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STATISTICAL RELEASE

P6343.2

Motor trade sales (Preliminary)

November 2024

**Embargoed until:
23 January 2025
11:00**

ENQUIRIES:
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FORTHCOMING ISSUE:
December 2024

EXPECTED RELEASE DATE:
20 February 2025

Dipalopalo tsa Aforikaborwa • Dipalopalo tsa Aforika Borwa • Ezazibalo zaseNingizimu Afrika • Tshitatistika Afrika Tshipembe • Tinhlayo Afrika-Dzonga

Statistieke Suid-Afrika • Dipalopalo tsa Aforika Borwa • Telubalo zaseNingizimu Afrika • EzeeNkcukacha maNani zoMzantsi Afrika • Iimibalobalo zeSewula Afrika

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Sales at constant 2019 prices: results for November 2024

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

| | Jun-24 | Jul-24 | Aug-24 | Sep-24 | Oct-24 | Nov-24 |
|--|--------|--------|--------|--------|--------|--------|
| Year-on-year % change, unadjusted | -9,7 | -0,7 | -3,9 | -6,7 | 2,0 | -2,2 |
| Month-on-month % change, seasonally adjusted | 3,7 | 0,1 | -1,0 | -1,8 | 2,6 | -0,8 |
| 3-month % change, seasonally adjusted ¹ | -1,3 | -0,9 | 2,2 | -0,2 | -0,1 | -1,0 |

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 decreased by 2,2% year-on-year in November 2024. The largest negative contributors to this decrease were:

- fuel sales (-6,5% and contributing -1,8 percentage points);
- sales of accessories (-5,6% and contributing -1,1 percentage points); and
- workshop income (-8,1% and contributing -0,5 of a percentage point).

The largest positive contributor was new vehicle sales (4,4% and contributing 1,1 percentage points) – see Table 5 and Table 6.

Seasonally adjusted motor trade sales decreased by 0,8% in November 2024 compared with October 2024. This followed month-on-month changes of 2,6% in October 2024 and -1,8% in September 2024.

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

| Type of activity | Sep – Nov 2023 (R million) | Weight (%) | Sep – Nov 2024 (R million) | % change between Sep – Nov 2023 and Sep – Nov 2024 | Contribution (% points) to the total % change |
|--|-------------------------------|---------------|-------------------------------|---|--|
| New vehicle sales | 45 354 | 25,2 | 43 761 | -3,5 | -0,9 |
| Used vehicle sales | 33 744 | 18,7 | 36 338 | 7,7 | 1,4 |
| Workshop income | 10 280 | 5,7 | 9 479 | -7,8 | -0,4 |
| Income from the sales of accessories | 36 252 | 20,1 | 34 448 | -5,0 | -1,0 |
| Income from fuel sales | 49 100 | 27,3 | 46 972 | -4,3 | -1,2 |
| Income from convenience store sales ¹ | 5 361 | 3,0 | 5 004 | -6,7 | -0,2 |
| Total | 180 091 | 100,0 | 176 002 | -2,3 | -2,3 |

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

Motor trade sales decreased by 2,3% in the three months ended November 2024 compared with the three months ended November 2023. The main negative contributors to this decrease were:

- fuel sales (-4,3% and contributing -1,2 percentage points);
- sales of accessories (-5,0% and contributing -1,0 percentage point);
- new vehicle sales (-3,5% and contributing -0,9 of a percentage point); and
- workshop income (-7,8% and contributing -0,4 of a percentage point).

