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STATISTICAL RELEASE

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Motor trade sales (Preliminary)

January 2026

This release provides an analysis of revisions. If you have any questions or comments, please send these to Raquel Floris, raquelf@statssa.gov.za.

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Sales at constant 2019 prices: results for January 2026

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

	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25	Jan-26
Year-on-year % change, unadjusted	1,8	9,1	1,8	0,3	6,5	3,4
Month-on-month % change, seasonally adjusted	0,6	-0,6	0,7	0,7	0,0	-0,3
3-month % change, seasonally adjusted ¹	1,7	1,5	1,1	0,7	0,9	0,8

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 3,4% year-on-year in January 2026. The positive contributors to this increase were:

- new vehicle sales (15,8% and contributing 4,2 percentage points); and
- used vehicle sales (3,4% and contributing 0,7 of a percentage point).

The main negative contributors were:

- sales of accessories (-3,3% and contributing -0,7 of a percentage point);
- workshop income (-10,8% and contributing -0,4 of a percentage point); and
- fuel sales (-1,6% and contributing -0,4 of a percentage point) – see Table 5 and Table 6.

Seasonally adjusted motor trade sales decreased by 0,3% in January 2026 compared with December 2025. This followed month-on-month changes of 0,0% in December 2025 and 0,7% in November 2025.

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

Type of activity	Nov 2024 – Jan 2025 (R million)	Weight (%)	Nov 2025 – Jan 2026 (R million)	% change between Nov 2024 – Jan 2025 and Nov 2025 – Jan 2026	Contribution (% points) to the total % change
New vehicle sales	42 833	25,7	49 610	15,8	4,1
Used vehicle sales	33 496	20,1	34 385	2,7	0,5
Workshop income	6 322	3,8	5 755	-9,0	-0,3
Income from the sales of accessories	33 557	20,2	33 374	-0,5	-0,1
Income from fuel sales	44 621	26,8	43 344	-2,9	-0,8
Income from convenience store sales ¹	5 557	3,3	5 355	-3,6	-0,1
Total	166 386	100,0	171 823	3,3	3,3

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

Motor trade sales increased by 3,3% in the three months ended January 2026 compared with the three months ended January 2025. The main positive contributor to this increase was new vehicle sales (15,8% and contributing 4,1 percentage points).

The main negative contributor was fuel sales (-2,9% and contributing -0,8 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	Aug – Oct 2025 (R million)	Weight (%)	Nov 2025 – Jan 2026 (R million)	% change between Aug – Oct 2025 and Nov 2025 – Jan 2026	Contribution (% points) to the total % change
New vehicle sales	48 496	28,4	50 246	3,6	1,0
Used vehicle sales	34 394	20,1	35 059	1,9	0,4
Workshop income	6 412	3,8	6 177	-3,7	-0,1
Income from the sales of accessories	34 699	20,3	34 012	-2,0	-0,4
Income from fuel sales	41 604	24,4	41 589	0,0	0,0
Income from convenience store sales ¹	5 120	3,0	5 075	-0,9	0,0
Total	170 727	100,0	172 158	0,8	0,8

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

Seasonally adjusted motor trade sales increased by 0,8% in the three months ended January 2026 compared with the previous three months. The main positive contributor to this increase was new vehicle sales (3,6% and contributing 1,0 percentage point) – see Table C.

