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## **STATISTICAL RELEASE**

### **P6343.2**

# **Motor trade sales (Preliminary)**

**July 2025**

The results in this publication are based on a new sample. This is an annual procedure which typically affects the level of sales at both current and constant prices. To avoid breaks in time series and to minimise revisions to historical growth rates, historical sales levels were revised (i.e. they were linked to the estimates based on the new sample).

**Embargoed until:  
18 September 2025  
11:00**

**ENQUIRIES:**  
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**FORTHCOMING ISSUE:**  
August 2025

**EXPECTED RELEASE DATE:**  
16 October 2025



Dipalopalo tsa Aforikabona • Dipalopalo tsa Afrika Borwa • Ezezibalo zaseNingizimu Afrika • Tshitatistika Afrika Tshipembe • Tinhlayohlayo Afrika-Dzonga  
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## Sales at constant 2019 prices: results for July 2025

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

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

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

Measured in real terms (constant 2019 prices), motor trade sales increased by 3,0% year-on-year in July 2025. The largest positive contributors to this increase were:

- new vehicle sales (11,2% and contributing 2,8 percentage points);
- used vehicle sales (6,1% and contributing 1,3 percentage points); and
- sales of accessories (3,2% and contributing 0,7 of a percentage point).

The largest negative contributor was fuel sales (-6,4% and contributing -1,7 percentage points) – see Table 5 and Table 6.

Seasonally adjusted motor trade sales increased by 0,7% in July 2025 compared with June 2025. This followed month-on-month changes of 0,5% in June 2025 and 0,4% in May 2025.

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

Type of activity	May – Jul 2024 (R million)	Weight (%)	May – Jul 2025 (R million)	% change between May – Jul 2024 and May – Jul 2025	Contribution (% points) to the total % change
New vehicle sales	40 906	25,1	44 468	8,7	2,2
Used vehicle sales	33 701	20,7	35 325	4,8	1,0
Workshop income	7 467	4,6	6 753	-9,6	-0,4
Income from the sales of accessories	32 896	20,2	35 234	7,1	1,4
Income from fuel sales	43 148	26,5	41 437	-4,0	-1,1
Income from convenience store sales <sup>1</sup>	5 004	3,1	4 949	-1,1	0,0
<b>Total</b>	<b>163 122</b>	<b>100,0</b>	<b>168 166</b>	<b>3,1</b>	<b>3,1</b>

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

Motor trade sales increased by 3,1% in the three months ended July 2025 compared with the three months ended July 2024. The positive contributors to this increase were:

- new vehicle sales (8,7% and contributing 2,2 percentage points);
- sales of accessories (7,1% and contributing 1,4 percentage points); and
- used vehicle sales (4,8% and contributing 1,0 percentage point).

The largest negative contributor was fuel sales (-4,0% and contributing -1,1 percentage points) – see Table B.

