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## **STATISTICAL RELEASE**

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# **Motor trade sales (Preliminary)**

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## Sales at current prices: results for October 2021

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

	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21
Year-on-year % change, unadjusted	100,3	16,7	1,1	11,7	8,6	6,5
Month-on-month % change, seasonally adjusted	2,7	-4,2	-10,0	13,6	2,1	-0,8
3-month % change, seasonally adjusted 1/	6,0	4,4	-1,9	-4,6	-3,0	5,4

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 6,5% year-on-year in October 2021. The largest annual growth rates were recorded for:

- fuel sales (14,9%); and
- new vehicle sales (8,1%) – see Table 5.

Seasonally adjusted motor trade sales decreased by 0,8% in October 2021 compared with September 2021. This followed month-on-month changes of 2,1% in September 2021 and 13,6% in August 2021.

In the three months ended October 2021, seasonally adjusted motor trade sales increased by 5,4% compared with the previous three months.

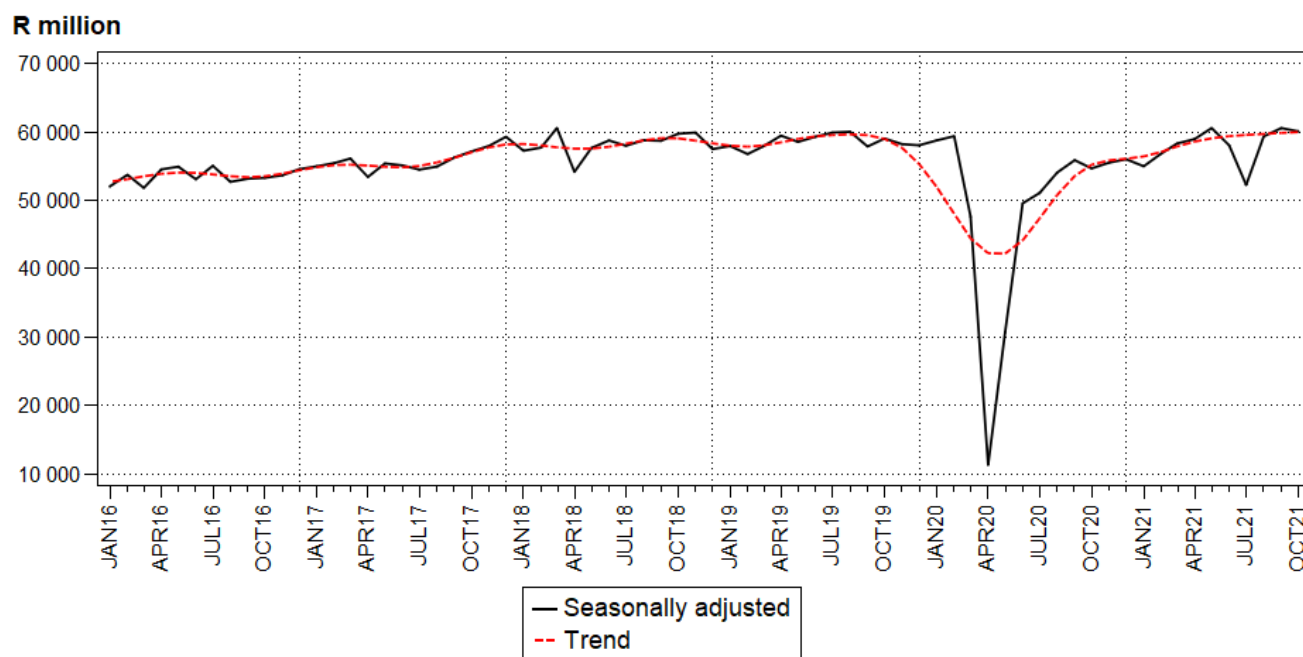
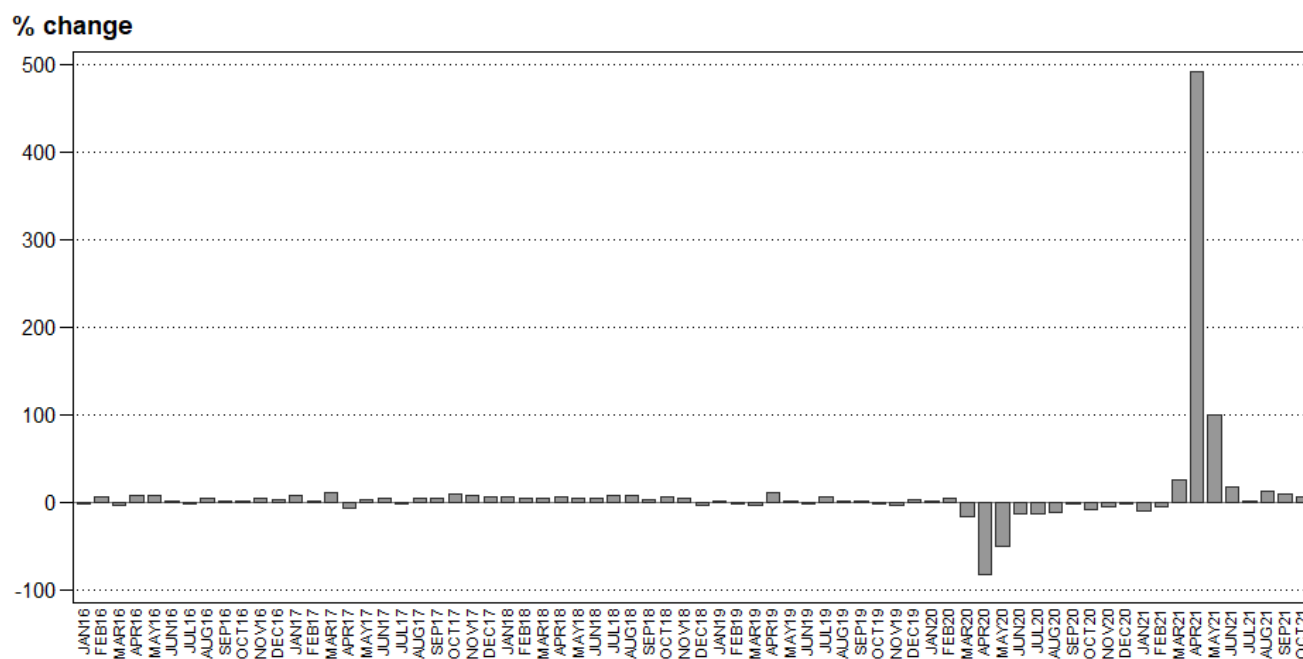
**Table B – Motor trade sales at current prices for the latest three months by type of activity**