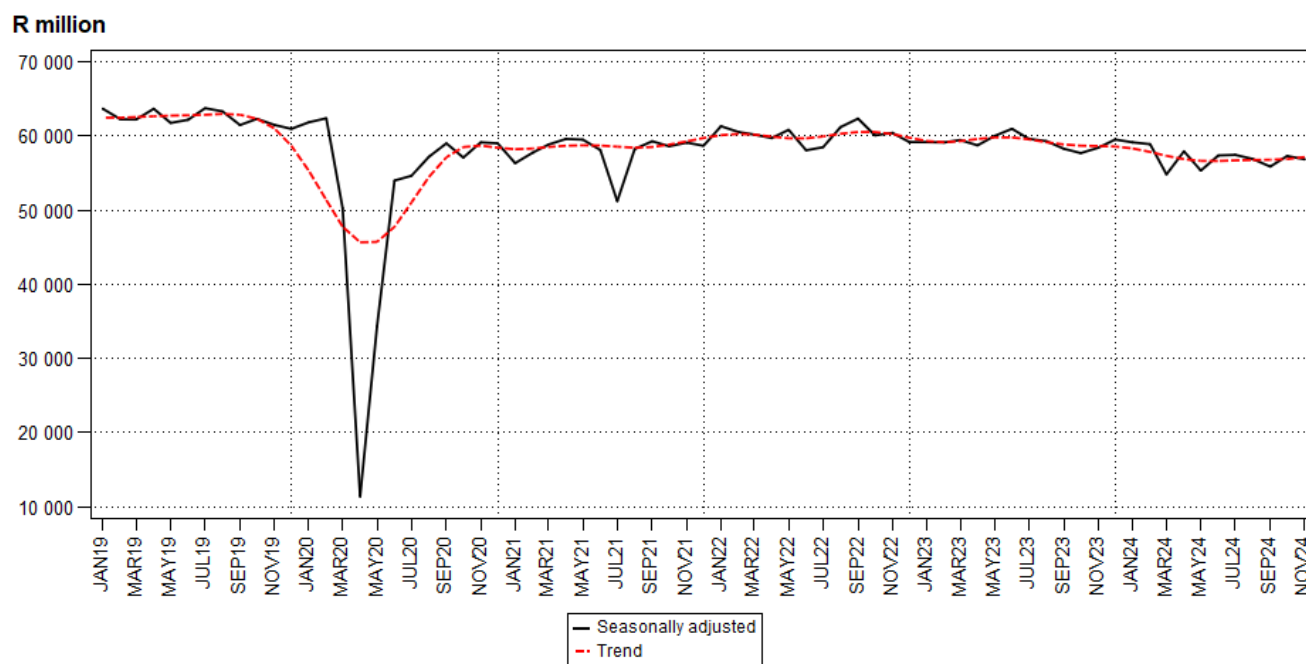
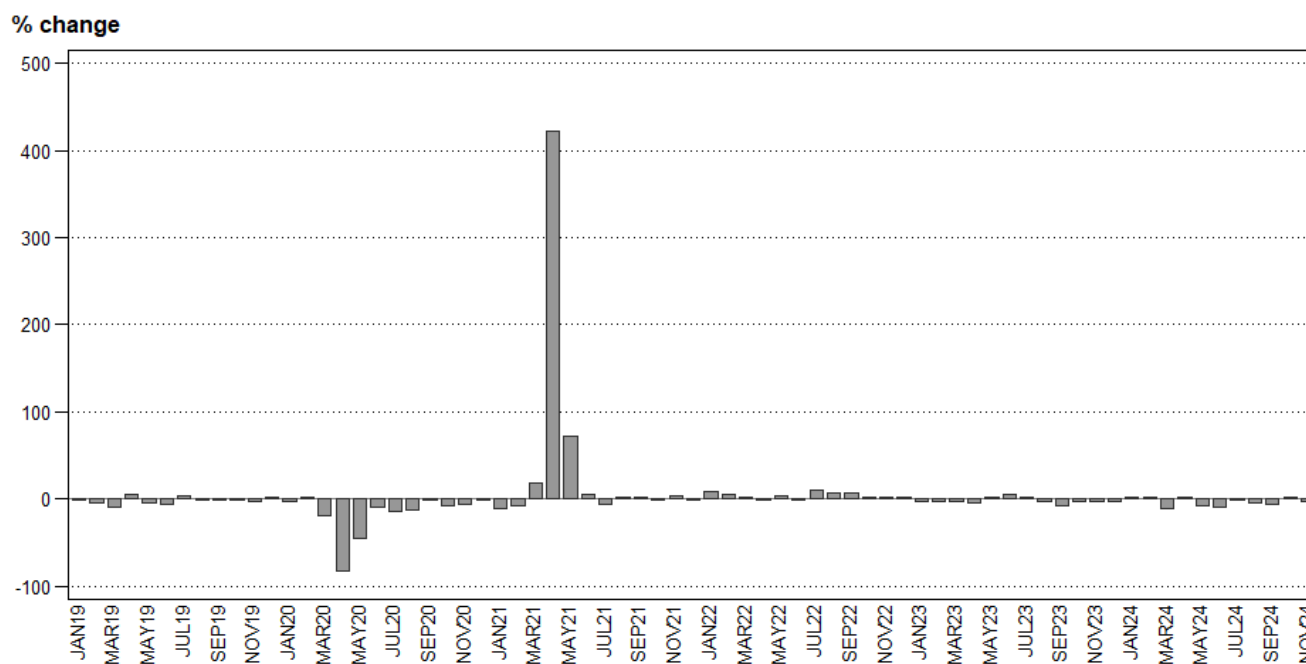
The only positive contributor was used vehicle sales (7,7% and contributing 1,4 percentage points) – see Table B.