Figure 1 – Motor trade sales at constant 2019 prices

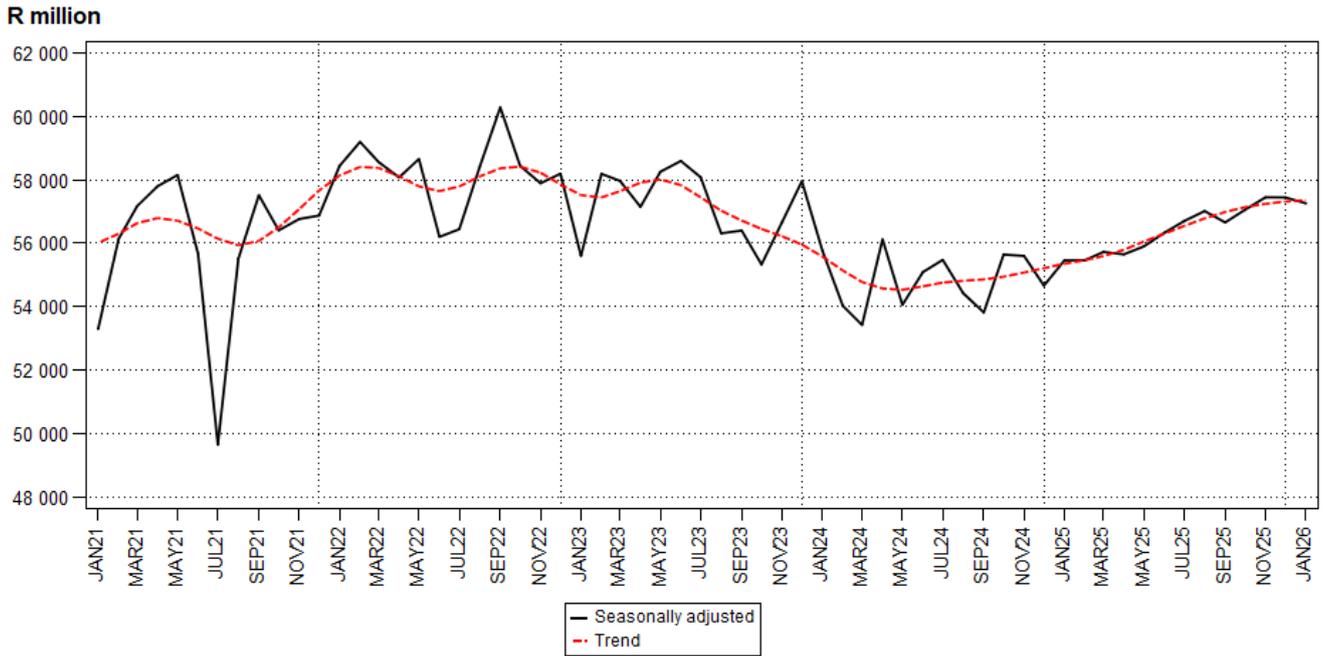
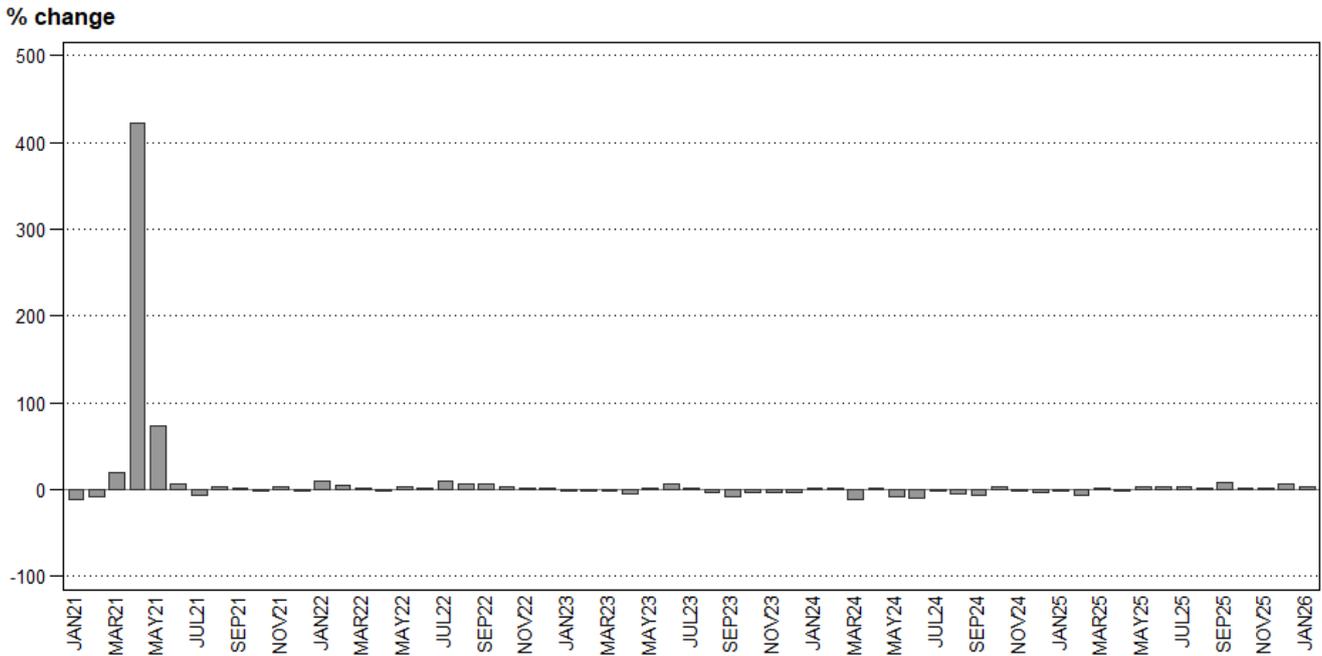


