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STATISTICAL RELEASE

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Motor trade sales (Preliminary)

June 2025

The results published in the next publication (July 2025) will be 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 will be revised (i.e. they will be linked to the estimates based on the new sample).

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Contents

Sales at constant 2019 prices: results for June 2025	2
Table A – Key growth rates in motor trade sales at constant 2019 prices	2
Table B – Motor trade sales at constant 2019 prices for the latest three months by type of activity	2
Table C – Seasonally adjusted motor trade sales at constant 2019 prices for the latest three months by type of activity	3
Figure 1 – Motor trade sales at constant 2019 prices	4
Figure 2 – Motor trade sales at constant 2019 prices: year-on-year percentage change	4
Sales at current prices: results for June 2025	5
Table D – Key growth rates in motor trade sales at current prices	5
Table E – Motor trade sales at current prices for the latest three months by type of activity	5
Table F – Seasonally adjusted motor trade sales at current prices for the latest three months by type of activity	5
Tables	6
Table 1 – Motor trade sales at constant 2019 prices (R million)	6
Table 2 – Year-on-year percentage change in motor trade sales at constant 2019 prices	6
Table 3 – Seasonally adjusted motor trade sales at constant 2019 prices	6
Table 4 – Motor trade sales at constant 2019 prices by type of activity (R million)	7
Table 5 – Year-on-year percentage change in motor trade sales at constant 2019 prices by type of activity	7
Table 6 – Contribution of each type of activity to the year-on-year percentage change in motor trade sales at constant 2019 prices	7
Table 7 – Seasonally adjusted motor trade sales at constant 2019 prices by type of activity (R million)	8
Table 8 – Motor trade sales at current prices (R million)	9
Table 9 – Year-on-year percentage change in motor trade sales at current prices	9
Table 10 – Seasonally adjusted motor trade sales at current prices	9
Table 11 – Motor trade sales at current prices by type of activity (R million)	10
Table 12 – Year-on-year percentage change in motor trade sales at current prices by type of activity	10
Table 13 – Contribution of each type of activity to the year-on-year percentage change in motor trade sales at current prices	10
Table 14 – Seasonally adjusted motor trade sales at current prices by type of activity (R million)	11
Explanatory notes	12
Technical notes	13
Glossary	15
Technical enquiries	15
General information	16

Sales at constant 2019 prices: results for June 2025

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

	Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25
Year-on-year % change, unadjusted	0,3	-5,9	3,4	0,2	4,1	3,1
Month-on-month % change, seasonally adjusted	0,7	-1,1	1,4	0,0	0,2	0,0
3-month % change, seasonally adjusted ¹	1,3	0,9	0,4	0,2	0,9	0,6

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 3,1% year-on-year in June 2025. The positive contributors to this increase were:

- sales of accessories (10,3% and contributing 2,0 percentage points);
- new vehicle sales (6,8% and contributing 1,6 percentage points); and
- used vehicle sales (4,8% and contributing 1,0 percentage point).

The largest negative contributors were:

- workshop income (-11,1% and contributing -0,6 of a percentage point); and
- fuel sales (-1,9% and contributing -0,5 of a percentage point) – see Table 5 and Table 6.

Seasonally adjusted motor trade sales were flat in June 2025 compared with May 2025. This followed month-on-month changes of 0,2% in May 2025 and 0,0% in April 2025.

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

Type of activity	Apr – Jun 2024 (R million)	Weight (%)	Apr – Jun 2025 (R million)	% change between Apr – Jun 2024 and Apr – Jun 2025	Contribution (% points) to the total % change
New vehicle sales	39 479	23,8	42 351	7,3	1,7
Used vehicle sales	33 148	19,9	34 592	4,4	0,9
Workshop income	9 826	5,9	8 574	-12,7	-0,7
Income from the sales of accessories	32 929	19,8	34 580	5,0	1,0
Income from fuel sales	45 856	27,6	45 467	-0,8	-0,2
Income from convenience store sales ¹	4 959	3,0	4 739	-4,4	-0,1
Total	166 197	100,0	170 303	2,5	2,5

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

Motor trade sales increased by 2,5% in the second quarter of 2025 compared with the second quarter of 2024. The positive contributors to this increase were:

- new vehicle sales (7,3% and contributing 1,7 percentage points);
- sales of accessories (5,0% and contributing 1,0 percentage point); and
- used vehicle sales (4,4% and contributing 0,9 of a percentage point).