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

| Type of activity | Jun – Aug 2024 (R million) | Weight (%) | Sep – Nov 2024 (R million) | % change between Jun – Aug 2024 and Sep – Nov 2024 | Contribution (% points) to the total % change |
|--|----------------------------------|---------------|----------------------------------|--|--|
| New vehicle sales | 41 485 | 24,2 | 41 737 | 0,6 | 0,1 |
| Used vehicle sales | 34 401 | 20,0 | 34 260 | -0,4 | -0,1 |
| Workshop income | 9 471 | 5,5 | 9 203 | -2,8 | -0,2 |
| Income from the sales of accessories | 33 412 | 19,5 | 33 627 | 0,6 | 0,1 |
| Income from fuel sales | 47 755 | 27,8 | 46 251 | -3,1 | -0,9 |
| Income from convenience store sales ¹ | 5 217 | 3,0 | 4 962 | -4,9 | -0,1 |
| Total | 171 741 | 100,0 | 170 038 | -1,0 | -1,0 |

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

Seasonally adjusted motor trade sales decreased by 1,0% in the three months ended November 2024 compared with the previous three months. The largest negative contributor to this decrease was fuel sales (-3,1% and contributing -0,9 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 November 2024

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

| | Jun-24 | Jul-24 | Aug-24 | Sep-24 | Oct-24 | Nov-24 |
|--|--------|--------|--------|--------|--------|--------|
| Year-on-year % change, unadjusted | -4,1 | 3,5 | -0,6 | -6,6 | -1,7 | -4,1 |
| Month-on-month % change, seasonally adjusted | 2,5 | 0,4 | -0,5 | -4,3 | 3,8 | -0,5 |
| 3-month % change, seasonally adjusted ¹ | -1,2 | -0,8 | 1,8 | -0,8 | -1,2 | -2,3 |

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 | Sep – Nov 2023 (R million) | Weight (%) | Sep – Nov 2024 (R million) | % change between Sep – Nov 2023 and Sep – Nov 2024 | Contribution (% points) to the total % change |
|--|----------------------------------|---------------|----------------------------------|--|--|
| New vehicle sales | 58 375 | 23,7 | 58 421 | 0,1 | 0,0 |
| Used vehicle sales | 42 621 | 17,3 | 46 022 | 8,0 | 1,4 |
| Workshop income | 11 964 | 4,9 | 11 542 | -3,5 | -0,2 |
| Income from the sales of accessories | 47 996 | 19,5 | 48 490 | 1,0 | 0,2 |
| Income from fuel sales | 78 213 | 31,8 | 64 868 | -17,1 | -5,4 |
| Income from convenience store sales ¹ | 7 098 | 2,9 | 6 945 | -2,2 | -0,1 |
| Total | 246 269 | 100,0 | 236 286 | -4,1 | -4,1 |