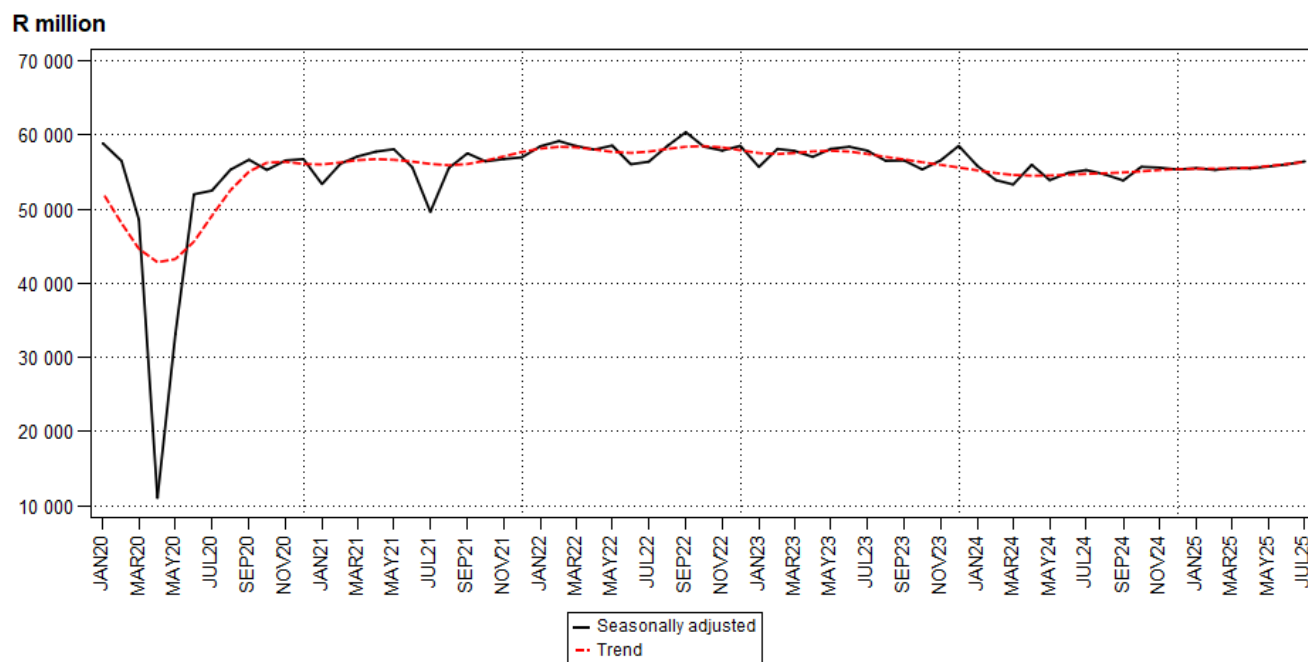
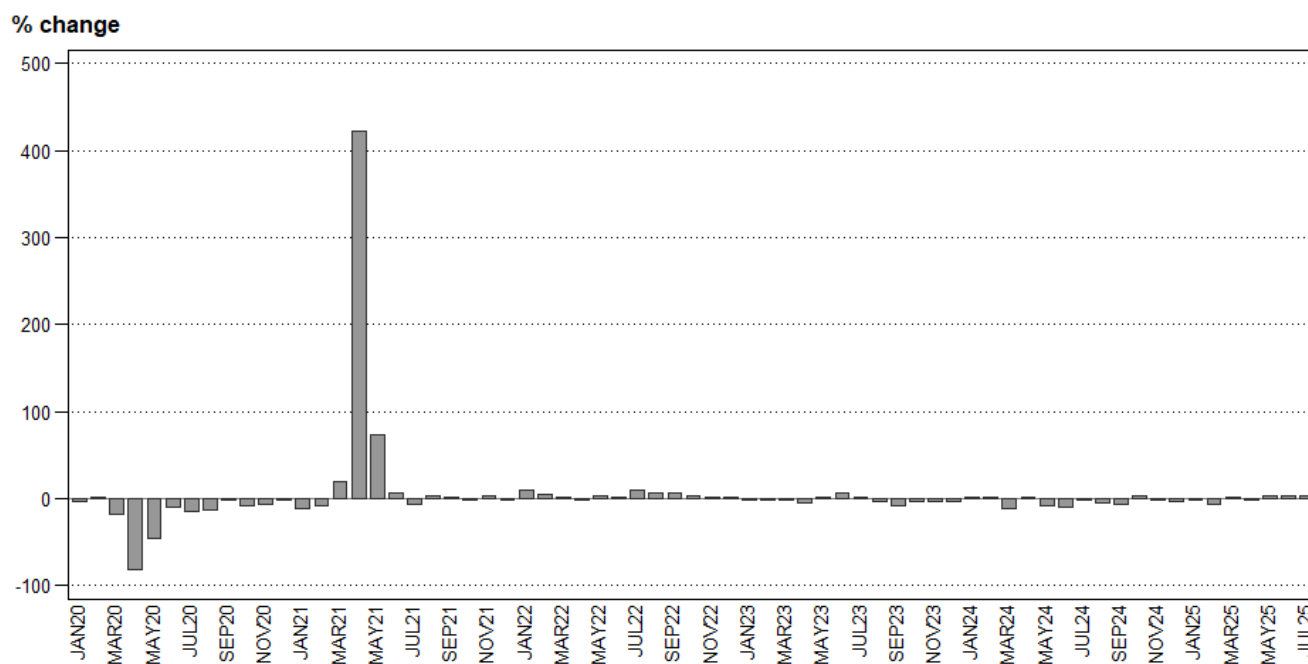
**Table C – Seasonally adjusted motor trade sales at constant 2019 prices for the latest three months by type of activity**