Figure 2 – Motor trade sales at constant 2019 prices: year-on-year percentage change



Sales at current prices: results for January 2026

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

	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25	Jan-26
Year-on-year % change, unadjusted	1,5	9,5	3,9	1,1	7,9	2,7
Month-on-month % change, seasonally adjusted	0,3	-0,5	0,7	-0,5	0,0	1,1
3-month % change, seasonally adjusted ¹	3,4	3,6	2,2	0,8	0,2	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	Nov 2024 – Jan 2025 (R million)	Weight (%)	Nov 2025 – Jan 2026 (R million)	% change between Nov 2024 – Jan 2025 and Nov 2025 – Jan 2026	Contribution (% points) to the total % change
New vehicle sales	57 046	25,5	67 174	17,8	4,5
Used vehicle sales	42 464	19,0	42 977	1,2	0,2
Workshop income	7 634	3,4	7 689	0,7	0,0
Income from the sales of accessories	47 036	21,1	46 737	-0,6	-0,1
Income from fuel sales	61 506	27,5	59 574	-3,1	-0,9
Income from convenience store sales ¹	7 629	3,4	7 648	0,2	0,0
Total	223 314	100,0	231 800	3,8	3,8

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	Aug – Oct 2025 (R million)	Weight (%)	Nov 2025 – Jan 2026 (R million)	% change between Aug – Oct 2025 and Nov 2025 – Jan 2026	Contribution (% points) to the total % change
New vehicle sales	66 294	28,5	67 719	2,1	0,6
Used vehicle sales	43 361	18,7	43 592	0,5	0,1
Workshop income	8 313	3,6	8 128	-2,2	-0,1
Income from the sales of accessories	48 873	21,0	48 096	-1,6	-0,3
Income from fuel sales	58 163	25,0	57 959	-0,4	-0,1
Income from convenience store sales ¹	7 287	3,1	7 284	0,0	0,0
Total	232 293	100,0	232 778	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	2020	2021	2022	2023	2024	2025	2026
Jan	57 877	51 211	55 901	54 760	55 863	55 555	57 419
Feb	58 197	53 951	56 780	55 669	56 103	52 763	
Mar	49 554	59 026	60 233	58 985	52 741	54 004	
Apr	10 500	54 847	54 765	52 163	53 476	52 964	
May	32 613	56 433	58 297	58 488	53 997	55 595	
Jun	51 453	54 547	54 578	57 910	52 125	53 861	
Jul	54 018	50 909	56 160	57 310	57 000	58 776	
Aug	54 307	55 899	59 846	58 050	55 784	56 797	
Sep	56 935	57 394	61 083	56 223	52 350	57 138	
Oct	58 261	57 835	59 451	57 833	59 586	60 669	
Nov	57 936	60 231	60 934	59 054	58 104	58 266	
Dec	55 270	54 926	56 278	54 819	52 727	56 138	
Total	596 921	667 209	694 306	681 264	659 856	672 526	

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

Month	2021	2022	2023	2024	2025	2026	2026 year-to-date
Jan	-11,5	9,2	-2,0	2,0	-0,6	3,4	3,4
Feb	-7,3	5,2	-2,0	0,8	-6,0		
Mar	19,1	2,0	-2,1	-10,6	2,4		
Apr	422,4	-0,1	-4,8	2,5	-1,0		
May	73,0	3,3	0,3	-7,7	3,0		
Jun	6,0	0,1	6,1	-10,0	3,3		
Jul	-5,8	10,3	2,0	-0,5	3,1		
Aug	2,9	7,1	-3,0	-3,9	1,8		
Sep	0,8	6,4	-8,0	-6,9	9,1		
Oct	-0,7	2,8	-2,7	3,0	1,8		
Nov	4,0	1,2	-3,1	-1,6	0,3		
Dec	-0,6	2,5	-2,6	-3,8	6,5		
Total	11,8	4,1	-1,9	-3,1	1,9		