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 | Jun – Aug 2024 (R million) | Weight (%) | Sep – Nov 2024 (R million) | % change between Jun – Aug 2024 and Sep – Nov 2024 | Contribution (% points) to the total % change |
|--|----------------------------------|---------------|----------------------------------|--|--|
| New vehicle sales | 55 254 | 23,5 | 57 416 | 3,9 | 0,9 |
| Used vehicle sales | 43 859 | 18,6 | 43 965 | 0,2 | 0,0 |
| Workshop income | 11 351 | 4,8 | 11 252 | -0,9 | 0,0 |
| Income from the sales of accessories | 46 904 | 19,9 | 46 937 | 0,1 | 0,0 |
| Income from fuel sales | 70 852 | 30,1 | 63 466 | -10,4 | -3,1 |
| Income from convenience store sales ¹ | 7 199 | 3,1 | 6 868 | -4,6 | -0,1 |
| Total | 235 416 | 100,0 | 229 904 | -2,3 | -2,3 |

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


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Statistician-General

Tables

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

| Month | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 |
|--------------|----------------|----------------|----------------|----------------|----------------|----------------|--------|
| Jan | 63 009 | 62 444 | 60 300 | 53 412 | 58 226 | 57 004 | 58 109 |
| Feb | 63 400 | 60 426 | 60 641 | 56 248 | 59 140 | 57 949 | 58 343 |
| Mar | 69 541 | 63 367 | 51 639 | 61 522 | 62 687 | 61 347 | 54 819 |
| Apr | 58 200 | 61 090 | 10 955 | 57 144 | 57 006 | 54 262 | 55 623 |
| May | 64 958 | 62 633 | 34 056 | 58 808 | 60 721 | 60 814 | 55 865 |
| Jun | 63 065 | 59 487 | 53 699 | 56 847 | 56 761 | 60 234 | 54 362 |
| Jul | 63 858 | 65 931 | 56 326 | 53 053 | 58 325 | 59 612 | 59 197 |
| Aug | 64 976 | 64 939 | 56 628 | 58 225 | 62 195 | 60 380 | 58 004 |
| Sep | 61 266 | 60 367 | 59 370 | 59 793 | 63 548 | 58 452 | 54 539 |
| Oct | 66 638 | 66 297 | 60 780 | 60 257 | 61 895 | 60 156 | 61 337 |
| Nov | 66 318 | 64 202 | 60 454 | 62 715 | 63 436 | 61 483 | 60 126 |
| Dec | 57 903 | 58 301 | 57 682 | 57 170 | 58 567 | 57 076 | |
| Total | 763 132 | 749 484 | 622 530 | 695 194 | 722 507 | 708 769 | |

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

| Month | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2024 year-to-date |
|--------------|-------------|--------------|-------------|------------|-------------|-------|----------------------|
| Jan | -0,9 | -3,4 | -11,4 | 9,0 | -2,1 | 1,9 | 1,9 |
| Feb | -4,7 | 0,4 | -7,2 | 5,1 | -2,0 | 0,7 | 1,3 |
| Mar | -8,9 | -18,5 | 19,1 | 1,9 | -2,1 | -10,6 | -2,9 |
| Apr | 5,0 | -82,1 | 421,6 | -0,2 | -4,8 | 2,5 | -1,6 |
| May | -3,6 | -45,6 | 72,7 | 3,3 | 0,2 | -8,1 | -3,0 |
| Jun | -5,7 | -9,7 | 5,9 | -0,2 | 6,1 | -9,7 | -4,1 |
| Jul | 3,2 | -14,6 | -5,8 | 9,9 | 2,2 | -0,7 | -3,6 |
| Aug | -0,1 | -12,8 | 2,8 | 6,8 | -2,9 | -3,9 | -3,7 |
| Sep | -1,5 | -1,7 | 0,7 | 6,3 | -8,0 | -6,7 | -4,0 |
| Oct | -0,5 | -8,3 | -0,9 | 2,7 | -2,8 | 2,0 | -3,4 |
| Nov | -3,2 | -5,8 | 3,7 | 1,1 | -3,1 | -2,2 | -3,3 |
| Dec | 0,7 | -1,1 | -0,9 | 2,4 | -2,5 | | |
| Total | -1,8 | -16,9 | 11,7 | 3,9 | -1,9 | | |