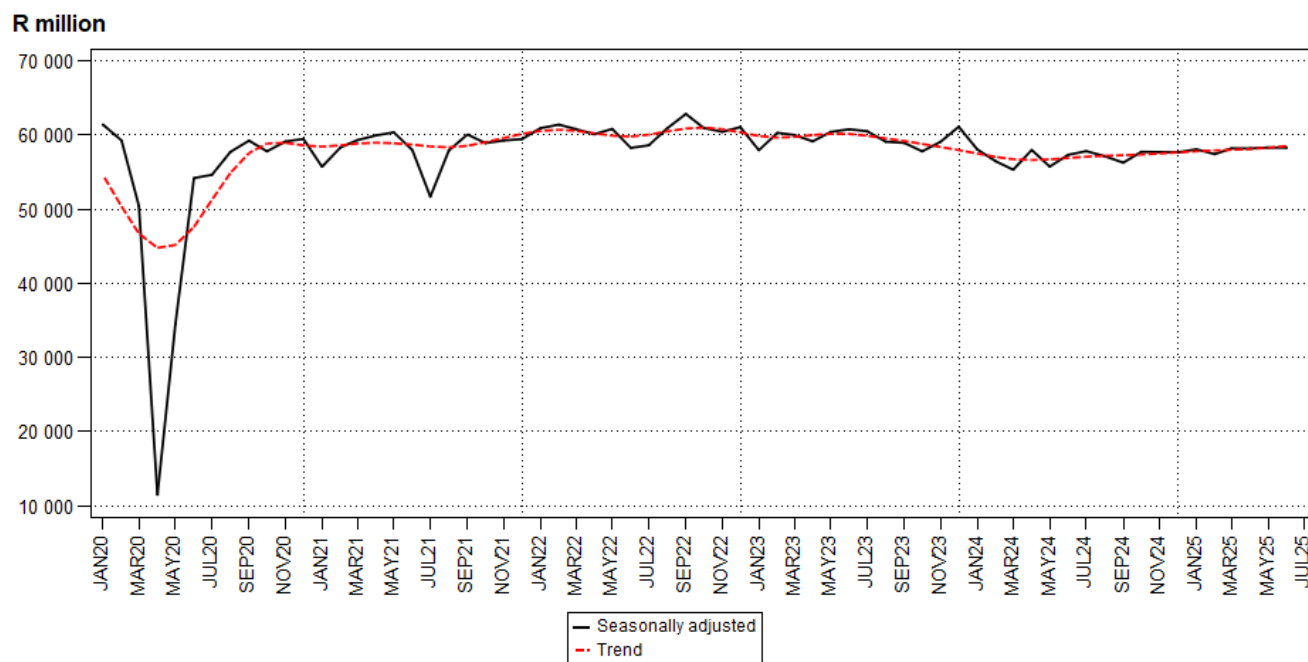
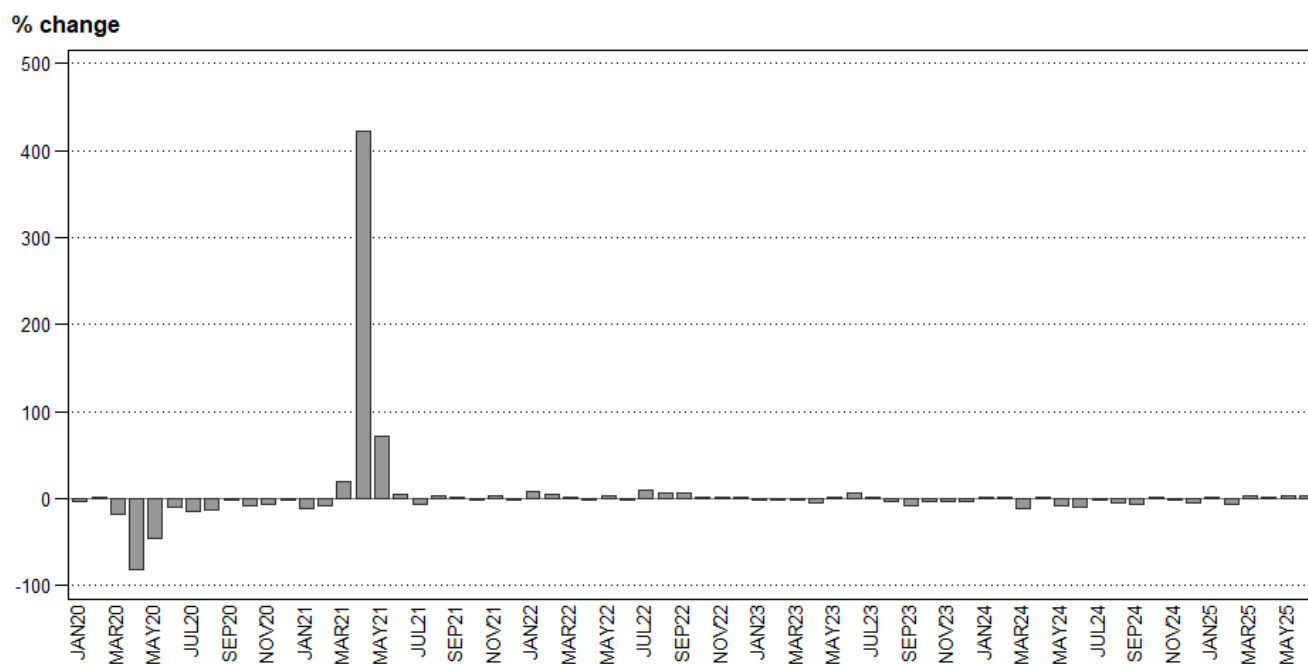
The largest negative contributor was workshop income (-12,7% and contributing -0,7 of a percentage point) – see Table B.

