



stats sa

Department:
Statistics South Africa
REPUBLIC OF SOUTH AFRICA

Private Bag X44, Pretoria, 0001, South Africa, ISibalo House, Koch Street, Salvokop, Pretoria, 0002
www.statssa.gov.za, info@statssa.gov.za, Tel +27 12 310 8911

STATISTICAL RELEASE

P6343.2

Motor trade sales (Preliminary)

March 2025

Embargoed until:
22 May 2025
11:00

ENQUIRIES:
JP Terblanche
Tel: 066 470 2112

FORTHCOMING ISSUE:
April 2025

EXPECTED RELEASE DATE:
19 June 2025



Dipalopalo tsa Aforikabora • Dipalopalo tsa Aforika Borwa • Ezezibalo zaseNingizimu Afrika • Tshitatistika Afrika Tshipembe • Tinhlayohlayo Afrika-Dzonga
Statistieke Suid-Afrika • Dipalopalo tsa Afrika Borwa • Telubalo zaseNingizimu Afrika • EzeeNkcukacha maNani zoMzantsi Afrika • Iimbalobalo zeSewula Afrika

IMPROVING LIVES THROUGH DATA ECOSYSTEMS



Contents

Sales at constant 2019 prices: results for March 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 March 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 March 2025

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

	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25
Year-on-year % change, unadjusted	2,2	-2,1	-4,0	0,3	-5,9	3,6
Month-on-month % change, seasonally adjusted	2,5	0,2	-0,2	0,8	-1,0	1,9
3-month % change, seasonally adjusted ¹	-0,2	-0,6	1,2	1,5	1,0	0,7

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 3,6% year-on-year in March 2025. The main positive contributors to this increase were:

- new vehicle sales (15,8% and contributing 3,6 percentage points); and
- used vehicle sales (6,4% and contributing 1,2 percentage points) – see Table 5 and Table 6.

Seasonally adjusted motor trade sales increased by 1,9% in March 2025 compared with February 2025. This followed month-on-month changes of -1,0% in February 2025 and 0,8% in January 2025.

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

Type of activity	Jan – Mar 2024 (R million)	Weight (%)	Jan – Mar 2025 (R million)	% change between Jan – Mar 2024 and Jan – Mar 2025	Contribution (% points) to the total % change
New vehicle sales	41 591	24,2	43 564	4,7	1,1
Used vehicle sales	32 640	19,0	34 602	6,0	1,1
Workshop income	9 366	5,5	8 305	-11,3	-0,6
Income from the sales of accessories	34 230	20,0	33 503	-2,1	-0,4
Income from fuel sales	48 512	28,3	45 325	-6,6	-1,9
Income from convenience store sales ¹	5 226	3,0	4 906	-6,1	-0,2
Total	171 565	100,0	170 205	-0,8	-0,8

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

Motor trade sales decreased by 0,8% in the first quarter of 2025 compared with the first quarter of 2024. The main negative contributors to this decrease were:

- fuel sales (-6,6% and contributing -1,9 percentage points); and
- workshop income (-11,3% and contributing -0,6 of a percentage point).

The only positive contributors were:

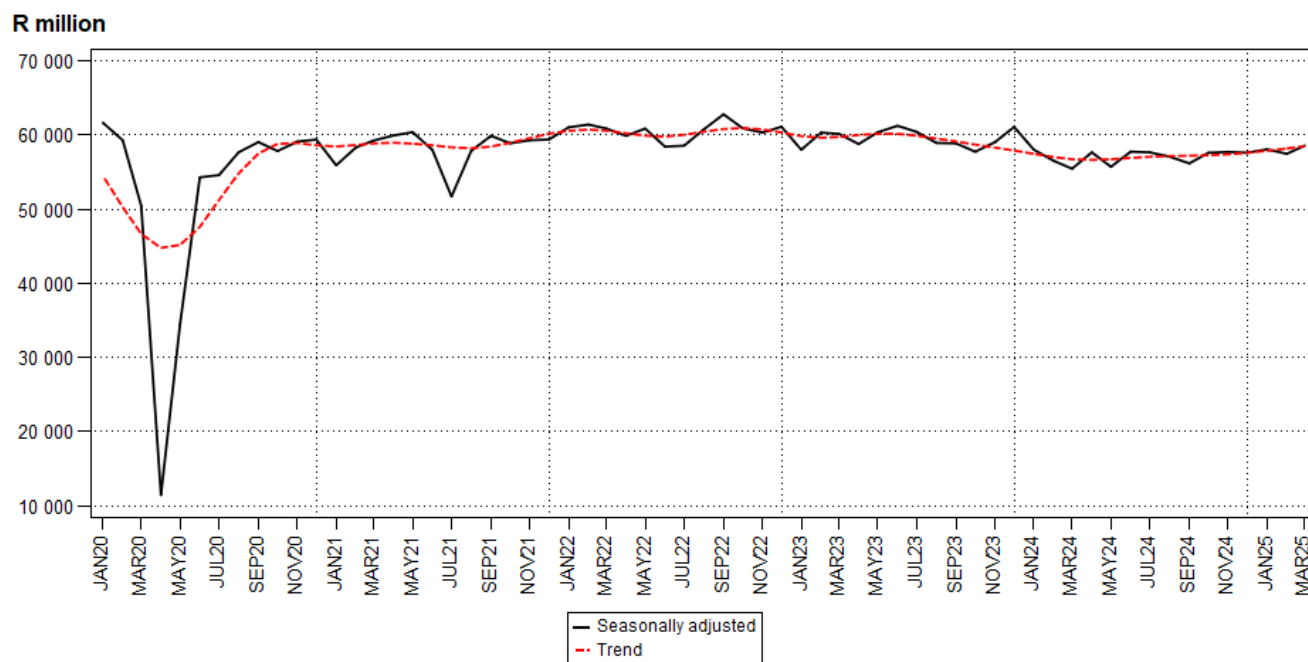
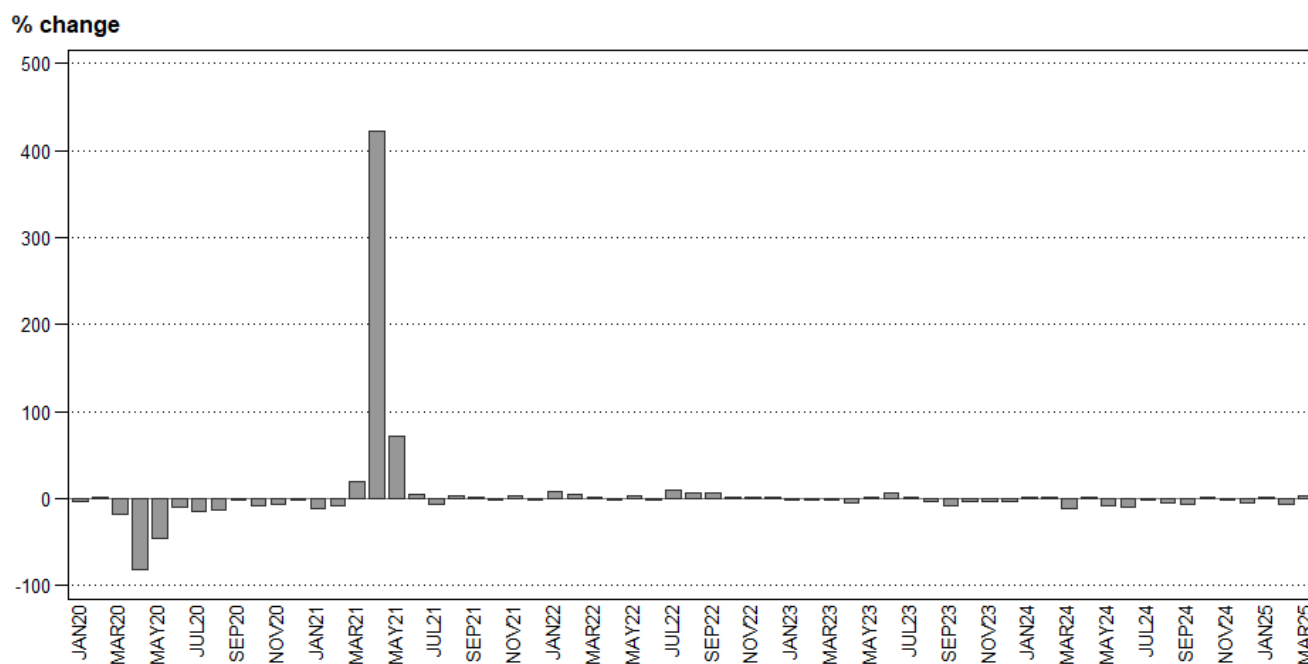
- used vehicle sales (6,0% and contributing 1,1 percentage points); and
- new vehicle sales (4,7% and contributing 1,1 percentage points) – see Table B.