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

Month	R million				Month-on-month % change			
	2023	2024	2025	2026	2023	2024	2025	2026
Jan	55 602	55 769	55 460	57 261	-4,5	-3,8	1,5	-0,3
Feb	58 190	54 021	55 463		4,7	-3,1	0,0	
Mar	57 968	53 419	55 725		-0,4	-1,1	0,5	
Apr	57 148	56 125	55 650		-1,4	5,1	-0,1	
May	58 255	54 054	55 899		1,9	-3,7	0,4	
Jun	58 597	55 089	56 329		0,6	1,9	0,8	
Jul	58 082	55 475	56 700		-0,9	0,7	0,7	
Aug	56 313	54 421	57 015		-3,0	-1,9	0,6	
Sep	56 400	53 815	56 656		0,2	-1,1	-0,6	
Oct	55 330	55 643	57 056		-1,9	3,4	0,7	
Nov	56 663	55 598	57 451		2,4	-0,1	0,7	
Dec	57 957	54 662	57 446		2,3	-1,7	0,0	

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

Type of activity	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25	Jan-26
New vehicle sales	15 706	16 611	17 489	16 925	15 750	16 935
Used vehicle sales	11 504	11 512	12 788	11 618	10 733	12 034
Workshop income	2 214	2 153	2 222	2 116	1 813	1 826
Income from the sales of accessories	11 585	11 658	11 946	11 672	10 617	11 085
Income from fuel sales	14 091	13 533	14 465	14 189	15 315	13 840
Income from convenience store sales ¹	1 697	1 671	1 759	1 746	1 910	1 699
Total	56 797	57 138	60 669	58 266	56 138	57 419

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	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25	Jan-26
New vehicle sales	8,7	31,1	13,2	7,7	26,0	15,8
Used vehicle sales	-1,4	7,1	-1,7	-1,3	6,4	3,4
Workshop income	-6,6	1,6	-8,0	-9,6	-6,3	-10,8
Income from the sales of accessories	5,3	9,9	-0,4	-0,8	2,8	-3,3
Income from fuel sales	-3,3	-6,9	-3,2	-3,4	-3,5	-1,6
Income from convenience store sales ¹	-1,9	0,4	-0,4	-4,0	-5,3	-1,4
Total	1,8	9,1	1,8	0,3	6,5	3,4

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	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25	Jan-26
New vehicle sales	2,3	7,5	3,4	2,1	6,2	4,2
Used vehicle sales	-0,3	1,5	-0,4	-0,3	1,2	0,7
Workshop income	-0,3	0,1	-0,3	-0,4	-0,2	-0,4
Income from the sales of accessories	1,0	2,0	-0,1	-0,2	0,5	-0,7
Income from fuel sales	-0,9	-1,9	-0,8	-0,9	-1,1	-0,4
Income from convenience store sales ¹	-0,1	0,0	0,0	-0,1	-0,2	0,0
Total	1,8	9,1	1,8	0,3	6,5	3,4

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	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25	Jan-26	Month-on-month % change
New vehicle sales	15 898	16 227	16 371	16 882	16 740	16 624	-0,7
Used vehicle sales	11 687	11 345	11 362	11 602	11 651	11 806	1,3
Workshop income	2 195	2 123	2 094	2 116	2 033	2 028	-0,2
Income from the sales of accessories	11 472	11 596	11 631	11 309	11 429	11 274	-1,4
Income from fuel sales	14 043	13 669	13 892	13 846	13 921	13 822	-0,7
Income from convenience store sales ¹	1 719	1 695	1 706	1 696	1 671	1 708	2,2
Total	57 015	56 656	57 056	57 451	57 446	57 261	-0,3