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

Type of activity	Jan – Mar 2025 (R million)	Weight (%)	Apr – Jun 2025 (R million)	% change between Jan – Mar 2025 and Apr – Jun 2025	Contribution (% points) to the total % change
New vehicle sales	44 663	25,7	44 813	0,3	0,1
Used vehicle sales	34 969	20,1	35 447	1,4	0,3
Workshop income	8 953	5,2	8 483	-5,2	-0,3
Income from the sales of accessories	33 911	19,5	34 513	1,8	0,4
Income from fuel sales	46 232	26,6	46 620	0,8	0,2
Income from convenience store sales ¹	4 958	2,9	4 904	-1,1	0,0
Total	173 688	100,0	174 780	0,6	0,6

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

Seasonally adjusted motor trade sales increased by 0,6% in the second quarter of 2025 compared with the first quarter of 2025. The main positive contributor to this increase was sales of accessories (1,8% and contributing 0,4 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 June 2025

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

	Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25
Year-on-year % change, unadjusted	0,6	-4,8	2,6	-2,8	0,9	0,6
Month-on-month % change, seasonally adjusted	6,0	-3,1	-0,2	0,1	0,4	0,2
3-month % change, seasonally adjusted ¹	0,8	1,3	2,0	-0,2	-0,2	-0,8

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

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

Type of activity	Apr – Jun 2024 (R million)	Weight (%)	Apr – Jun 2025 (R million)	% change between Apr – Jun 2024 and Apr – Jun 2025	Contribution (% points) to the total % change
New vehicle sales	51 804	22,5	57 121	10,3	2,3
Used vehicle sales	42 336	18,4	43 563	2,9	0,5
Workshop income	11 764	5,1	10 585	-10,0	-0,5
Income from the sales of accessories	45 418	19,7	48 694	7,2	1,4
Income from fuel sales	72 395	31,4	62 788	-13,3	-4,2
Income from convenience store sales ¹	6 727	2,9	6 681	-0,7	0,0
Total	230 445	100,0	229 433	-0,4	-0,4

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	Jan – Mar 2025 (R million)	Weight (%)	Apr – Jun 2025 (R million)	% change between Jan – Mar 2025 and Apr – Jun 2025	Contribution (% points) to the total % change
New vehicle sales	58 420	24,9	57 971	-0,8	-0,2
Used vehicle sales	44 085	18,8	44 589	1,1	0,2
Workshop income	10 513	4,5	10 347	-1,6	-0,1
Income from the sales of accessories	48 403	20,6	49 328	1,9	0,4
Income from fuel sales	66 659	28,4	63 949	-4,1	-1,2
Income from convenience store sales ¹	6 815	2,9	6 927	1,6	0,0
Total	234 895	100,0	233 110	-0,8	-0,8

