-0,9	-0,2
Workshop income	8 484	3,7	8 159	-3,8	-0,1
Income from the sales of accessories	49 350	21,3	48 313	-2,1	-0,4
Income from fuel sales	58 240	25,1	58 668	0,7	0,2
Income from convenience store sales ¹	7 294	3,1	7 292	0,0	0,0
Total	231 978	100,0	232 470	0,2	0,2

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	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	56 797
Sep	57 952	56 935	57 394	61 083	56 223	52 350	57 138
Oct	63 643	58 261	57 835	59 451	57 833	59 586	60 669
Nov	61 631	57 936	60 231	60 934	59 054	58 104	58 266
Dec	55 972	55 270	54 926	56 278	54 819	52 727	56 413
Total	719 318	596 921	667 209	694 306	681 264	659 856	672 801

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	1,8	0,7
Sep	-1,8	0,8	6,4	-8,0	-6,9	9,1	1,6
Oct	-8,5	-0,7	2,8	-2,7	3,0	1,8	1,7
Nov	-6,0	4,0	1,2	-3,1	-1,6	0,3	1,5
Dec	-1,3	-0,6	2,5	-2,6	-3,8	7,0	2,0
Total	-17,0	11,8	4,1	-1,9	-3,1	2,0	

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	58 457	55 539	55 609	55 207	2,7	-4,5	-4,4	0,7
Feb	58 995	57 956	54 123	55 135	0,9	4,4	-2,7	-0,1
Mar	58 445	57 849	53 391	55 555	-0,9	-0,2	-1,4	0,8
Apr	57 990	57 146	55 846	55 615	-0,8	-1,2	4,6	0,1
May	58 684	58 198	53 927	55 613	1,2	1,8	-3,4	0,0
Jun	56 260	58 524	55 261	56 467	-4,1	0,6	2,5	1,5
Jul	56 416	58 001	55 407	56 659	0,3	-0,9	0,3	0,3
Aug	58 302	56 235	54 223	56 987	3,3	-3,0	-2,1	0,6
Sep	59 989	56 290	53 866	56 601	2,9	0,1	-0,7	-0,7
Oct	58 259	55 258	55 697	57 122	-2,9	-1,8	3,4	0,9
Nov	58 064	56 754	55 585	57 632	-0,3	2,7	-0,2	0,9
Dec	58 145	58 164	54 819	57 969	0,1	2,5	-1,4	0,6

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

Type of activity	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25
New vehicle sales	16 199	15 706	16 611	17 489	16 925	15 683
Used vehicle sales	12 441	11 504	11 512	12 788	11 618	10 811
Workshop income	2 503	2 214	2 153	2 222	2 116	1 811
Income from the sales of accessories	11 971	11 585	11 658	11 946	11 672	10 607
Income from fuel sales	13 984	14 091	13 533	14 465	14 189	15 581
Income from convenience store sales ¹	1 678	1 697	1 671	1 759	1 746	1 920
Total	58 776	56 797	57 138	60 669	58 266	56 413

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-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25
New vehicle sales	12,1	8,7	31,1	13,2	7,7	25,5
Used vehicle sales	5,8	-1,4	7,1	-1,7	-1,3	7,2
Workshop income	-0,8	-6,6	1,6	-8,0	-9,6	-6,4
Income from the sales of accessories	2,6	5,3	9,9	-0,4	-0,8	2,7
Income from fuel sales	-6,2	-3,3	-6,9	-3,2	-3,4	-1,8
Income from convenience store sales ¹	-0,8	-1,9	0,4	-0,4	-4,0	-4,8
Total	3,1	1,8	9,1	1,8	0,3	7,0

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-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25
New vehicle sales	3,1	2,3	7,5	3,4	2,1	6,0
Used vehicle sales	1,2	-0,3	1,5	-0,4	-0,3	1,4
Workshop income	0,0	-0,3	0,1	-0,3	-0,4	-0,2
Income from the sales of accessories	0,5	1,0	2,0	-0,1	-0,2	0,5
Income from fuel sales	-1,6	-0,9	-1,9	-0,8	-0,9	-0,5
Income from convenience store sales ¹	0,0	-0,1	0,0	0,0	-0,1	-0,2
Total	3,1	1,8	9,1	1,8	0,3	7,0

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-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25	Month-on-month % change
New vehicle sales	15 732	15 863	16 128	16 363	17 002	17 037	0,2
Used vehicle sales	11 560	11 674	11 343	11 346	11 582	11 668	0,7
Workshop income	2 313	2 200	2 125	2 097	2 119	2 036	-3,9
Income from the sales of accessories	11 475	11 476	11 616	11 678	11 325	11 444	1,1
Income from fuel sales	13 859	14 057	13 694	13 933	13 908	14 110	1,5
Income from convenience store sales ¹	1 719	1 718	1 694	1 705	1 696	1 674	-1,3
Total	56 659	56 987	56 601	57 122	57 632	57 969	0,6