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	2020	2021	2022	2023	2024	2025	2026
Jan	58 473	52 389	63 946	69 645	75 003	74 906	76 899
Feb	58 862	56 095	65 739	70 992	75 873	72 277	
Mar	50 000	62 317	71 345	76 413	72 808	73 984	
Apr	9 928	58 854	66 097	68 159	74 374	71 556	
May	30 358	60 726	71 319	76 364	74 993	74 923	
Jun	50 374	58 791	68 633	75 106	71 802	72 510	
Jul	54 547	55 272	72 968	74 960	77 698	79 980	
Aug	55 116	61 614	76 789	76 670	76 220	77 342	
Sep	57 921	63 435	77 554	76 025	70 960	77 675	
Oct	59 075	64 288	75 688	79 810	79 344	82 411	
Nov	58 598	68 255	78 709	80 520	77 703	78 596	
Dec	55 627	63 213	73 763	74 975	70 705	76 305	
Total	598 879	725 249	862 550	899 639	897 483	912 465	

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

Month	2021	2022	2023	2024	2025	2026	2026 year-to-date
Jan	-10,4	22,1	8,9	7,7	-0,1	2,7	2,7
Feb	-4,7	17,2	8,0	6,9	-4,7		
Mar	24,6	14,5	7,1	-4,7	1,6		
Apr	492,8	12,3	3,1	9,1	-3,8		
May	100,0	17,4	7,1	-1,8	-0,1		
Jun	16,7	16,7	9,4	-4,4	1,0		
Jul	1,3	32,0	2,7	3,7	2,9		
Aug	11,8	24,6	-0,2	-0,6	1,5		
Sep	9,5	22,3	-2,0	-6,7	9,5		
Oct	8,8	17,7	5,4	-0,6	3,9		
Nov	16,5	15,3	2,3	-3,5	1,1		
Dec	13,6	16,7	1,6	-5,7	7,9		
Total	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			
	2023	2024	2025	2026	2023	2024	2025	2026
Jan	72 402	76 251	75 887	78 162	-4,0	-2,5	3,9	1,1
Feb	73 086	77 555	74 461		0,9	1,7	-1,9	
Mar	73 878	73 315	73 971		1,1	-5,5	-0,7	
Apr	72 461	75 662	73 969		-1,9	3,2	0,0	
May	75 152	73 976	74 573		3,7	-2,2	0,8	
Jun	76 224	75 392	75 379		1,4	1,9	1,1	
Jul	74 893	75 332	77 291		-1,7	-0,1	2,5	
Aug	74 720	74 747	77 506		-0,2	-0,8	0,3	
Sep	75 968	72 044	77 121		1,7	-3,6	-0,5	
Oct	76 788	74 589	77 666		1,1	3,5	0,7	
Nov	76 961	74 737	77 295		0,2	0,2	-0,5	
Dec	78 222	73 019	77 321		1,6	-2,3	0,0	

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

Type of activity	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25	Jan-26
New vehicle sales	21 340	22 541	23 730	22 882	21 284	23 008
Used vehicle sales	14 438	14 438	16 025	14 548	13 390	15 039
Workshop income	2 762	2 812	2 906	2 826	2 420	2 443
Income from the sales of accessories	16 530	16 560	17 022	16 358	15 042	15 337
Income from fuel sales	19 853	18 941	20 221	19 492	21 443	18 639
Income from convenience store sales ¹	2 419	2 382	2 508	2 489	2 726	2 433
Total	77 342	77 675	82 411	78 596	76 305	76 899

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	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25	Jan-26
New vehicle sales	11,5	34,0	15,6	9,6	28,6	17,3
Used vehicle sales	-2,9	5,5	-3,2	-2,7	4,8	2,1
Workshop income	-3,3	10,0	-0,2	0,0	3,6	-1,2
Income from the sales of accessories	7,0	11,2	1,6	-0,9	4,5	-5,0
Income from fuel sales	-7,8	-8,5	0,2	-2,7	-2,1	-4,8
Income from convenience store sales ¹	2,4	4,3	3,1	-0,2	-1,3	2,5
Total	1,5	9,5	3,9	1,1	7,9	2,7