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


Risenga Maluleke
Statistician-General

Tables

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

Month	2019	2020	2021	2022	2023	2024	2025
Jan	62 444	60 300	53 412	58 213	57 013	58 201	58 355
Feb	60 426	60 641	56 248	59 123	57 972	58 448	54 975
Mar	63 367	51 639	61 522	62 681	61 409	54 916	56 798
Apr	61 090	10 955	57 144	56 974	54 319	55 729	55 865
May	62 633	34 056	58 808	60 649	60 926	55 996	58 284
Jun	59 487	53 699	56 847	56 749	60 340	54 472	56 154
Jul	65 931	56 326	53 053	58 347	59 728	59 302	
Aug	64 939	56 628	58 225	62 202	60 496	58 135	
Sep	60 367	59 370	59 793	63 532	58 550	54 654	
Oct	66 297	60 780	60 257	61 851	60 191	61 488	
Nov	64 202	60 454	62 715	63 396	61 494	60 197	
Dec	58 301	57 682	57 170	58 525	57 081	54 773	
Total	749 484	622 530	695 194	722 242	709 519	686 311	

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	-3,4	-11,4	9,0	-2,1	2,1	0,3	0,3
Feb	0,4	-7,2	5,1	-1,9	0,8	-5,9	-2,8
Mar	-18,5	19,1	1,9	-2,0	-10,6	3,4	-0,8
Apr	-82,1	421,6	-0,3	-4,7	2,6	0,2	-0,6
May	-45,6	72,7	3,1	0,5	-8,1	4,1	0,3
Jun	-9,7	5,9	-0,2	6,3	-9,7	3,1	0,8
Jul	-14,6	-5,8	10,0	2,4	-0,7		
Aug	-12,8	2,8	6,8	-2,7	-3,9		
Sep	-1,7	0,7	6,3	-7,8	-6,7		
Oct	-8,3	-0,9	2,6	-2,7	2,2		
Nov	-5,8	3,7	1,1	-3,0	-2,1		
Dec	-1,1	-0,9	2,4	-2,5	-4,0		
Total	-16,9	11,7	3,9	-1,8	-3,3		

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	60 919	57 945	58 050	58 071	2,5	-5,1	-5,0	0,7
Feb	61 402	60 294	56 451	57 418	0,8	4,1	-2,8	-1,1
Mar	60 799	60 012	55 316	58 199	-1,0	-0,5	-2,0	1,4
Apr	60 105	59 142	57 984	58 183	-1,1	-1,4	4,8	0,0
May	60 823	60 413	55 738	58 310	1,2	2,1	-3,9	0,2
Jun	58 263	60 778	57 330	58 287	-4,2	0,6	2,9	0,0
Jul	58 609	60 507	57 821		0,6	-0,4	0,9	
Aug	60 912	59 098	57 143		3,9	-2,3	-1,2	
Sep	62 844	58 942	56 267		3,2	-0,3	-1,5	
Oct	60 943	57 795	57 728		-3,0	-1,9	2,6	
Nov	60 437	59 109	57 693		-0,8	2,3	-0,1	
Dec	61 062	61 119	57 660		1,0	3,4	-0,1	

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

Type of activity	Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25
New vehicle sales	14 872	14 230	14 528	14 359	14 091	13 901
Used vehicle sales	12 142	11 265	10 909	11 158	12 133	11 301
Workshop income	2 725	2 792	2 846	2 772	2 981	2 821
Income from the sales of accessories	11 375	10 898	11 336	11 028	12 001	11 551
Income from fuel sales	15 584	14 240	15 497	14 918	15 472	15 077
Income from convenience store sales ¹	1 657	1 550	1 682	1 630	1 606	1 503
Total	58 355	54 975	56 798	55 865	58 284	56 154

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	Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25
New vehicle sales	3,1	-3,1	16,4	8,4	6,6	6,8
Used vehicle sales	9,0	2,6	3,7	0,5	7,8	4,8
Workshop income	-6,3	-17,0	-8,0	-12,3	-14,6	-11,1
Income from the sales of accessories	0,1	-7,5	2,3	-0,3	5,3	10,3
Income from fuel sales	-6,5	-10,6	-2,6	-4,0	3,5	-1,9
Income from convenience store sales ¹	-2,8	-9,2	-7,3	0,9	-5,1	-9,0
Total	0,3	-5,9	3,4	0,2	4,1	3,1