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

Type of activity	Oct – Dec 2024 (R million)	Weight (%)	Jan – Mar 2025 (R million)	% change between Oct – Dec 2024 and Jan – Mar 2025	Contribution (% points) to the total % change
New vehicle sales	43 172	25,0	45 137	4,6	1,2
Used vehicle sales	34 732	20,1	35 125	1,1	0,2
Workshop income	8 978	5,2	8 940	-0,4	0,0
Income from the sales of accessories	33 866	19,6	33 551	-0,9	-0,2
Income from fuel sales	47 156	27,3	46 354	-1,7	-0,5
Income from convenience store sales ¹	5 015	2,9	4 985	-0,6	0,0
Total	172 919	100,0	174 091	0,7	0,7

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

Seasonally adjusted motor trade sales increased by 0,7% in the first quarter of 2025 compared with the fourth quarter of 2024. The main positive contributor to this increase was new vehicle sales (4,6% and contributing 1,2 percentage points) and the main negative contributor was fuel sales (-1,7% 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 March 2025

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

	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25
Year-on-year % change, unadjusted	-1,7	-4,2	-6,1	0,6	-4,8	2,7
Month-on-month % change, seasonally adjusted	3,3	-0,3	-2,4	6,0	-3,1	0,1
3-month % change, seasonally adjusted ¹	-1,1	-2,3	-0,7	0,8	1,4	2,1

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	Jan – Mar 2024 (R million)	Weight (%)	Jan – Mar 2025 (R million)	% change between Jan – Mar 2024 and Jan – Mar 2025	Contribution (% points) to the total % change
New vehicle sales	54 409	23,3	58 498	7,5	1,7
Used vehicle sales	41 623	17,9	43 744	5,1	0,9
Workshop income	11 157	4,8	10 044	-10,0	-0,5
Income from the sales of accessories	45 821	19,7	48 003	4,8	0,9
Income from fuel sales	73 050	31,3	64 696	-11,4	-3,6
Income from convenience store sales ¹	7 007	3,0	6 777	-3,3	-0,1
Total	233 066	100,0	231 762	-0,6	-0,6

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	Oct – Dec 2024 (R million)	Weight (%)	Jan – Mar 2025 (R million)	% change between Oct – Dec 2024 and Jan – Mar 2025	Contribution (% points) to the total % change
New vehicle sales	56 997	24,7	58 288	2,3	0,6
Used vehicle sales	44 418	19,3	44 449	0,1	0,0
Workshop income	10 948	4,8	10 479	-4,3	-0,2
Income from the sales of accessories	47 073	20,4	48 191	2,4	0,5
Income from fuel sales	64 051	27,8	67 052	4,7	1,3
Income from convenience store sales ¹	6 920	3,0	6 836	-1,2	0,0
Total	230 407	100,0	235 296	2,1	2,1

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	56 875
Apr	61 090	10 955	57 144	56 974	54 319	55 729	
May	62 633	34 056	58 808	60 649	60 926	55 996	
Jun	59 487	53 699	56 847	56 749	60 340	54 472	
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	3,6	-0,8
Apr	-82,1	421,6	-0,3	-4,7	2,6		
May	-45,6	72,7	3,1	0,5	-8,1		
Jun	-9,7	5,9	-0,2	6,3	-9,7		
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	61 043	58 008	58 017	58 066	2,8	-5,1	-5,0	0,8
Feb	61 409	60 322	56 523	57 461	0,6	4,0	-2,6	-1,0
Mar	60 873	60 155	55 453	58 564	-0,9	-0,3	-1,9	1,9
Apr	59 885	58 783	57 665		-1,6	-2,3	4,0	
May	60 873	60 365	55 709		1,6	2,7	-3,4	
Jun	58 438	61 244	57 752		-4,0	1,5	3,7	
Jul	58 556	60 425	57 655		0,2	-1,3	-0,2	
Aug	60 757	58 929	57 080		3,8	-2,5	-1,0	
Sep	62 794	58 873	56 172		3,4	-0,1	-1,6	
Oct	60 908	57 742	57 599		-3,0	-1,9	2,5	
Nov	60 326	59 037	57 712		-1,0	2,2	0,2	
Dec	61 111	61 084	57 608		1,3	3,5	-0,2	