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

| Month | R million | | | | Month-on-month % change | | | |
|-------|-----------|--------|--------|--------|-------------------------|------|------|------|
| | 2021 | 2022 | 2023 | 2024 | 2021 | 2022 | 2023 | 2024 |
| Jan | 56 336 | 61 323 | 59 177 | 59 146 | -4,5 | 4,5 | 0,0 | -0,6 |
| Feb | 57 751 | 60 541 | 59 138 | 58 897 | 2,5 | -1,3 | -0,1 | -0,4 |
| Mar | 58 845 | 60 193 | 59 459 | 54 820 | 1,9 | -0,6 | 0,5 | -6,9 |
| Apr | 59 606 | 59 722 | 58 739 | 57 934 | 1,3 | -0,8 | -1,2 | 5,7 |
| May | 59 513 | 60 839 | 60 002 | 55 335 | -0,2 | 1,9 | 2,2 | -4,5 |
| Jun | 58 112 | 58 074 | 60 974 | 57 381 | -2,4 | -4,5 | 1,6 | 3,7 |
| Jul | 51 206 | 58 489 | 59 618 | 57 455 | -11,9 | 0,7 | -2,2 | 0,1 |
| Aug | 58 243 | 61 204 | 59 308 | 56 905 | 13,7 | 4,6 | -0,5 | -1,0 |
| Sep | 59 299 | 62 347 | 58 283 | 55 873 | 1,8 | 1,9 | -1,7 | -1,8 |
| Oct | 58 614 | 60 089 | 57 694 | 57 303 | -1,2 | -3,6 | -1,0 | 2,6 |
| Nov | 59 110 | 60 419 | 58 416 | 56 862 | 0,8 | 0,5 | 1,3 | -0,8 |
| Dec | 58 685 | 59 186 | 59 525 | | -0,7 | -2,0 | 1,9 | |

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

| Type of activity | Jun-24 | Jul-24 | Aug-24 | Sep-24 | Oct-24 | Nov-24 |
|--|---------------|---------------|---------------|---------------|---------------|---------------|
| New vehicle sales | 13 001 | 14 326 | 14 357 | 12 651 | 15 202 | 15 908 |
| Used vehicle sales | 10 821 | 11 925 | 11 941 | 10 945 | 13 274 | 12 119 |
| Workshop income | 3 142 | 3 254 | 3 085 | 3 012 | 3 191 | 3 276 |
| Income from the sales of accessories | 10 416 | 11 987 | 11 286 | 10 800 | 12 036 | 11 612 |
| Income from fuel sales | 15 348 | 16 013 | 15 602 | 15 491 | 15 983 | 15 498 |
| Income from convenience store sales ¹ | 1 634 | 1 692 | 1 733 | 1 640 | 1 651 | 1 713 |
| Total | 54 362 | 59 197 | 58 004 | 54 539 | 61 337 | 60 126 |

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 | Jun-24 | Jul-24 | Aug-24 | Sep-24 | Oct-24 | Nov-24 |
|--|-------------|-------------|-------------|-------------|------------|-------------|
| New vehicle sales | -17,0 | -2,2 | -3,4 | -13,2 | -2,2 | 4,4 |
| Used vehicle sales | -1,0 | 10,7 | 4,5 | 3,1 | 19,7 | 0,7 |
| Workshop income | -13,5 | -1,6 | -12,6 | -9,6 | -5,6 | -8,1 |
| Income from the sales of accessories | -16,5 | -2,7 | -7,9 | -7,0 | -2,4 | -5,6 |
| Income from fuel sales | -3,4 | -5,0 | -5,8 | -6,2 | -0,1 | -6,5 |
| Income from convenience store sales ¹ | -0,4 | -1,1 | -1,2 | -9,0 | -8,0 | -2,9 |
| Total | -9,7 | -0,7 | -3,9 | -6,7 | 2,0 | -2,2 |