Type of activity	Aug – Oct 2020 (R million)	Weight	Aug – Oct 2021 (R million)	% change between Aug – Oct 2020 and Aug – Oct 2021	Contribution (% points) to the total % change
New vehicle sales	35 574	21,1	40 543	14,0	3,0
Used vehicle sales	35 650	21,2	37 262	4,5	1,0
Workshop income	12 101	7,2	11 995	-0,9	-0,1
Income from the sales of accessories	31 585	18,8	32 604	3,2	0,6
Income from fuel sales	47 213	28,1	54 161	14,7	4,1
Income from convenience store sales 1/	6 109	3,6	6 593	7,9	0,3
<b>Total</b>	<b>168 232</b>	<b>100,0</b>	<b>183 157</b>	<b>8,9</b>	<b>8,9</b>

1/ Includes 'other' sales and trading income.

Motor trade sales increased by 8,9% in the three months ended October 2021 compared with the three months ended October 2020. The main contributors to this increase were:

- fuel sales (14,7% and contributing 4,1 percentage points); and
- new vehicle sales (14,0% and contributing 3,0 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**

**Risenga Maluleke**  
Statistician-General

## Tables

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

Month	2015	2016	2017	2018	2019	2020	2021 1/
Jan	49 883	48 470	52 171	55 608	56 445	57 156	51 208
Feb	49 734	52 951	53 749	55 897	54 892	57 535	54 831
Mar	55 330	53 169	58 652	61 173	58 335	48 872	60 912
Apr	49 127	52 832	49 115	52 031	57 638	9 704	57 457
May	51 062	54 664	56 319	58 773	59 593	29 673	59 448
Jun	53 193	53 236	55 390	57 933	56 870	49 238	57 446
Jul	56 330	55 667	54 906	59 135	62 134	53 317	53 878
Aug	52 034	54 048	56 481	60 381	61 259	53 874	60 171
Sep	53 697	53 754	55 962	57 067	57 099	56 614	61 461
Oct	54 373	54 464	59 423	63 325	62 857	57 744	61 525
Nov	54 260	56 717	61 126	63 336	60 714	57 277	
Dec	51 556	52 794	55 904	53 968	55 265	54 372	
<b>Total</b>	<b>630 579</b>	<b>642 766</b>	<b>669 198</b>	<b>698 627</b>	<b>703 101</b>	<b>585 376</b>	

1/ Figures for latest month are preliminary.

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

Month	2016	2017	2018	2019	2020	2021	2021 year-to-date
Jan	-2,8	7,6	6,6	1,5	1,3	-10,4	-10,4
Feb	6,5	1,5	4,0	-1,8	4,8	-4,7	-7,5
Mar	-3,9	10,3	4,3	-4,6	-16,2	24,6	2,1
Apr	7,5	-7,0	5,9	10,8	-83,2	492,1	29,5
May	7,1	3,0	4,4	1,4	-50,2	100,3	39,9
Jun	0,1	4,0	4,6	-1,8	-13,4	16,7	35,3
Jul	-1,2	-1,4	7,7	5,1	-14,2	1,1	29,4
Aug	3,9	4,5	6,9	1,5	-12,1	11,7	26,7
Sep	0,1	4,1	2,0	0,1	-0,8	8,6	24,2
Oct	0,2	9,1	6,6	-0,7	-8,1	6,5	22,1
Nov	4,5	7,8	3,6	-4,1	-5,7		
Dec	2,4	5,9	-3,5	2,4	-1,6		
<b>Total</b>	<b>1,9</b>	<b>4,1</b>	<b>4,4</b>	<b>0,6</b>	<b>-16,7</b>		

**Table 3 – Seasonally adjusted motor trade sales at current prices**

Month	R million				Month-on-month % change			
	2018	2019	2020	2021	2018	2019	2020	2021
Jan	57 227	57 913	58 735	54 954	-3,4	0,8	1,2	-1,8
Feb	57 683	56 743	59 354	56 820	0,8	-2,0	1,1	3,4
Mar	60 542	57 884	47 604	58 290	5,0	2,0	-19,8	2,6
Apr	54 141	59 433	11 315	58 934	-10,6	2,7	-76,2	1,1
May	57 634	58 522	30 695	60 544	6,5	-1,5	171,3	2,7
Jun	58 728	59 277	49 540	58 008	1,9	1,3	61,4	-4,2
Jul	57 957	59 884	51 059	52 233	-1,3	1,0	3,1	-10,0
Aug	58 754	60 002	54 037	59 319	1,4	0,2	5,8	13,6
Sep	58 680	57 847	55 850	60 539	-0,1	-3,6	3,4	2,1
Oct	59 712	59 011	54 644	60 065	1,8	2,0	-2,2	-0,8
Nov	59 883	58 193	55 495		0,3	-1,4	1,6	
Dec	57 466	58 023	55 982		-4,0	-0,3	0,9	

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

Type of activity	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21 1/
New vehicle sales	13 087	12 750	11 642	13 702	13 804	13 037
Used vehicle sales	11 428	11 020	10 768	12 004	12 584	12 674
Workshop income	4 362	4 156	3 985	3 882	4 014	4 099
Income from the sales of accessories	10 790	10 566	10 226	10 619	11 153	10 832
Income from fuel sales	17 646	16 834	15 274	17 847	17 732	18 582
Income from convenience store sales 2/	2 136	2 120	1 984	2 117	2 174	2 302
<b>Total</b>	<b>59 448</b>	<b>57 446</b>	<b>53 878</b>	<b>60 171</b>	<b>61 461</b>	<b>61 525</b>