Type of activity	Feb – Apr 2025 (R million)	Weight (%)	May – Jul 2025 (R million)	% change between Feb – Apr 2025 and May – Jul 2025	Contribution (% points) to the total % change
New vehicle sales	45 589	27,4	45 836	0,5	0,1
Used vehicle sales	33 669	20,2	34 588	2,7	0,5
Workshop income	6 595	4,0	6 439	-2,4	-0,1
Income from the sales of accessories	33 506	20,1	34 388	2,6	0,5
Income from fuel sales	41 825	25,1	41 804	-0,1	0,0
Income from convenience store sales <sup>1</sup>	5 127	3,1	5 150	0,4	0,0
<b>Total</b>	<b>166 312</b>	<b>100,0</b>	<b>168 203</b>	<b>1,1</b>	<b>1,1</b>

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

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

- used vehicle sales (2,7% and contributing 0,5 of a percentage point); and
- sales of accessories (2,6% 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 July 2025

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

	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25
Year-on-year % change, unadjusted	-4,7	1,6	-3,8	-0,1	1,0	2,8
Month-on-month % change, seasonally adjusted	-2,3	-0,7	0,0	0,8	0,9	2,7
3-month % change, seasonally adjusted <sup>1</sup>	0,7	0,9	-0,7	-0,5	-0,4	2,1

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

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

Type of activity	May – Jul 2024 (R million)	Weight (%)	May – Jul 2025 (R million)	% change between May – Jul 2024 and May – Jul 2025	Contribution (% points) to the total % change
New vehicle sales	53 692	23,9	60 220	12,2	2,9
Used vehicle sales	43 033	19,2	44 429	3,2	0,6
Workshop income	8 961	4,0	8 415	-6,1	-0,2
Income from the sales of accessories	45 555	20,3	49 855	9,4	1,9
Income from fuel sales	66 447	29,6	57 392	-13,6	-4,0
Income from convenience store sales <sup>1</sup>	6 805	3,0	7 017	3,1	0,1
<b>Total</b>	<b>224 493</b>	<b>100,0</b>	<b>227 328</b>	<b>1,3</b>	<b>1,3</b>

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

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

Type of activity	Feb – Apr 2025 (R million)	Weight (%)	May – Jul 2025 (R million)	% change between Feb – Apr 2025 and May – Jul 2025	Contribution (% points) to the total % change
New vehicle sales	58 222	26,2	60 099	3,2	0,8
Used vehicle sales	42 239	19,0	43 869	3,9	0,7
Workshop income	7 885	3,6	7 971	1,1	0,0
Income from the sales of accessories	48 087	21,7	49 213	2,3	0,5
Income from fuel sales	58 573	26,4	58 201	-0,6	-0,2
Income from convenience store sales <sup>1</sup>	7 102	3,2	7 308	2,9	0,1
<b>Total</b>	<b>222 108</b>	<b>100,0</b>	<b>226 663</b>	<b>2,1</b>	<b>2,1</b>

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

  
**Risenga Maluleke**  
**Statistician-General**

Note: Changes to the survey and the impact on the statistical series

Statistical business register and samples

This statistical release contains results for the monthly survey of motor trade sales from a new sample drawn in April 2025, which replaces the previous sample that was drawn in April 2024. The sample was drawn from a statistical business register of enterprises with an annual turnover of at least R4 865 363 and that are required to register with the South African Revenue Service for value-added tax (VAT).

Owing to the evolving nature of business, the statistical business register is maintained on a continuous basis. The maintenance process is aimed, amongst other things, at capturing changes related to new businesses, ceased businesses, merged businesses and classification changes. In addition, Stats SA undertakes quality improvement surveys related to the statistical business register, the primary objective of which is to capture up-to-date information about the structures and activities of large and complex businesses. This process enables Stats SA to review classification codes for these businesses. These changes are an essential part of the statistical architecture.