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 | Jun-24 | Jul-24 | Aug-24 | Sep-24 | Oct-24 | Nov-24 |
|--|-------------|-------------|-------------|-------------|------------|-------------|
| New vehicle sales | -4,4 | -0,5 | -0,8 | -3,3 | -0,6 | 1,1 |
| Used vehicle sales | -0,2 | 1,9 | 0,9 | 0,6 | 3,6 | 0,1 |
| Workshop income | -0,8 | -0,1 | -0,7 | -0,5 | -0,3 | -0,5 |
| Income from the sales of accessories | -3,4 | -0,6 | -1,6 | -1,4 | -0,5 | -1,1 |
| Income from fuel sales | -0,9 | -1,4 | -1,6 | -1,8 | 0,0 | -1,8 |
| Income from convenience store sales ¹ | 0,0 | 0,0 | 0,0 | -0,3 | -0,2 | -0,1 |
| Total | -9,7 | -0,7 | -3,9 | -6,7 | 2,0 | -2,2 |

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 | Jun-24 | Jul-24 | Aug-24 | Sep-24 | Oct-24 | Nov-24 | Month-on-month % change |
|--|---------------|---------------|---------------|---------------|---------------|---------------|-------------------------|
| New vehicle sales | 13 923 | 13 994 | 13 568 | 13 398 | 14 020 | 14 319 | 2,1 |
| Used vehicle sales | 11 716 | 11 214 | 11 471 | 11 253 | 11 585 | 11 422 | -1,4 |
| Workshop income | 3 179 | 3 130 | 3 162 | 3 090 | 3 062 | 3 051 | -0,4 |
| Income from the sales of accessories | 10 827 | 11 495 | 11 090 | 10 842 | 11 653 | 11 132 | -4,5 |
| Income from fuel sales | 16 019 | 15 891 | 15 845 | 15 625 | 15 376 | 15 250 | -0,8 |
| Income from convenience store sales ¹ | 1 716 | 1 731 | 1 770 | 1 666 | 1 607 | 1 689 | 5,1 |
| Total | 57 381 | 57 455 | 56 905 | 55 873 | 57 303 | 56 862 | -0,8 |

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 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 |
|--------------|----------------|----------------|----------------|----------------|----------------|----------------|--------|
| Jan | 59 276 | 60 170 | 60 926 | 54 586 | 66 628 | 72 566 | 78 149 |
| Feb | 59 585 | 58 512 | 61 331 | 58 448 | 68 496 | 73 970 | 79 055 |
| Mar | 65 209 | 62 183 | 52 097 | 64 931 | 74 337 | 79 618 | 75 862 |
| Apr | 55 463 | 61 440 | 10 344 | 61 323 | 68 870 | 71 017 | 77 567 |
| May | 62 650 | 63 524 | 31 632 | 63 273 | 74 310 | 79 567 | 77 819 |
| Jun | 61 754 | 60 622 | 52 487 | 61 258 | 71 511 | 78 256 | 75 059 |
| Jul | 63 036 | 66 234 | 56 835 | 57 590 | 76 029 | 78 104 | 80 854 |
| Aug | 64 364 | 65 300 | 57 428 | 64 198 | 80 009 | 79 886 | 79 422 |
| Sep | 60 832 | 60 866 | 60 350 | 66 096 | 80 807 | 79 214 | 74 009 |
| Oct | 67 502 | 67 004 | 61 553 | 66 984 | 78 863 | 83 158 | 81 785 |
| Nov | 67 515 | 64 720 | 61 056 | 71 118 | 82 010 | 83 897 | 80 492 |
| Dec | 57 528 | 58 911 | 57 960 | 65 864 | 76 857 | 78 120 | |
| Total | 744 714 | 749 486 | 623 999 | 755 669 | 898 727 | 937 373 | |