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

Type of activity	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25
New vehicle sales	15 278	15 848	12 359	14 872	14 230	14 462
Used vehicle sales	13 217	12 068	10 408	12 142	11 265	11 195
Workshop income	3 221	3 180	2 643	2 725	2 792	2 788
Income from the sales of accessories	12 093	11 691	9 969	11 375	10 898	11 230
Income from fuel sales	16 011	15 682	17 459	15 584	14 240	15 501
Income from convenience store sales ¹	1 668	1 728	1 935	1 657	1 550	1 699
Total	61 488	60 197	54 773	58 355	54 975	56 875

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	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25
New vehicle sales	-1,8	3,9	-9,4	3,1	-3,1	15,8
Used vehicle sales	19,4	0,5	3,4	9,0	2,6	6,4
Workshop income	-5,3	-11,4	-7,8	-6,3	-17,0	-9,9
Income from the sales of accessories	-2,4	-5,4	-3,7	0,1	-7,5	1,3
Income from fuel sales	0,4	-5,0	-3,6	-6,5	-10,6	-2,6
Income from convenience store sales ¹	-7,6	-2,6	-4,7	-2,8	-9,2	-6,4
Total	2,2	-2,1	-4,0	0,3	-5,9	3,6

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	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25
New vehicle sales	-0,5	1,0	-2,2	0,8	-0,8	3,6
Used vehicle sales	3,6	0,1	0,6	1,7	0,5	1,2
Workshop income	-0,3	-0,7	-0,4	-0,3	-1,0	-0,6
Income from the sales of accessories	-0,5	-1,1	-0,7	0,0	-1,5	0,3
Income from fuel sales	0,1	-1,3	-1,1	-1,9	-2,9	-0,8
Income from convenience store sales ¹	-0,2	-0,1	-0,2	-0,1	-0,3	-0,2
Total	2,2	-2,1	-4,0	0,3	-5,9	3,6

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	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Month-on-month % change
New vehicle sales	14 223	14 897	14 052	14 568	15 087	15 482	2,6
Used vehicle sales	11 561	11 459	11 712	11 887	11 642	11 596	-0,4
Workshop income	3 035	2 987	2 956	2 972	2 961	3 007	1,6
Income from the sales of accessories	11 694	11 193	10 979	11 478	10 946	11 127	1,7
Income from fuel sales	15 470	15 481	16 205	15 484	15 166	15 704	3,5
Income from convenience store sales ¹	1 616	1 695	1 704	1 678	1 659	1 648	-0,7
Total	57 599	57 712	57 608	58 066	57 461	58 564	1,9

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

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

Month	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	77 876
Apr	61 440	10 344	61 323	68 870	71 017	77 567	
May	63 524	31 632	63 273	74 310	79 567	77 819	
Jun	60 622	52 487	61 258	71 511	78 256	75 059	
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	2,7	-0,6
Apr	-83,2	492,8	12,3	3,1	9,2		
May	-50,2	100,0	17,4	7,1	-2,2		
Jun	-13,4	16,7	16,7	9,4	-4,1		
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	70 600	75 487	79 655	80 038	4,9	-3,7	-2,0	6,0
Feb	70 693	76 213	80 828	77 571	0,1	1,0	1,5	-3,1
Mar	71 320	76 951	76 351	77 687	0,9	1,0	-5,5	0,1
Apr	71 359	75 163	78 385		0,1	-2,3	2,7	
May	73 883	77 990	76 421		3,5	3,8	-2,5	
Jun	72 649	79 004	78 275		-1,7	1,3	2,4	
Jul	76 145	78 203	78 702		4,8	-1,0	0,5	
Aug	78 467	78 222	78 317		3,0	0,0	-0,5	
Sep	79 753	79 192	75 057		1,6	1,2	-4,2	
Oct	77 256	80 531	77 555		-3,1	1,7	3,3	
Nov	78 465	80 282	77 343		1,6	-0,3	-0,3	
Dec	78 395	81 308	75 509		-0,1	1,3	-2,4	

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

Type of activity	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25
New vehicle sales	20 290	21 066	16 369	19 942	19 114	19 442
Used vehicle sales	16 813	15 331	13 184	15 370	14 240	14 134
Workshop income	3 884	3 838	3 190	3 292	3 378	3 374
Income from the sales of accessories	16 884	16 404	13 893	16 010	15 773	16 220
Income from fuel sales	21 618	21 380	24 084	21 709	20 636	22 351
Income from convenience store sales ¹	2 297	2 369	2 652	2 281	2 141	2 355
Total	81 785	80 388	73 373	78 604	75 282	77 876