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	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21
New vehicle sales	160,1	11,0	5,5	18,5	15,5	8,1
Used vehicle sales	147,3	4,4	-7,2	7,2	4,1	2,5
Workshop income	113,6	16,5	-2,7	1,1	-6,3	3,1
Income from the sales of accessories	49,3	8,5	-1,2	5,2	6,2	-1,4
Income from fuel sales	91,4	38,9	6,0	16,7	12,6	14,9
Income from convenience store sales 1/	39,3	19,8	8,7	11,9	6,3	6,0
<b>Total</b>	<b>100,3</b>	<b>16,7</b>	<b>1,1</b>	<b>11,7</b>	<b>8,6</b>	<b>6,5</b>

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	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21
New vehicle sales	27,1	2,6	1,1	4,0	3,3	1,7
Used vehicle sales	22,9	0,9	-1,6	1,5	0,9	0,5
Workshop income	7,8	1,2	-0,2	0,1	-0,5	0,2
Income from the sales of accessories	12,0	1,7	-0,2	1,0	1,2	-0,3
Income from fuel sales	28,4	9,6	1,6	4,7	3,5	4,2
Income from convenience store sales 1/	2,0	0,7	0,3	0,4	0,2	0,2
<b>Total</b>	<b>100,3</b>	<b>16,7</b>	<b>1,1</b>	<b>11,7</b>	<b>8,6</b>	<b>6,5</b>

1/ Includes 'other' sales and trading income.

## Survey information

<b>Introduction</b>	<p><b>1</b> 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 2021 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.</p> <p><b>2</b> 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.</p>
<b>Purpose of the survey</b>	<p><b>3</b> 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.</p>
<b>Scope of the survey</b>	<p><b>4</b> The survey collects information from a sample of enterprises in South Africa that are predominantly involved in motor trade. These enterprises include:</p> <ul style="list-style-type: none"> <li>• motor vehicle dealers, filling stations and workshops;</li> <li>• motor cycle dealers;</li> <li>• spares and accessories;</li> <li>• tyre dealers;</li> <li>• automotive electricians;</li> <li>• radiator repairs;</li> <li>• panel beaters and spray painters;</li> <li>• 'other' specialised motor repair services; and</li> <li>• 'other' motor trade.</li> </ul>
<b>Classification</b>	<p><b>5</b> The 1993 edition of the <i>Standard Industrial Classification of all Economic Activities</i> (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 <i>International Standard Industrial Classification of all Economic Activities</i> (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.</p>
<b>Collection rate</b>	<p><b>6</b> The preliminary collection rate for the survey on motor trade sales for October 2021 was 61,2%. The improved collection rate for September 2021 was 66,1%.</p>
<b>Statistical unit</b>	<p><b>7</b> 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.</p>
<b>Revised figures</b>	<p><b>8</b> 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.</p>
<b>Related publications</b>	<p><b>9</b> Users may also refer to the following publication available from Stats SA:</p> <ul style="list-style-type: none"> <li>• <i>Stats in Brief</i> issued annually.</li> </ul>

- 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 857 enterprises from a population of 10 670 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 2021 from Stats SA's business sampling frame (BSF) at the SIC four-digit level. Strata were formed using a combination of Standard Industrial Classification 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 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 limits	Upper limits
Very small	4	1 865 950	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.

<b>Seasonal adjustment</b>	<b>5</b>	<p>Seasonally adjusted estimates are generated each month using the X-12-ARIMA Seasonal Adjustment Program developed by the US Bureau of the Census. 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: <a href="#">Click to download seasonal adjustment motor trade sales August 2017</a></p> <p><b>Note:</b> Owing to the impact of the COVID 19 lockdown, a transitory change adjustment was applied to April 2020. Transitory (temporary) change describes a temporary effect on the level of a series after a certain point in time.</p>
<b>Trend cycle</b>	<b>6</b>	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.
<b>Reliability of estimates</b>	<b>7</b>	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.
	<b>8</b>	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.
<b>Month-on-month percentage change</b>	<b>9</b>	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.
<b>Year-on-year percentage change</b>	<b>10</b>	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.
<b>Contribution (percentage points)</b>	<b>11</b>	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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