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

| Month | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2024 year-to-date |
|--------------|------------|--------------|-------------|-------------|------------|------|----------------------|
| Jan | 1,5 | 1,3 | -10,4 | 22,1 | 8,9 | 7,7 | 7,7 |
| Feb | -1,8 | 4,8 | -4,7 | 17,2 | 8,0 | 6,9 | 7,3 |
| Mar | -4,6 | -16,2 | 24,6 | 14,5 | 7,1 | -4,7 | 3,1 |
| Apr | 10,8 | -83,2 | 492,8 | 12,3 | 3,1 | 9,2 | 4,5 |
| May | 1,4 | -50,2 | 100,0 | 17,4 | 7,1 | -2,2 | 3,1 |
| Jun | -1,8 | -13,4 | 16,7 | 16,7 | 9,4 | -4,1 | 1,9 |
| Jul | 5,1 | -14,2 | 1,3 | 32,0 | 2,7 | 3,5 | 2,1 |
| Aug | 1,5 | -12,1 | 11,8 | 24,6 | -0,2 | -0,6 | 1,8 |
| Sep | 0,1 | -0,8 | 9,5 | 22,3 | -2,0 | -6,6 | 0,8 |
| Oct | -0,7 | -8,1 | 8,8 | 17,7 | 5,4 | -1,7 | 0,5 |
| Nov | -4,1 | -5,7 | 16,5 | 15,3 | 2,3 | -4,1 | 0,1 |
| Dec | 2,4 | -1,6 | 13,6 | 16,7 | 1,6 | | |
| Total | 0,6 | -16,7 | 21,1 | 18,9 | 4,3 | | |

Table 10 – Seasonally adjusted motor trade sales at current prices

| Month | R million | | | | Month-on-month % change | | | |
|-------|-----------|--------|--------|--------|-------------------------|------|------|------|
| | 2021 | 2022 | 2023 | 2024 | 2021 | 2022 | 2023 | 2024 |
| Jan | 58 723 | 70 743 | 75 604 | 79 860 | -1,0 | 5,1 | -3,6 | -1,7 |
| Feb | 60 407 | 70 510 | 75 970 | 80 614 | 2,9 | -0,3 | 0,5 | 0,9 |
| Mar | 62 061 | 71 257 | 76 791 | 75 996 | 2,7 | 1,1 | 1,1 | -5,7 |
| Apr | 63 118 | 71 571 | 75 429 | 78 775 | 1,7 | 0,4 | -1,8 | 3,7 |
| May | 63 840 | 73 887 | 78 015 | 76 473 | 1,1 | 3,2 | 3,4 | -2,9 |
| Jun | 62 398 | 72 880 | 79 242 | 78 423 | -2,3 | -1,4 | 1,6 | 2,5 |
| Jul | 55 861 | 76 057 | 78 194 | 78 700 | -10,5 | 4,4 | -1,3 | 0,4 |
| Aug | 63 693 | 78 358 | 78 150 | 78 293 | 14,0 | 3,0 | -0,1 | -0,5 |
| Sep | 65 305 | 79 702 | 79 076 | 74 894 | 2,5 | 1,7 | 1,2 | -4,3 |
| Oct | 65 419 | 77 316 | 80 574 | 77 716 | 0,2 | -3,0 | 1,9 | 3,8 |
| Nov | 67 137 | 78 306 | 80 194 | 77 294 | 2,6 | 1,3 | -0,5 | -0,5 |
| Dec | 67 294 | 78 461 | 81 268 | | 0,2 | 0,2 | 1,3 | |

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

| Type of activity | Jun-24 | Jul-24 | Aug-24 | Sep-24 | Oct-24 | Nov-24 |
|--|---------------|---------------|---------------|---------------|---------------|---------------|
| New vehicle sales | 17 069 | 18 845 | 19 093 | 16 870 | 20 290 | 21 261 |
| Used vehicle sales | 13 775 | 15 171 | 15 172 | 13 883 | 16 813 | 15 326 |
| Workshop income | 3 800 | 3 961 | 3 754 | 3 666 | 3 884 | 3 992 |
| Income from the sales of accessories | 14 582 | 16 760 | 15 939 | 15 236 | 16 884 | 16 370 |
| Income from fuel sales | 23 584 | 23 786 | 23 070 | 22 081 | 21 618 | 21 169 |
| Income from convenience store sales ¹ | 2 248 | 2 331 | 2 393 | 2 274 | 2 297 | 2 374 |
| Total | 75 059 | 80 854 | 79 422 | 74 009 | 81 785 | 80 492 |

