STATISTICAL RELEASE
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Motor trade sales
(Preliminary)

November 2022

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IMPROVING LIVES THROUGH DATA ECOSYSTEMS

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Sales at current prices: results for November 2022

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

	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22
Year-on-year % change, unadjusted	16,8	31,8	24,3	22,1	17,8	14,4
Month-on-month % change, seasonally adjusted	0,1	2,7	3,4	1,2	-0,9	0,8
3-month % change, seasonally adjusted 1/	2,9	2,9	4,0	5,8	5,8	4,0

1/ Percentage change between the previous 3 months and the 3 months ending in the month indicated.

Measured in nominal terms (current prices), motor trade sales increased by 14,4% year-on-year in November 2022. The largest annual growth rates were recorded for:
- new vehicle sales (23,3%);
- fuel sales (20,4%); and
- workshop income (17,9%) – see Table 5.

Seasonally adjusted motor trade sales increased by 0,8% in November 2022 compared with October 2022. This followed month-on-month changes of -0,9% in October 2022 and 1,2% in September 2022.

In the three months ended November 2022, seasonally adjusted motor trade sales increased by 4,0% compared with the previous three months.

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

Type of activity	Sep – Nov 2021 (R million)	Weight	Sep – Nov 2022 (R million)	% change between Sep – Nov 2021 and Sep – Nov 2022	Contribution (% points) to the total % change
New vehicle sales	45 684	23,2	56 166	22,9	5,3
Used vehicle sales	40 915	20,8	43 728	6,9	1,4
Workshop income	11 297	5,7	13 896	23,0	1,3
Income from the sales of accessories	36 118	18,3	39 282	8,8	1,6
Income from fuel sales	56 487	28,7	72 216	27,8	8,0
Income from convenience store sales 1/	6 584	3,3	7 261	10,3	0,3
Total	**197 084**	**100,0**	**232 550**	**18,0**	**18,0**

1/ Includes 'other' sales and trading income.