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	Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25
New vehicle sales	0,8	-0,8	3,7	2,0	1,6	1,6
Used vehicle sales	1,7	0,5	0,7	0,1	1,6	1,0
Workshop income	-0,3	-1,0	-0,4	-0,7	-0,9	-0,6
Income from the sales of accessories	0,0	-1,5	0,5	-0,1	1,1	2,0
Income from fuel sales	-1,9	-2,9	-0,8	-1,1	0,9	-0,5
Income from convenience store sales ¹	-0,1	-0,3	-0,2	0,0	-0,2	-0,3
Total	0,3	-5,9	3,4	0,2	4,1	3,1

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	Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Month-on-month % change
New vehicle sales	14 532	14 948	15 183	15 053	14 827	14 933	0,7
Used vehicle sales	11 901	11 671	11 397	11 779	11 782	11 886	0,9
Workshop income	2 959	2 941	3 053	2 859	2 798	2 826	1,0
Income from the sales of accessories	11 549	11 073	11 289	11 373	11 628	11 512	-1,0
Income from fuel sales	15 455	15 131	15 646	15 461	15 628	15 531	-0,6
Income from convenience store sales ¹	1 674	1 653	1 631	1 658	1 647	1 599	-2,9
Total	58 071	57 418	58 199	58 183	58 310	58 287	0,0

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	60 170	60 926	54 586	66 628	72 566	78 149	78 604
Feb	58 512	61 331	58 448	68 496	73 970	79 055	75 282
Mar	62 183	52 097	64 931	74 337	79 618	75 862	77 797
Apr	61 440	10 344	61 323	68 870	71 017	77 567	75 404
May	63 524	31 632	63 273	74 310	79 567	77 819	78 496
Jun	60 622	52 487	61 258	71 511	78 256	75 059	75 533
Jul	66 234	56 835	57 590	76 029	78 104	80 854	
Aug	65 300	57 428	64 198	80 009	79 886	79 422	
Sep	60 866	60 350	66 096	80 807	79 214	74 009	
Oct	67 004	61 553	66 984	78 863	83 158	81 785	
Nov	64 720	61 056	71 118	82 010	83 897	80 388	
Dec	58 911	57 960	65 864	76 857	78 120	73 373	
Total	749 486	623 999	755 669	898 727	937 373	933 342	

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	0,6	0,6
Feb	4,8	-4,7	17,2	8,0	6,9	-4,8	-2,1
Mar	-16,2	24,6	14,5	7,1	-4,7	2,6	-0,6
Apr	-83,2	492,8	12,3	3,1	9,2	-2,8	-1,1
May	-50,2	100,0	17,4	7,1	-2,2	0,9	-0,7
Jun	-13,4	16,7	16,7	9,4	-4,1	0,6	-0,5
Jul	-14,2	1,3	32,0	2,7	3,5		
Aug	-12,1	11,8	24,6	-0,2	-0,6		
Sep	-0,8	9,5	22,3	-2,0	-6,6		
Oct	-8,1	8,8	17,7	5,4	-1,7		
Nov	-5,7	16,5	15,3	2,3	-4,2		
Dec	-1,6	13,6	16,7	1,6	-6,1		
Total	-16,7	21,1	18,9	4,3	-0,4		

Table 10 – Seasonally adjusted motor trade sales at current prices

Month	R million				Month-on-month % change			
	2022	2023	2024	2025	2022	2023	2024	2025
Jan	70 602	75 466	79 642	80 002	4,8	-3,8	-2,0	6,0
Feb	70 679	76 185	80 784	77 512	0,1	1,0	1,4	-3,1
Mar	71 223	76 813	76 153	77 381	0,8	0,8	-5,7	-0,2
Apr	71 310	75 166	78 427	77 457	0,1	-2,1	3,0	0,1
May	73 849	77 988	76 469	77 747	3,6	3,8	-2,5	0,4
Jun	72 699	79 033	78 285	77 906	-1,6	1,3	2,4	0,2
Jul	76 159	78 249	78 759		4,8	-1,0	0,6	
Aug	78 518	78 266	78 366		3,1	0,0	-0,5	
Sep	79 798	79 240	75 119		1,6	1,2	-4,1	
Oct	77 269	80 534	77 553		-3,2	1,6	3,2	
Nov	78 479	80 303	77 350		1,6	-0,3	-0,3	
Dec	78 407	81 304	75 498		-0,1	1,2	-2,4	