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	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	77 342
Sep	58 416	57 921	63 435	77 554	76 025	70 960	77 675
Oct	64 307	59 075	64 288	75 688	79 810	79 344	82 411
Nov	62 115	58 598	68 255	78 709	80 520	77 703	78 596
Dec	56 540	55 627	63 213	73 763	74 975	70 705	76 682
Total	719 320	598 879	725 249	862 550	899 639	897 483	912 842

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	1,5	-0,2
Sep	-0,8	9,5	22,3	-2,0	-6,7	9,5	0,8
Oct	-8,1	8,8	17,7	5,4	-0,6	3,9	1,1
Nov	-5,7	16,5	15,3	2,3	-3,5	1,1	1,1
Dec	-1,6	13,6	16,7	1,6	-5,7	8,5	1,7
Total	-16,7	21,1	18,9	4,3	-0,2	1,7	

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	67 840	72 383	76 243	75 927	5,1	-3,9	-2,3	4,3
Feb	67 788	73 097	77 562	74 432	-0,1	1,0	1,7	-2,0
Mar	68 495	73 857	73 285	73 937	1,0	1,0	-5,5	-0,7
Apr	68 710	72 515	75 741	74 039	0,3	-1,8	3,4	0,1
May	71 125	75 135	73 965	74 586	3,5	3,6	-2,3	0,7
Jun	70 052	76 237	75 402	75 386	-1,5	1,5	1,9	1,1
Jul	72 908	74 917	75 348	77 325	4,1	-1,7	-0,1	2,6
Aug	75 084	74 752	74 787	77 512	3,0	-0,2	-0,7	0,2
Sep	76 507	75 984	72 054	77 141	1,9	1,6	-3,7	-0,5
Oct	73 851	76 817	74 630	77 693	-3,5	1,1	3,6	0,7
Nov	75 161	76 973	74 752	77 291	1,8	0,2	0,2	-0,5
Dec	75 289	78 065	72 831	77 486	0,2	1,4	-2,6	0,3

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

Type of activity	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25
New vehicle sales	21 978	21 340	22 541	23 730	22 882	21 193
Used vehicle sales	15 629	14 438	14 438	16 025	14 548	13 487
Workshop income	3 120	2 762	2 812	2 906	2 826	2 417
Income from the sales of accessories	17 188	16 530	16 560	17 022	16 358	15 028
Income from fuel sales	19 676	19 853	18 941	20 221	19 492	21 816
Income from convenience store sales ¹	2 389	2 419	2 382	2 508	2 489	2 741
Total	79 980	77 342	77 675	82 411	78 596	76 682

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-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25
New vehicle sales	15,8	11,5	34,0	15,6	9,6	28,0
Used vehicle sales	4,1	-2,9	5,5	-3,2	-2,7	5,6
Workshop income	2,5	-3,3	10,0	-0,2	0,0	3,5
Income from the sales of accessories	5,9	7,0	11,2	1,6	-0,9	4,4
Income from fuel sales	-11,1	-7,8	-8,5	0,2	-2,7	-0,4
Income from convenience store sales ¹	3,6	2,4	4,3	3,1	-0,2	-0,8
Total	2,9	1,5	9,5	3,9	1,1	8,5

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-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25
New vehicle sales	3,9	2,9	8,1	4,0	2,6	6,6
Used vehicle sales	0,8	-0,6	1,1	-0,7	-0,5	1,0
Workshop income	0,1	-0,1	0,4	0,0	0,0	0,1
Income from the sales of accessories	1,2	1,4	2,4	0,3	-0,2	0,9
Income from fuel sales	-3,2	-2,2	-2,5	0,1	-0,7	-0,1
Income from convenience store sales ¹	0,1	0,1	0,1	0,1	0,0	0,0
Total	2,9	1,5	9,5	3,9	1,1	8,5

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-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25	Month-on-month % change
New vehicle sales	21 238	21 680	22 158	22 363	22 574	21 936	-2,8
Used vehicle sales	14 746	14 404	14 388	14 518	14 164	14 484	2,3
Workshop income	2 915	2 788	2 781	2 738	2 755	2 666	-3,2
Income from the sales of accessories	16 412	16 522	16 416	16 017	16 078	16 218	0,9
Income from fuel sales	19 572	19 680	18 988	19 616	19 276	19 776	2,6
Income from convenience store sales ¹	2 444	2 439	2 411	2 441	2 445	2 406	-1,6
Total	77 325	77 512	77 141	77 693	77 291	77 486	0,3

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 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 December 2025 was 64,9%. The revised collection rate for November 2025 was 65,6%.
- 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-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
Aug-26	Additional information from respondents	Jul-26
Sep-26	Additional information from respondents	Aug-26
Oct-26	Additional information from respondents	Sep-26
Nov-26	Additional information from respondents	Oct-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 – December 2025

	Lower limit (R million)	Sales (R million)	Upper limit (R million)	Relative standard error (RSE) %
Motor trade sales	71 406	76 682	81 958	3,5

- 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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