Motor trade sales increased by 18,0% in the three months ended November 2022 compared with the three months ended November 2021. The main contributors to this increase were:
- fuel sales (27,8% and contributing 8,0 percentage points); and
- new vehicle sales (22,9% and contributing 5,3 percentage points) – see Table B.
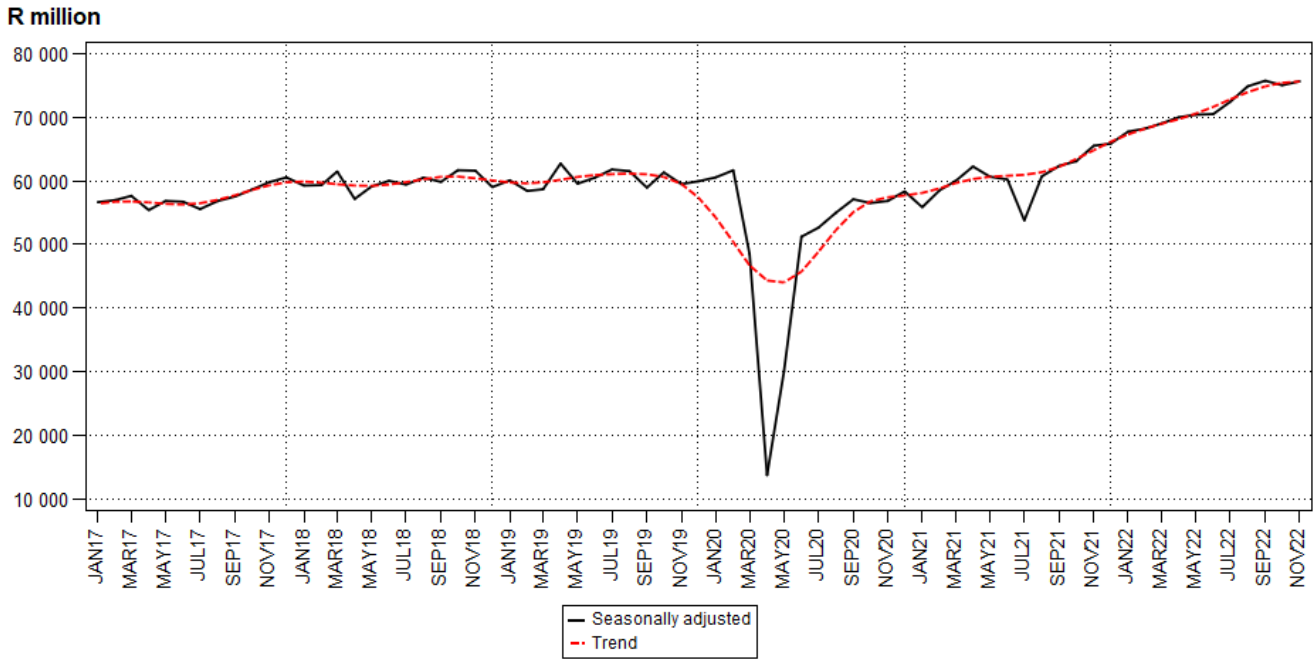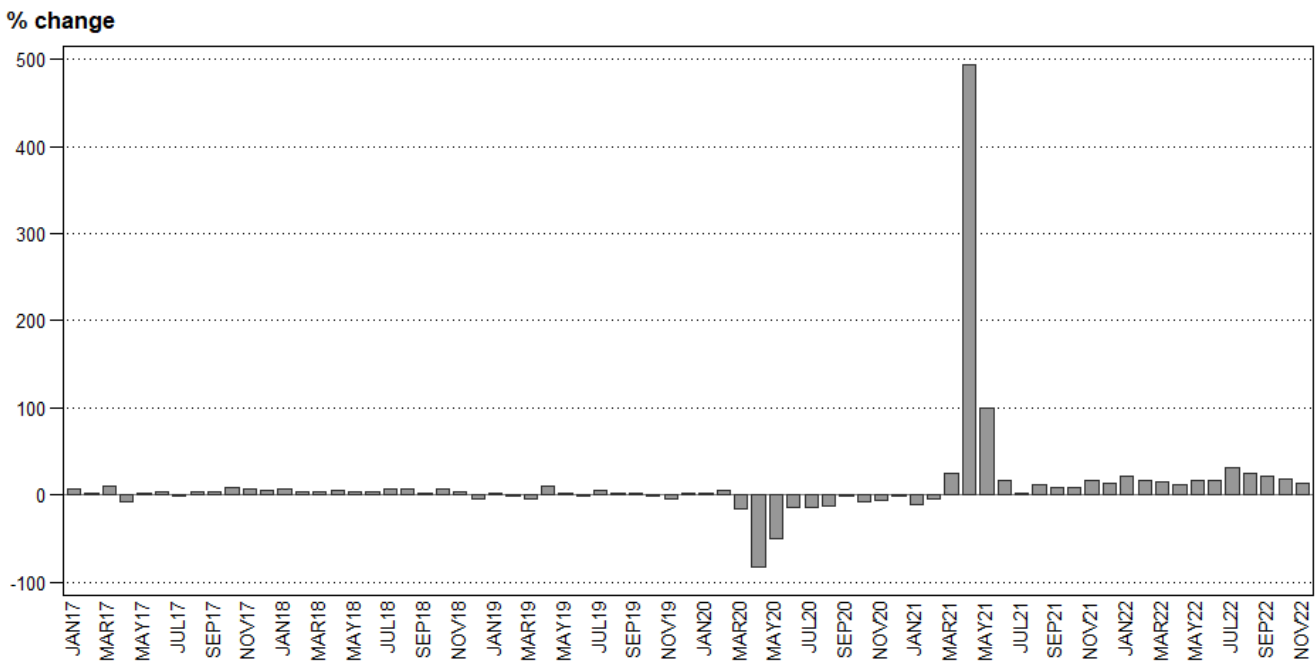
Figure 1 – Motor trade sales at current prices