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 | Jun-24 | Jul-24 | Aug-24 | Sep-24 | Oct-24 | Nov-24 |
|--|-------------|------------|-------------|-------------|-------------|-------------|
| New vehicle sales | -13,1 | 0,5 | 0,2 | -9,6 | 1,3 | 8,0 |
| Used vehicle sales | 1,9 | 13,3 | 6,2 | 4,0 | 20,0 | 0,4 |
| Workshop income | -9,7 | 3,4 | -8,3 | -5,2 | -1,3 | -4,1 |
| Income from the sales of accessories | -9,6 | 4,5 | -1,6 | -0,7 | 3,4 | 0,2 |
| Income from fuel sales | 4,1 | -0,3 | -3,7 | -13,9 | -18,3 | -18,9 |
| Income from convenience store sales ¹ | 5,6 | 4,5 | 4,5 | -3,8 | -3,5 | 0,9 |
| Total | -4,1 | 3,5 | -0,6 | -6,6 | -1,7 | -4,1 |

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 | Jun-24 | Jul-24 | Aug-24 | Sep-24 | Oct-24 | Nov-24 |
|--|-------------|------------|-------------|-------------|-------------|-------------|
| New vehicle sales | -3,3 | 0,1 | 0,0 | -2,3 | 0,3 | 1,9 |
| Used vehicle sales | 0,3 | 2,3 | 1,1 | 0,7 | 3,4 | 0,1 |
| Workshop income | -0,5 | 0,2 | -0,4 | -0,3 | -0,1 | -0,2 |
| Income from the sales of accessories | -2,0 | 0,9 | -0,3 | -0,1 | 0,7 | 0,0 |
| Income from fuel sales | 1,2 | -0,1 | -1,1 | -4,5 | -5,8 | -5,9 |
| Income from convenience store sales ¹ | 0,2 | 0,1 | 0,1 | -0,1 | -0,1 | 0,0 |
| Total | -4,1 | 3,5 | -0,6 | -6,6 | -1,7 | -4,1 |

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 | Jun-24 | Jul-24 | Aug-24 | Sep-24 | Oct-24 | Nov-24 | Month-on-month % change |
|--|---------------|---------------|---------------|---------------|---------------|---------------|-------------------------|
| New vehicle sales | 18 181 | 18 203 | 18 870 | 17 476 | 19 510 | 20 430 | 4,7 |
| Used vehicle sales | 14 493 | 14 611 | 14 755 | 14 064 | 15 451 | 14 450 | -6,5 |
| Workshop income | 3 832 | 3 794 | 3 725 | 3 724 | 3 733 | 3 795 | 1,7 |
| Income from the sales of accessories | 15 324 | 16 030 | 15 550 | 15 513 | 15 779 | 15 645 | -0,8 |
| Income from fuel sales | 24 212 | 23 660 | 22 980 | 21 841 | 21 011 | 20 614 | -1,9 |
| Income from convenience store sales ¹ | 2 383 | 2 402 | 2 414 | 2 275 | 2 232 | 2 361 | 5,8 |
| Total | 78 423 | 78 700 | 78 293 | 74 894 | 77 716 | 77 294 | -0,5 |

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 November 2024 was 54,4%. The revised collection rate for October 2024 was 60,4%.
- 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 |
|---|---|----------------------------|
| Nov-24 | Additional information from respondents | Oct-24 |
| Dec-24 | Additional information from respondents | Nov-24 |
| Jan-25 | Additional information from respondents | Dec-24 |
| Feb-25 | Additional information from respondents | Jan-25 |
| 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-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 |
| New weights for motor deflators in 2025/26 - periodic, approximately four- to five-year intervals | | |
| 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, fax 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 – November 2024

| | Lower limit (R million) | Sales (R million) | Upper limit (R million) | Relative standard error (RSE) % |
|-------------------|----------------------------|----------------------|----------------------------|--|
| Motor trade sales | 74 423 | 80 492 | 86 560 | 3,8 |

- 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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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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