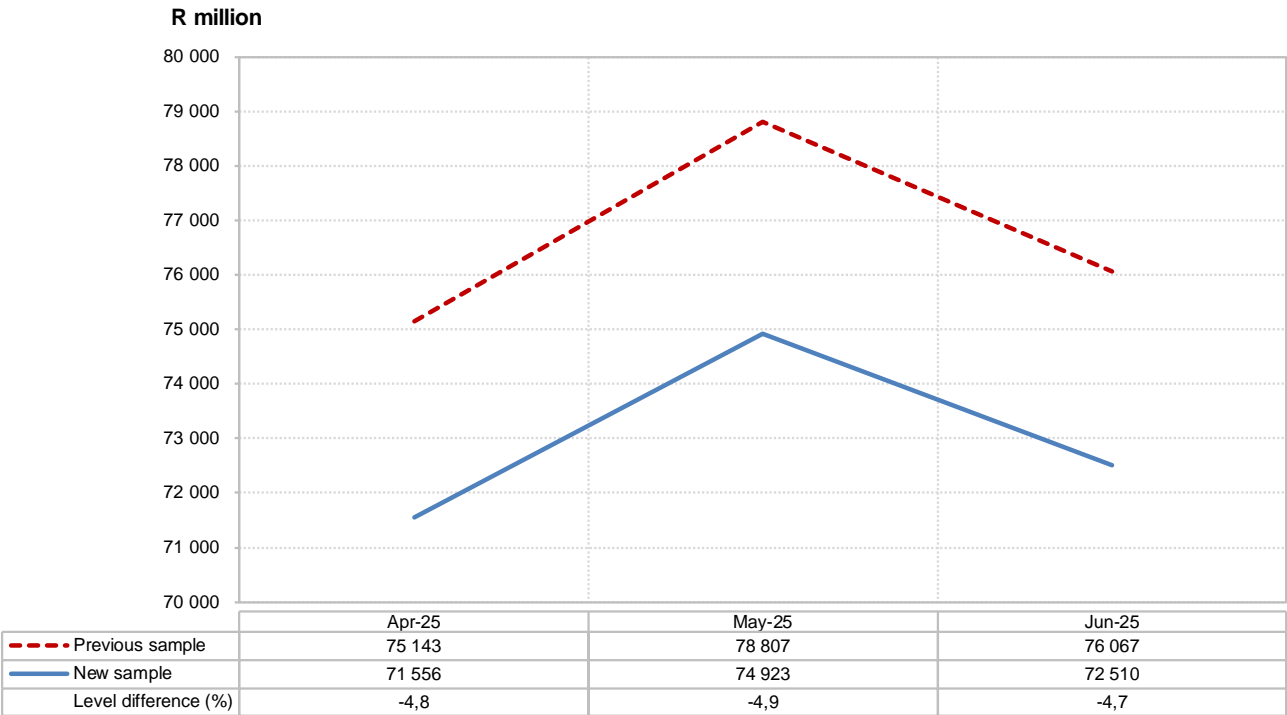
Comparison of sales between the previous (revised) and new samples for the motor trade industry

The reported level of total sales for the monthly survey of the motor trade industry for the months April to June 2025 based on the new sample was 4,8% or R11 028 million lower than the level of total sales recorded for the previous sample (see Table G and Figure 3). The previous sample was drawn in April 2024 and was operational for the last half of 2024 and the first half of 2025.