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	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25	Jan-26
New vehicle sales	2,9	8,1	4,0	2,6	6,7	4,5
Used vehicle sales	-0,6	1,1	-0,7	-0,5	0,9	0,4
Workshop income	-0,1	0,4	0,0	0,0	0,1	0,0
Income from the sales of accessories	1,4	2,4	0,3	-0,2	0,9	-1,1
Income from fuel sales	-2,2	-2,5	0,1	-0,7	-0,7	-1,3
Income from convenience store sales ¹	0,1	0,1	0,1	0,0	-0,1	0,1
Total	1,5	9,5	3,9	1,1	7,9	2,7

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	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25	Jan-26	Month-on-month % change
New vehicle sales	21 697	22 183	22 414	22 657	22 132	22 930	3,6
Used vehicle sales	14 413	14 401	14 547	14 198	14 520	14 874	2,4
Workshop income	2 790	2 783	2 740	2 758	2 671	2 699	1,0
Income from the sales of accessories	16 499	16 393	15 981	16 041	16 178	15 877	-1,9
Income from fuel sales	19 669	18 952	19 542	19 198	19 418	19 343	-0,4
Income from convenience store sales ¹	2 438	2 409	2 440	2 443	2 401	2 440	1,6
Total	77 506	77 121	77 666	77 295	77 321	78 162	1,1

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

Analysis of revisions

Introduction

Preliminary monthly values for motor trade are published approximately seven weeks after the reference month, e.g. preliminary motor sales for March are published around mid-May. The preliminary values are revised the following month, using additional information received from respondents. This and other reasons for revising motor trade sales from time to time are shown in the explanatory notes (see note 7 on page 15).

Analysis

Revisions may be analysed in terms of several dimensions, namely rand values and/or growth rates (e.g. month-on-month percentage changes, year-on-year percentage changes); current prices and/or constant prices; seasonally adjusted and/or unadjusted data; totals and/or components; preliminary estimate compared with first revision and/or latest available revision; and various combinations of these options.

This analysis is confined to the following:

- Total motor trade, year-on-year growth rate, current prices, unadjusted.
- Preliminary growth rates are compared with the latest available revised growth rates, where the preliminary growth rate refers to the first year-on-year growth rate published for the month in question.
- Time period: January 2012 to December 2025.

Figure 3 shows the preliminary and revised growth rates (line chart, left vertical axis) and the difference between them (bar chart, right vertical axis, where difference = revised - preliminary).

Table 15 provides key results relating to revisions.