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

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Statistician-General

Tables

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

Month	2016	2017	2018	2019	2020	2021	2022 1/
Jan	49 867	53 674	57 211	58 073	58 804	52 684	64 307
Feb	54 478	55 299	57 509	56 474	59 193	56 411	66 109
Mar	54 702	60 342	62 936	60 017	50 282	62 668	71 747
Apr	54 355	50 530	53 531	59 300	9 984	59 186	66 563
May	56 240	57 943	60 467	61 310	30 529	61 068	71 587
Jun	54 771	56 987	59 603	58 510	50 658	59 124	69 060
Jul	57 272	56 489	60 840	63 926	54 854	55 584	73 233
Aug	55 606	58 110	62 122	63 025	55 427	61 961	77 045
Sep	55 303	57 576	58 713	58 745	58 247	63 794	77 864
Oct	56 035	61 135	65 150	64 669	59 408	64 650	76 149
Nov	58 352	62 889	65 163	62 465	58 928	68 640	78 537
Dec	54 316	57 515	55 523	56 859	55 940	63 570	
Total	**661 297**	**688 489**	**718 768**	**723 373**	**602 254**	**729 340**	

1/ Figures for latest month are preliminary.

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

Month	2017	2018	2019	2020	2021	2022	*2022 year-to-date*
Jan	7,6	6,6	1,5	1,3	-10,4	22,1	*22,1*
Feb	1,5	4,0	-1,8	4,8	-4,7	17,2	*19,5*
Mar	10,3	4,3	-4,6	-16,2	24,6	14,5	*17,7*
Apr	-7,0	5,9	10,8	-83,2	492,8	12,5	*16,4*
May	3,0	4,4	1,4	-50,2	100,0	17,2	*16,5*
Jun	4,0	4,6	-1,8	-13,4	16,7	16,8	*16,6*
Jul	-1,4	7,7	5,1	-14,2	1,3	31,8	*18,7*
Aug	4,5	6,9	1,5	-12,1	11,8	24,3	*19,4*
Sep	4,1	2,0	0,1	-0,8	9,5	22,1	*19,7*
Oct	9,1	6,6	-0,7	-8,1	8,8	17,8	*19,5*
Nov	7,8	3,6	-4,1	-5,7	16,5	14,4	*19,0*
Dec	5,9	-3,5	2,4	-1,6	13,6		
Total	**4,1**	**4,4**	**0,6**	**-16,7**	**21,1**		

Table 3 – Seasonally adjusted motor trade sales at current prices

Month	R million				Month-on-month % change			
	2019	2020	2021	2022	2019	2020	2021	2022
Jan	60 099	60 561	55 862	67 761	1,8	1,0	-4,3	2,9
Feb	58 426	61 674	58 542	68 252	-2,8	1,8	4,8	0,7
Mar	58 691	48 495	59 983	69 050	0,5	-21,4	2,5	1,2
Apr	62 745	13 684	62 271	70 030	6,9	-71,8	3,8	1,4
May	59 567	30 041	60 668	70 429	-5,1	119,5	-2,6	0,6
Jun	60 523	51 224	60 231	70 531	1,6	70,5	-0,7	0,1
Jul	61 801	52 641	53 784	72 467	2,1	2,8	-10,7	2,7
Aug	61 549	54 996	60 720	74 896	-0,4	4,5	12,9	3,4
Sep	58 947	57 117	62 384	75 776	-4,2	3,9	2,7	1,2
Oct	61 346	56 524	63 102	75 069	4,1	-1,0	1,2	-0,9
Nov	59 515	56 851	65 543	75 680	-3,0	0,6	3,9	0,8
Dec	59 942	58 363	65 866		0,7	2,7	0,5	

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

Type of activity	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22 1/
New vehicle sales	15 351	15 571	18 616	18 776	17 981	19 409
Used vehicle sales	13 534	13 816	14 215	14 440	14 567	14 721
Workshop income	4 347	4 473	4 545	4 930	4 368	4 598
Income from the sales of accessories	12 129	12 245	13 035	13 362	12 479	13 441
Income from fuel sales	21 558	24 838	24 328	23 979	24 227	24 010
Income from convenience store sales 2/	2 140	2 289	2 306	2 377	2 526	2 358
Total	**69 060**	**73 233**	**77 045**	**77 864**	**76 149**	**78 537**

1/ Figures are preliminary.
2/ Includes 'other' sales and trading income.