Table G – Total motor trade sales at current prices for previous and new samples: April to June 2025

Motor trade industry	Previous sample (R million)	New sample (R million)	Difference (R million)	Difference (%)
	230 017	218 989	-11 028	-4,8

Figure 3 – Total motor trade sales at current prices: monthly levels of previous and new samples for April to June 2025



**Table H – Motor trade sales at current prices for previous and new samples by type of activity: April to June 2025**

Type of activity	Previous sample (R million)	New sample (R million)	Difference (R million)	Difference (%) <sup>1</sup>
New vehicle sales	58 815	57 909	-906	-1,5
Used vehicle sales	41 900	42 099	199	0,5
Workshop income	9 189	7 788	-1 401	-15,2
Income from the sales of accessories	50 332	47 912	-2 420	-4,8
Income from fuel sales	62 357	56 353	-6 004	-9,6
Income from convenience store sales <sup>2</sup>	7 425	6 928	-497	-6,7
<b>Total</b>	<b>230 017</b>	<b>218 989</b>	<b>-11 028</b>	<b>-4,8</b>

<sup>1</sup> The percentage difference is the new sample minus the previous sample, divided by the previous sample, multiplied by 100.

<sup>2</sup> Income from quickshop and café sales at filling stations, including 'other' sales and trading income.

The largest differences were in the following types of activity:

- fuel sales (R6 004 million or 9,6% lower in the new sample);
- sales of accessories (R2 420 million or 4,8% lower in the new sample); and
- workshop income (R1 401 million or 15,2% lower in the new sample) – see Table H.

### Backcasting

To avoid breaks in the time series and to minimise revisions to historical growth rates, historical sales levels were revised (i.e. they were linked to the estimates based on the new sample).



## 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	58 710
Aug	62 334	54 307	55 899	59 846	58 050	55 784	
Sep	57 952	56 935	57 394	61 083	56 223	52 350	
Oct	63 643	58 261	57 835	59 451	57 833	59 586	
Nov	61 631	57 936	60 231	60 934	59 054	58 104	
Dec	55 972	55 270	54 926	56 278	54 819	52 727	
<b>Total</b>	<b>719 318</b>	<b>596 921</b>	<b>667 209</b>	<b>694 306</b>	<b>681 264</b>	<b>659 856</b>	

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

Month	2020	2021	2022	2023	2024	2025	2025 year-to-date
Jan	-3,3	-11,5	9,2	-2,0	2,0	-0,6	-0,6
Feb	0,5	-7,3	5,2	-2,0	0,8	-6,0	-3,3
Mar	-18,5	19,1	2,0	-2,1	-10,6	2,4	-1,4
Apr	-82,1	422,4	-0,1	-4,8	2,5	-1,0	-1,3
May	-45,8	73,0	3,3	0,3	-7,7	3,0	-0,5
Jun	-9,9	6,0	0,1	6,1	-10,0	3,3	0,1
Jul	-14,6	-5,8	10,3	2,0	-0,5	3,0	0,6
Aug	-12,9	2,9	7,1	-3,0	-3,9		
Sep	-1,8	0,8	6,4	-8,0	-6,9		
Oct	-8,5	-0,7	2,8	-2,7	3,0		
Nov	-6,0	4,0	1,2	-3,1	-1,6		
Dec	-1,3	-0,6	2,5	-2,6	-3,8		
<b>Total</b>	<b>-17,0</b>	<b>11,8</b>	<b>4,1</b>	<b>-1,9</b>	<b>-3,1</b>		

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

Month	R million				Month-on-month % change			
	2022	2023	2024	2025	2022	2023	2024	2025
Jan	58 487	55 689	55 840	55 531	2,6	-4,9	-4,6	0,3
Feb	59 178	58 119	53 918	55 286	1,2	4,4	-3,4	-0,4
Mar	58 525	57 866	53 323	55 528	-1,1	-0,4	-1,1	0,4
Apr	58 032	57 047	55 984	55 498	-0,8	-1,4	5,0	-0,1
May	58 581	58 124	53 904	55 736	0,9	1,9	-3,7	0,4
Jun	56 053	58 418	54 896	56 031	-4,3	0,5	1,8	0,5
Jul	56 395	57 899	55 278	56 436	0,6	-0,9	0,7	0,7
Aug	58 514	56 519	54 689		3,8	-2,4	-1,1	
Sep	60 378	56 558	53 864		3,2	0,1	-1,5	
Oct	58 431	55 357	55 708		-3,2	-2,1	3,4	
Nov	57 904	56 588	55 595		-0,9	2,2	-0,2	
Dec	58 541	58 535	55 339		1,1	3,4	-0,5	