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	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25
New vehicle sales	1,3	7,0	-7,8	5,6	-0,3	18,9
Used vehicle sales	20,0	0,4	3,0	8,3	1,7	5,2
Workshop income	-1,3	-7,8	-4,2	-4,8	-15,5	-8,8
Income from the sales of accessories	3,4	0,4	1,8	6,0	-0,1	8,7
Income from fuel sales	-18,3	-18,1	-13,6	-10,4	-13,3	-10,6
Income from convenience store sales ¹	-3,5	0,7	-1,7	0,1	-6,4	-3,6
Total	-1,7	-4,2	-6,1	0,6	-4,8	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	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25
New vehicle sales	0,3	1,6	-1,8	1,4	-0,1	4,1
Used vehicle sales	3,4	0,1	0,5	1,5	0,3	0,9
Workshop income	-0,1	-0,4	-0,2	-0,2	-0,8	-0,4
Income from the sales of accessories	0,7	0,1	0,3	1,2	0,0	1,7
Income from fuel sales	-5,8	-5,6	-4,9	-3,2	-4,0	-3,5
Income from convenience store sales ¹	-0,1	0,0	-0,1	0,0	-0,2	-0,1
Total	-1,7	-4,2	-6,1	0,6	-4,8	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	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Month-on-month % change
New vehicle sales	19 293	20 300	17 404	20 228	19 134	18 926	-1,1
Used vehicle sales	15 383	14 456	14 579	15 265	14 664	14 520	-1,0
Workshop income	3 694	3 642	3 612	3 517	3 477	3 485	0,2
Income from the sales of accessories	15 782	15 678	15 613	16 183	15 914	16 094	1,1
Income from fuel sales	21 166	20 913	21 972	22 552	22 137	22 363	1,0
Income from convenience store sales ¹	2 236	2 354	2 330	2 293	2 245	2 298	2,4
Total	77 555	77 343	75 509	80 038	77 571	77 687	0,1

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 March 2025 was 60,0%. The revised collection rate for February 2025 was 65,5%.
- 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
Mar-25	Additional information from respondents	Feb-25
Apr-25	Additional information from respondents	Mar-25
May-25	Additional information from respondents	Apr-25
Jun-25	Additional information from respondents	May-25
Jul-25	Additional information from respondents New sample	Jan-24–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
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 – March 2025

	Lower limit (R million)	Sales (R million)	Upper limit (R million)	Relative standard error (RSE) (%)
Motor trade sales	72 172	77 876	83 580	3,7

- 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

Technical enquiries

Peter Makota

Telephone number: (012) 310 4837 / 076 563 8642
Email: petermak@statssa.gov.za

JP Terblanche

Telephone number: (012) 310 2965 / 066 470 2112
Email: juan-pierret@statssa.gov.za

General information

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

Stats SA has copyright on this publication. Users may apply the information as they wish, provided that they acknowledge Stats SA as the source of the basic data wherever they process, apply, utilise, publish or distribute the data; and also that they specify that the relevant application and analysis (where applicable) result from their own processing of the data.

Advance release calendar

A release calendar is disseminated on www.statssa.gov.za.

Stats SA products

A complete set of Stats SA publications is available at the Stats SA Library and the following libraries:

National Library of South Africa, Pretoria Division
National Library of South Africa, Cape Town Division
Natal Society Library, Pietermaritzburg
Library of Parliament, Cape Town
Bloemfontein Public Library
Johannesburg Public Library
Eastern Cape Library Services, Qonce
Central Regional Library, Polokwane
Central Reference Library, Mbombela
Central Reference Collection, Kimberley
Central Reference Library, Mmabatho

Stats SA also provides a subscription service.

Electronic services

A large range of data is available via online services. For more details about our electronic services, contact Stats SA's user information service at (012) 310 8600.

You can visit us on the internet at: www.statssa.gov.za.

General enquiries

User information services	Telephone number: (012) 310 8600 Email address: info@statssa.gov.za
Orders/subscription services	Telephone number: (012) 310 8619 Email address: millies@statssa.gov.za
Postal address	Private Bag X44, Pretoria, 0001

Produced by Stats SA