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

Type of activity	Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25
New vehicle sales	19 942	19 114	19 530	19 252	19 045	18 824
Used vehicle sales	15 370	14 240	13 772	14 071	15 277	14 215
Workshop income	3 292	3 378	3 445	3 357	3 713	3 515
Income from the sales of accessories	16 010	15 773	16 373	15 624	16 861	16 209
Income from fuel sales	21 709	20 636	22 345	20 816	21 334	20 638
Income from convenience store sales ¹	2 281	2 141	2 332	2 283	2 266	2 132
Total	78 604	75 282	77 797	75 404	78 496	75 533

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	Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25
New vehicle sales	5,6	-0,3	19,4	10,7	9,8	10,3
Used vehicle sales	8,3	1,7	2,5	-0,8	6,3	3,2
Workshop income	-4,8	-15,5	-6,9	-11,3	-11,2	-7,5
Income from the sales of accessories	6,0	-0,1	9,7	2,7	7,9	11,2
Income from fuel sales	-10,4	-13,3	-10,6	-16,1	-11,1	-12,5
Income from convenience store sales ¹	0,1	-6,4	-4,5	4,5	-1,2	-5,2
Total	0,6	-4,8	2,6	-2,8	0,9	0,6

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	Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25
New vehicle sales	1,4	-0,1	4,2	2,4	2,2	2,3
Used vehicle sales	1,5	0,3	0,4	-0,1	1,2	0,6
Workshop income	-0,2	-0,8	-0,3	-0,6	-0,6	-0,4
Income from the sales of accessories	1,2	0,0	1,9	0,5	1,6	2,2
Income from fuel sales	-3,2	-4,0	-3,5	-5,2	-3,4	-3,9
Income from convenience store sales ¹	0,0	-0,2	-0,1	0,1	0,0	-0,2
Total	0,6	-4,8	2,6	-2,8	0,9	0,6

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	Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Month-on-month % change
New vehicle sales	20 247	19 162	19 011	19 453	19 116	19 402	1,5
Used vehicle sales	15 273	14 678	14 134	14 776	15 042	14 771	-1,8
Workshop income	3 516	3 471	3 526	3 471	3 426	3 450	0,7
Income from the sales of accessories	16 201	15 960	16 242	16 337	16 370	16 621	1,5
Income from fuel sales	22 475	22 007	22 177	21 102	21 468	21 379	-0,4
Income from convenience store sales ¹	2 290	2 234	2 291	2 319	2 325	2 283	-1,8
Total	80 002	77 512	77 381	77 457	77 747	77 906	0,2

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

Explanatory notes

- Introduction** 1 Statistics South Africa (Stats SA) conducts a monthly survey covering enterprises in the motor trade industry (see point 3 below). This survey is based on a sample drawn from Stats SA's 2024 statistical business register (SBR) that contains businesses registered at the South African Revenue Service (SARS) for value-added tax (VAT). Stats SA continuously updates its SBR, which is linked to the SARS administrative data. Published motor trade sales estimates exclude VAT.
- Purpose of the survey** 2 The results of the monthly motor trade sales survey are used to compile estimates of the gross domestic product (GDP) and its components, which are used in monitoring the state of the economy and formulation of economic policy. These statistics are also used in the analysis of comparative business and industry performance.
- Scope of the survey** 3 The survey collects information from a sample of enterprises in South Africa that are predominantly involved in motor trade. These enterprises include:
- motor vehicle dealers, filling stations and workshops;
 - motorcycle dealers;
 - spares and accessories;
 - tyre dealers;
 - automotive electricians;
 - radiator repairs;
 - panel beaters and spray painters;
 - 'other' specialised motor repair services; and
 - 'other' motor trade.
- Classification** 4 The 1993 edition of the *Standard Industrial Classification of All Economic Activities* (SIC), Fifth Edition, Report No. 09-90-02, was used to classify the statistical units in the survey. The SIC is based on the 1990 *International Standard Industrial Classification of All Economic Activities* (ISIC) with suitable adaptations for local conditions. Each enterprise is classified to the industry which reflects its predominant activity. Statistics in this publication are presented at SIC group four-digit level.
- Collection rate** 5 The preliminary collection rate for the survey on motor trade sales for June 2025 was 64,2%. The revised collection rate for May 2025 was 66,8%.
- 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
Jun-25	Additional information from respondents	May-25
Jul-25	Additional information from respondents New sample	Jan-98–Jun-25
Aug-25	Additional information from respondents	Jul-25
Sep-25	Additional information from respondents	Aug-25
Oct-25	Additional information from respondents	Sep-25
Nov-25	Additional information from respondents	Oct-25
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
New base year in 2027/28 - periodic, approximately four- to five-year intervals		

- Related publications** 8 Users may also refer to the *Stats in Brief* publication available from Stats SA.
- Rounding-off of figures** 9 Where figures have been rounded off, discrepancies may occur between sums of the component items and the totals.
- Historical data** 10 Historical motor trade data are available on the Stats SA website. To access the data electronically, use the following link: [Click to download historical data](#).
- Past publications** 11 Past motor trade releases are available on the Stats SA website. To access the releases electronically, use the following link: [Click to download past releases](#).