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

Type of activity	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25
New vehicle sales	14 274	14 586	14 525	14 190	14 220	16 058
Used vehicle sales	10 932	10 591	10 590	11 872	10 967	12 486
Workshop income	2 164	2 129	2 027	2 170	2 111	2 472
Income from the sales of accessories	11 002	11 151	10 830	11 828	11 367	12 039
Income from fuel sales	12 769	13 809	13 322	13 867	13 620	13 950
Income from convenience store sales <sup>1</sup>	1 622	1 738	1 670	1 668	1 576	1 705
<b>Total</b>	<b>52 763</b>	<b>54 004</b>	<b>52 964</b>	<b>55 595</b>	<b>53 861</b>	<b>58 710</b>

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

**Table 5 – Year-on-year percentage change in motor trade sales at constant 2019 prices by type of activity**

Type of activity	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25
New vehicle sales	-3,3	16,1	9,5	5,9	8,9	11,2
Used vehicle sales	0,3	1,3	-3,7	6,0	2,2	6,1
Workshop income	-12,9	-7,0	-12,9	-16,9	-9,5	-2,1
Income from the sales of accessories	-3,9	3,5	0,4	6,2	12,7	3,2
Income from fuel sales	-13,7	-6,8	-7,6	-0,7	-4,6	-6,4
Income from convenience store sales <sup>1</sup>	-5,8	-5,4	-0,9	-1,0	-3,1	0,8
<b>Total</b>	<b>-6,0</b>	<b>2,4</b>	<b>-1,0</b>	<b>3,0</b>	<b>3,3</b>	<b>3,0</b>

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

**Table 6 – Contribution of each type of activity to the year-on-year percentage change in motor trade sales at constant 2019 prices**

Type of activity	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25
New vehicle sales	-0,9	3,8	2,4	1,5	2,2	2,8
Used vehicle sales	0,1	0,3	-0,8	1,2	0,5	1,3
Workshop income	-0,6	-0,3	-0,6	-0,8	-0,4	-0,1
Income from the sales of accessories	-0,8	0,7	0,1	1,3	2,5	0,7
Income from fuel sales	-3,6	-1,9	-2,1	-0,2	-1,3	-1,7
Income from convenience store sales <sup>1</sup>	-0,2	-0,2	0,0	0,0	-0,1	0,0
<b>Total</b>	<b>-6,0</b>	<b>2,4</b>	<b>-1,0</b>	<b>3,0</b>	<b>3,3</b>	<b>3,0</b>

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

**Table 7 – Seasonally adjusted motor trade sales at constant 2019 prices by type of activity (R million)**

Type of activity	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Month-on-month % change
New vehicle sales	15 025	15 299	15 265	15 024	15 334	15 478	0,9
Used vehicle sales	11 321	11 066	11 282	11 455	11 522	11 611	0,8
Workshop income	2 235	2 268	2 092	1 996	2 138	2 305	7,8
Income from the sales of accessories	11 079	11 168	11 259	11 510	11 368	11 510	1,2
Income from fuel sales	13 902	14 037	13 886	14 032	13 980	13 792	-1,3
Income from convenience store sales <sup>1</sup>	1 724	1 690	1 713	1 719	1 690	1 741	3,0
<b>Total</b>	<b>55 286</b>	<b>55 528</b>	<b>55 498</b>	<b>55 736</b>	<b>56 031</b>	<b>56 436</b>	<b>0,7</b>

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

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

Month	2019	2020	2021	2022	2023	2024	2025
Jan	57 748	58 473	52 389	63 946	69 645	75 003	74 906
Feb	56 157	58 862	56 095	65 739	70 992	75 873	72 277
Mar	59 681	50 000	62 317	71 345	76 413	72 808	73 984
Apr	58 967	9 928	58 854	66 097	68 159	74 374	71 556
May	60 967	30 358	60 726	71 319	76 364	74 993	74 923
Jun	58 182	50 374	58 791	68 633	75 106	71 802	72 510
Jul	63 568	54 547	55 272	72 968	74 960	77 698	79 895
Aug	62 672	55 116	61 614	76 789	76 670	76 220	
Sep	58 416	57 921	63 435	77 554	76 025	70 960	
Oct	64 307	59 075	64 288	75 688	79 810	79 344	
Nov	62 115	58 598	68 255	78 709	80 520	77 703	
Dec	56 540	55 627	63 213	73 763	74 975	70 705	
<b>Total</b>	<b>719 320</b>	<b>598 879</b>	<b>725 249</b>	<b>862 550</b>	<b>899 639</b>	<b>897 483</b>	