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

Type of activity	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22
New vehicle sales	8,1	20,3	22,3	22,4	23,1	23,3
Used vehicle sales	18,5	25,1	13,8	9,7	8,1	3,1
Workshop income	13,9	21,3	32,4	33,3	18,1	17,9
Income from the sales of accessories	10,4	13,6	16,6	13,4	6,0	7,0
Income from fuel sales	29,6	63,9	38,4	35,5	28,5	20,4
Income from convenience store sales 1/	3,6	16,3	11,9	13,1	12,1	5,8
Total	**16,8**	**31,8**	**24,3**	**22,1**	**17,8**	**14,4**

1/ Includes '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 current prices

Type of activity	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22
New vehicle sales	1,9	4,7	5,5	5,4	5,2	5,3
Used vehicle sales	3,6	5,0	2,8	2,0	1,7	0,6
Workshop income	0,9	1,4	1,8	1,9	1,0	1,0
Income from the sales of accessories	1,9	2,6	3,0	2,5	1,1	1,3
Income from fuel sales	8,3	17,4	10,9	9,8	8,3	5,9
Income from convenience store sales 1/	0,1	0,6	0,4	0,4	0,4	0,2
Total	**16,8**	**31,8**	**24,3**	**22,1**	**17,8**	**14,4**

1/ Includes 'other' sales and trading income.

Survey information

Introduction	**1**	Statistics South Africa (Stats SA) conducts a monthly survey covering enterprises in the motor trade industry (see point 4 below). This survey is based on a sample drawn from Stats SA's 2022 business sampling frame (BSF) that contains businesses registered at the South African Revenue Service (SARS) for value-added tax (VAT). Stats SA continuously updates its BSF, which is linked to the SARS administrative data.
	2	In order to improve timeliness, some information for the latest month had to be estimated due to late response. These estimates will be revised in future statistical releases as soon as information becomes available. Published motor trade sales estimates exclude VAT.
Purpose of the survey	**3**	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 **4** 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;
- motor cycle 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 **5** 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 digits) level.

Collection rate **6** The preliminary collection rate for the survey on motor trade sales for November 2022 was 75,4%. The improved collection rate for October 2022 was 82,4%.

Statistical unit **7** 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 **8** Revised figures are mainly due to late submission of data to Stats SA, or respondents reporting revisions or corrections to their figures. Preliminary figures, as indicated in the relevant tables, are subject to change and when revised will not be indicated as such.

Related publications **9** Users may also refer to the following publication available from Stats SA:
- *Stats in Brief* issued annually.

Rounding-off of figures	**10**	Where figures have been rounded off, discrepancies may occur between sums of the component items and the totals.
Historical data	**11**	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	**12**	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 910 enterprises from a population of 10 328 enterprises. Completed questionnaires are required to be returned to Stats SA within 10 days after the end of the reference month. Email, fax and telephone reminders are used to follow up on non-respondents.
	2	A stratified random sample was drawn in April 2022 from Stats SA's business sampling frame (BSF) 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.

$$nh = n * (Nh * Sh) / [\Sigma (Ni * Si)].$$

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 3,8%.

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	2 334 640	18 000 000
Small	3	18 000 001	85 500 000
Medium	2	85 500 001	175 500 000
Large	1	175 500 001	

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 February 2022
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.
Reliability of estimates	**7**	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.
	8	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.
Month-on-month percentage change	**9**	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	**10**	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)	**11**	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

BSF	Business sampling frame
GDP	Gross domestic product
ISIC	International Standard Industrial Classification
IT	Income tax
Rm	Rand million
SIC	Standard Industrial Classification of All Economic Activities
SARS	South African Revenue Service
Stats SA	Statistics South Africa
VAT	Value-added tax

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