Figure 3 – Motor trade year-on-year growth rates: preliminary and revised

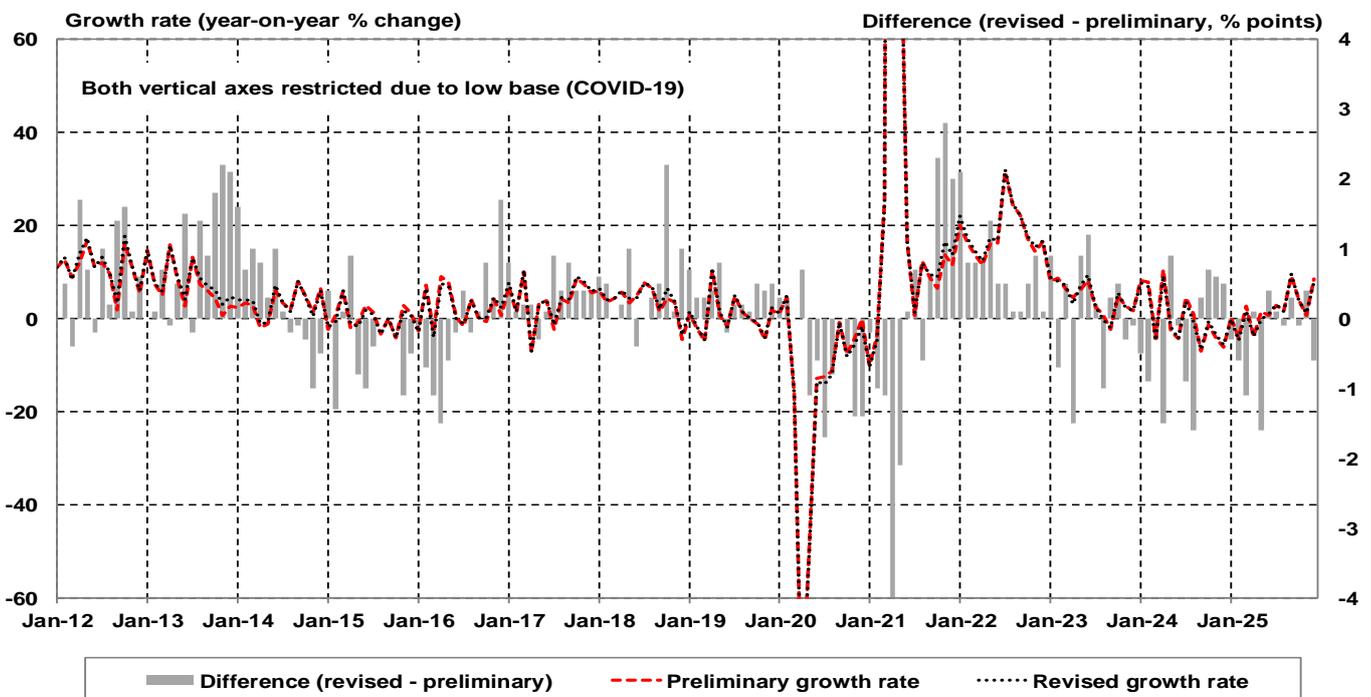


Table 15 – Motor trade year-on-year growth rates: preliminary and revised

Description	Value / outcome	Comment
Average year-on-year growth rate over the whole period	Preliminary: 7,14% Revised: 7,11%	The average of revised growth rates is slightly lower than the average of preliminary growth rates
Mean revision	-0,02 of a percentage point	This is the average of the revisions
Mean absolute revision	0,88 of a percentage point	Average of the revisions, but based on the absolute value of each revision (positives and negatives do not cancel each other)
Largest upward revision	2,8 percentage points	Preliminary 13,7% was revised up to 16,5% (November 2021)
Largest downward revision	-36,0 percentage points	Preliminary 528,8% was revised down to 492,8% (April 2021; affected by COVID-19)
Range for all revisions	-36,0 to 2,8 percentage points	
Range within which 90% of the revisions lie	-1,5 to 1,8 percentage points	This may be regarded as the normal range for revisions, with revisions outside this range being outliers
Number of upward revisions	104 (or 61,9% of the total observations)	
Number of downward revisions	64 (or 38,1% of the total observations)	
Is the mean revision (-0,02) significantly different from zero?	No	This indicates that there is no bias in the preliminary estimates – see Note 1 below
Standard deviation of the revisions for 2012 to 2019	0,82 of a percentage point	Standard deviation is a measure of dispersion about the mean – see the row below
Percentage of revisions that lie within one standard deviation of the mean for 2012 to 2019	77,1%	This is the percentage of revisions that lie between -0,49 and 1,15 percentage points; the higher the percentage, the lower is the dispersion about the mean

Note 1: Is the mean revision significantly different from zero?

The formula for the test statistic is as follows:

$$test\ statistic = \frac{\bar{R}}{\sqrt{\left(\frac{1}{n(n-1)}\right) \left(\sum_{t=1}^n \hat{\epsilon}_t^2 + \frac{3}{4} \sum_{t=2}^n \hat{\epsilon}_t \hat{\epsilon}_{t-1} + \frac{2}{3} \sum_{t=3}^n \hat{\epsilon}_t \hat{\epsilon}_{t-2}\right)}}$$