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

Month	2020	2021	2022	2023	2024	2025	2025 year-to-date
Jan	1,3	-10,4	22,1	8,9	7,7	-0,1	-0,1
Feb	4,8	-4,7	17,2	8,0	6,9	-4,7	-2,4
Mar	-16,2	24,6	14,5	7,1	-4,7	1,6	-1,1
Apr	-83,2	492,8	12,3	3,1	9,1	-3,8	-1,8
May	-50,2	100,0	17,4	7,1	-1,8	-0,1	-1,4
Jun	-13,4	16,7	16,7	9,4	-4,4	1,0	-1,1
Jul	-14,2	1,3	32,0	2,7	3,7	2,8	-0,5
Aug	-12,1	11,8	24,6	-0,2	-0,6		
Sep	-0,8	9,5	22,3	-2,0	-6,7		
Oct	-8,1	8,8	17,7	5,4	-0,6		
Nov	-5,7	16,5	15,3	2,3	-3,5		
Dec	-1,6	13,6	16,7	1,6	-5,7		
<b>Total</b>	<b>-16,7</b>	<b>21,1</b>	<b>18,9</b>	<b>4,3</b>	<b>-0,2</b>		

**Table 10 – Seasonally adjusted motor trade sales at current prices**

Month	R million				Month-on-month % change			
	2022	2023	2024	2025	2022	2023	2024	2025
Jan	67 810	72 385	76 333	76 130	4,9	-3,8	-2,2	4,7
Feb	67 795	73 072	77 466	74 378	0,0	0,9	1,5	-2,3
Mar	68 394	73 866	73 318	73 874	0,9	1,1	-5,4	-0,7
Apr	68 623	72 384	75 491	73 856	0,3	-2,0	3,0	0,0
May	71 019	75 039	73 920	74 438	3,5	3,7	-2,1	0,8
Jun	69 844	75 994	75 131	75 096	-1,7	1,3	1,6	0,9
Jul	72 927	74 834	75 255	77 129	4,4	-1,5	0,2	2,7
Aug	75 312	75 027	75 167		3,3	0,3	-0,1	
Sep	76 517	75 989	71 972		1,6	1,3	-4,3	
Oct	74 063	77 094	75 002		-3,2	1,5	4,2	
Nov	75 220	76 991	74 740		1,6	-0,1	-0,3	
Dec	75 251	78 070	72 735		0,0	1,4	-2,7	

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

Type of activity	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25
New vehicle sales	19 173	19 609	19 475	19 178	19 256	21 786
Used vehicle sales	13 819	13 371	13 355	14 949	13 795	15 685
Workshop income	2 618	2 577	2 455	2 703	2 630	3 082
Income from the sales of accessories	15 923	16 106	15 343	16 618	15 951	17 286
Income from fuel sales	18 504	19 911	18 589	19 121	18 643	19 628
Income from convenience store sales <sup>1</sup>	2 241	2 410	2 339	2 354	2 235	2 428
<b>Total</b>	<b>72 277</b>	<b>73 984</b>	<b>71 556</b>	<b>74 923</b>	<b>72 510</b>	<b>79 895</b>

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

**Table 12 – Year-on-year percentage change in motor trade sales at current prices by type of activity**

Type of activity	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25
New vehicle sales	-0,5	19,1	11,8	9,0	12,4	14,8
Used vehicle sales	-0,5	0,1	-4,9	4,5	0,6	4,4
Workshop income	-11,4	-5,8	-11,9	-13,5	-5,8	1,2
Income from the sales of accessories	3,9	11,0	3,5	8,7	13,6	6,5
Income from fuel sales	-16,3	-14,4	-19,3	-14,7	-14,9	-11,3
Income from convenience store sales <sup>1</sup>	-2,8	-2,5	2,6	3,0	0,9	5,3
<b>Total</b>	<b>-4,7</b>	<b>1,6</b>	<b>-3,8</b>	<b>-0,1</b>	<b>1,0</b>	<b>2,8</b>