Technical notes

- Survey methodology and design** 1 The survey is conducted monthly. Questionnaires are sent to a sample of 907 enterprises from a population of 9 252 enterprises. Completed questionnaires are required to be returned to Stats SA within 10 days after the end of the reference month. Email and telephone reminders are used to follow up on non-respondents.
- 2 A stratified random sample was drawn in April 2024 from Stats SA's statistical business register (SBR) at the SIC four-digit level. Strata were formed using a combination of SIC and the measure of size classes for enterprises (see point 3 below).

The Neyman optimal allocation formula given below was used to allocate samples to each stratum.

$$n_h = n * (N_h * S_h) / [\sum (N_i * S_i)].$$

Neyman allocation formula not only allocates sample sizes to each stratum but also calculates the relative precision for each stratum as well as the relative precision for all strata. The relative precision for these strata was 6,6%.

- Class limits** 3 Each motor trade classification group (SIC at four-digit level) is divided into four size groups. All large enterprises (size group one) are completely enumerated. Simple random sampling is applied to medium and small enterprises (size groups two, three and four). The total value of sales of the large enterprises (size group one) per classification group is added to the weighted totals of size groups two, three and four to reflect the total value of sales.

Measure of size classes (Rand)

Enterprise size	Size group	Lower limit	Upper limit
Very small	4	4 659 360	20 000 000
Small	3	20 000 001	95 000 000
Medium	2	95 000 001	195 000 000
Large	1	195 000 001	

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

- Seasonal adjustment** 5 Seasonally adjusted estimates are generated each month using the X-12-ARIMA Seasonal Adjustment Program developed by the United States Census Bureau. Seasonal adjustment is a means of removing the estimated effects of normal seasonal variation from the series so that the effects of other influences on the series can be recognised more clearly. Seasonal adjustment does not aim to remove irregular or non-seasonal influences which may be present in any particular month. Influences that are volatile or unsystematic can still make it difficult to interpret the movement of the series even after adjustment for seasonal variations. Therefore, the month-to-month movements of seasonally adjusted estimates may not be reliable indicators of trend behaviour. The X-12-ARIMA procedure for motor trade sales is described in more detail on the Stats SA website at:
[Click to download seasonal adjustment motor trade sales January 2023.](#)
- Trend cycle** 6 The trend is the long-term pattern or movement of a time series. The X-12-ARIMA Seasonal Adjustment Program is used for smoothing seasonally adjusted estimates to estimates of the underlying trend cycle.
- Constant prices** 7 Motor trade sales at constant prices by type of activity are obtained by deflating estimated sales at current prices by the relevant weighted price index. To obtain total motor trade sales at constant prices, estimates of the deflated sales for each type of activity are aggregated.
- Reliability of estimates** 8 Data presented in this publication are based on information obtained from a sample and are, therefore, subject to sampling variability; that is, they may differ from the figures that would have been produced if the data had been obtained from all enterprises in the motor trade industry in South Africa. Estimates are subject to sampling and non-sampling errors.
- 9 Inaccuracies may occur because of imperfections in reporting by enterprises and errors made in the collection and processing of the data. Inaccuracies of this kind are referred to as non-sampling errors. Every effort is made to minimise non-sampling errors by careful design of questionnaires, testing them in pilot studies, editing reported data and implementing efficient operating procedures. Fluctuations may occur in consecutive months as a result of seasonal and economic factors.
- Relative standard error** 10 One measure is the standard error (SE), which indicates the extent to which an estimate might have varied by chance because only a sample of enterprises was used. The relative standard error (RSE) provides an immediate indication of the percentage errors likely to have occurred due to sampling, and thus avoids the need to refer to the size of the estimate.

Estimates of total motor trade sales within 95% confidence limits – June 2025

	Lower limit (R million)	Sales (R million)	Upper limit (R million)	Relative standard error (RSE) %
Motor trade sales	70 105	75 533	80 961	3,6

- 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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