where

n = number of observations

\bar{R} = mean revision

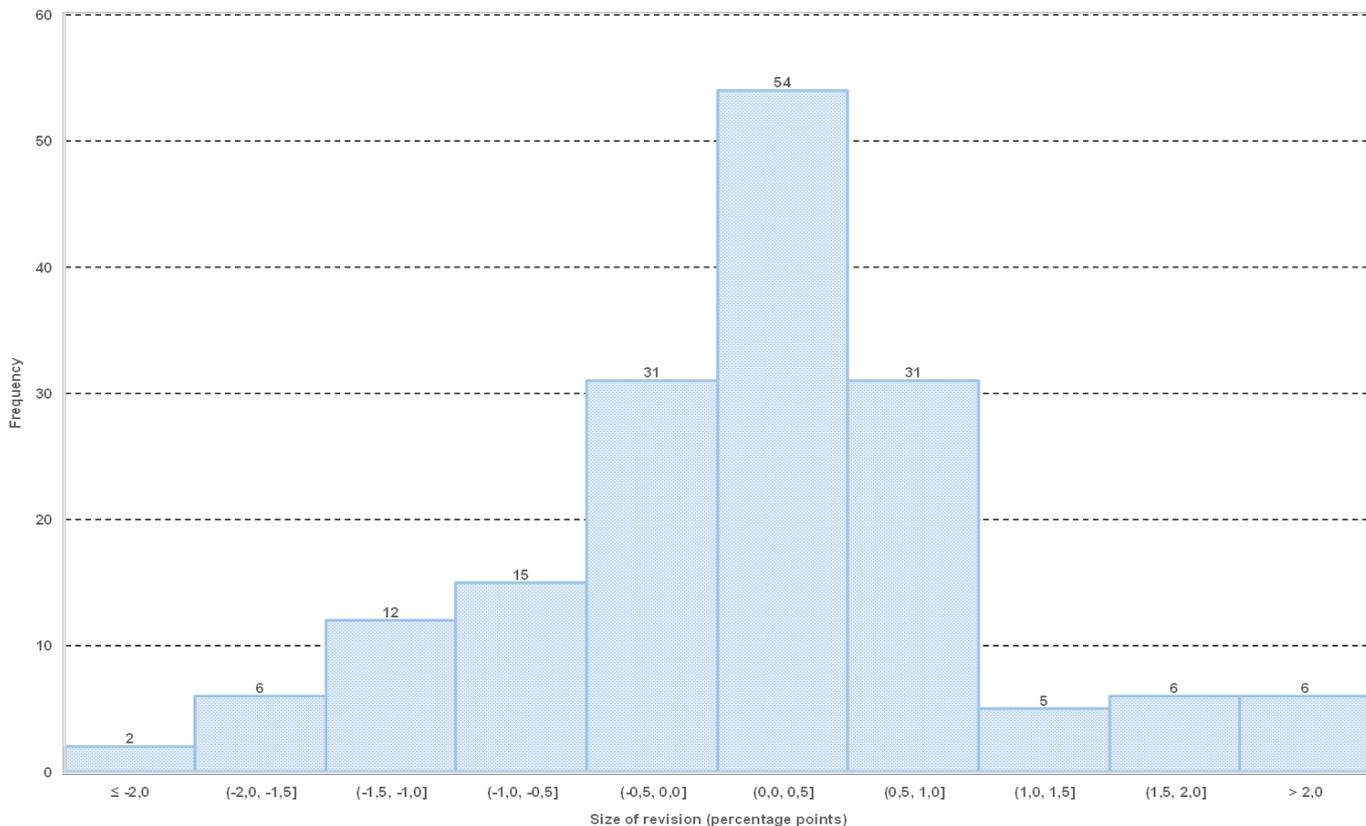
$\hat{\epsilon}_t = R_t - \bar{R}$, with R_t = revision in period t

Note that if the test statistic shows that the mean revision (MR) is significantly different from zero, then there is bias in the preliminary estimates. Bias in a series suggests there is scope to enhance the compilation of that series in an attempt to remove or minimise the bias. $MR > 0$ (statistically significant) implies under-estimation of the preliminary estimates. $MR < 0$ (statistically significant) implies over-estimation of the preliminary estimates.

In this case the test statistic is -0,09, for which the absolute value lies below the critical value of 1,97, indicating that the MR is not significantly different from zero at a 5% significance level. Accordingly, no bias is detected in the preliminary estimates.

Figure 4 shows the revisions in terms of a histogram. There were 31 revisions between -0,5 and 0,0 (-0,5 < revision ≤ 0,0) and 54 revisions between 0,0 and 0,5 (0,0 < revision ≤ 0,5). Around 78,0% of revisions lie between -1,0 and 1,0 percentage points.

Figure 4 – Motor trade year-on-year growth rates: histogram of revisions



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 January 2026 was 63,1%. The revised collection rate for December 2025 was 69,0%.
- 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
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	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
Dec-26	Additional information from respondents	Nov-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 – January 2026

	Lower limit (R million)	Sales (R million)	Upper limit (R million)	Relative standard error (RSE) %
Motor trade sales	71 848	76 899	81 949	3,3

- 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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