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

**Table 13 – Contribution of each type of activity to the year-on-year percentage change in motor trade sales at current prices**

Type of activity	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25
New vehicle sales	-0,1	4,3	2,8	2,1	3,0	3,6
Used vehicle sales	-0,1	0,0	-0,9	0,9	0,1	0,8
Workshop income	-0,4	-0,2	-0,4	-0,6	-0,2	0,0
Income from the sales of accessories	0,8	2,2	0,7	1,8	2,7	1,4
Income from fuel sales	-4,8	-4,6	-6,0	-4,4	-4,5	-3,2
Income from convenience store sales <sup>1</sup>	-0,1	-0,1	0,1	0,1	0,0	0,2
<b>Total</b>	<b>-4,7</b>	<b>1,6</b>	<b>-3,8</b>	<b>-0,1</b>	<b>1,0</b>	<b>2,8</b>

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

**Table 14 – Seasonally adjusted motor trade sales at current prices by type of activity (R million)**

Type of activity	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Month-on-month % change
New vehicle sales	19 277	19 171	19 774	19 304	19 916	20 879	4,8
Used vehicle sales	14 262	13 763	14 214	14 683	14 344	14 842	3,5
Workshop income	2 650	2 665	2 570	2 479	2 625	2 867	9,2
Income from the sales of accessories	15 982	16 032	16 073	16 234	16 462	16 517	0,3
Income from fuel sales	19 852	19 875	18 846	19 315	19 350	19 536	1,0
Income from convenience store sales <sup>1</sup>	2 354	2 369	2 379	2 422	2 398	2 488	3,8
<b>Total</b>	<b>74 378</b>	<b>73 874</b>	<b>73 856</b>	<b>74 438</b>	<b>75 096</b>	<b>77 129</b>	<b>2,7</b>

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

## Explanatory notes

- Introduction** 1 Statistics South Africa (Stats SA) conducts a monthly survey covering enterprises in the motor trade industry (see point 3 below). This survey is based on a sample drawn from Stats SA's 2025 statistical business register (SBR) that contains businesses registered at the South African Revenue Service (SARS) for value-added tax (VAT). Stats SA continuously updates its SBR, which is linked to the SARS administrative data. Published motor trade sales estimates exclude VAT.
- Purpose of the survey** 2 The results of the monthly motor trade sales survey are used to compile estimates of the gross domestic product (GDP) and its components, which are used in monitoring the state of the economy and formulation of economic policy. These statistics are also used in the analysis of comparative business and industry performance.
- Scope of the survey** 3 The survey collects information from a sample of enterprises in South Africa that are predominantly involved in motor trade. These enterprises include:
- motor vehicle dealers, filling stations and workshops;
  - motorcycle dealers;
  - spares and accessories;
  - tyre dealers;
  - automotive electricians;
  - radiator repairs;
  - panel beaters and spray painters;
  - 'other' specialised motor repair services; and
  - 'other' motor trade.
- Classification** 4 The 1993 edition of the *Standard Industrial Classification of All Economic Activities* (SIC), Fifth Edition, Report No. 09-90-02, was used to classify the statistical units in the survey. The SIC is based on the 1990 *International Standard Industrial Classification of All Economic Activities* (ISIC) with suitable adaptations for local conditions. Each enterprise is classified to the industry which reflects its predominant activity. Statistics in this publication are presented at SIC group four-digit level.
- Collection rate** 5 The preliminary collection rate for the survey on motor trade sales for July 2025 was 60,6%. The collection rate for June 2025 for the new sample was 66,2%.
- 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
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
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
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 – July 2025

	Lower limit (R million)	Sales (R million)	Upper limit (R million)	Relative standard error (RSE) %
Motor trade sales	75 385	79 895	84 405	2,8

- 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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