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STATISTICAL RELEASE

P6343.2

Motor trade sales (Preliminary)

October 2025

Embargoed until:
10 December 2025
11:00

ENQUIRIES:
Raquel Floris
Tel: 066 470 2121

FORTHCOMING ISSUE:
November 2025

EXPECTED RELEASE DATE:
22 January 2026

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 • limbalobalo zeSewula Afrika

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Sales at constant 2019 prices: results for October 2025

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

	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25
Year-on-year % change, unadjusted	3,0	3,3	3,1	1,8	9,1	2,0
Month-on-month % change, seasonally adjusted	0,1	0,8	0,9	1,2	-1,0	0,7
3-month % change, seasonally adjusted ¹	0,1	0,7	1,3	2,0	1,9	1,6

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

Measured in real terms (constant 2019 prices), motor trade sales increased by 2,0% year-on-year in October 2025. The positive contributor to this increase was new vehicle sales (13,3% and contributing 3,4 percentage points).

The main negative contributors were:

- fuel sales (-3,1% and contributing -0,8 of a percentage point); and
- workshop income (-9,2% and contributing -0,4 of a percentage point) – see Table 5 and Table 6.

Seasonally adjusted motor trade sales increased by 0,7% in October 2025 compared with September 2025. This followed month-on-month changes of -1,0% in September 2025 and 1,2% in August 2025.

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

Type of activity	Aug – Oct 2024 (R million)	Weight (%)	Aug – Oct 2025 (R million)	% change between Aug – Oct 2024 and Aug – Oct 2025	Contribution (% points) to the total % change
New vehicle sales	42 565	25,4	49 820	17,0	4,3
Used vehicle sales	35 425	21,1	35 938	1,4	0,3
Workshop income	6 905	4,1	6 560	-5,0	-0,2
Income from the sales of accessories	33 601	20,0	35 174	4,7	0,9
Income from fuel sales	44 064	26,3	42 101	-4,5	-1,2
Income from convenience store sales ¹	5 160	3,1	5 127	-0,6	0,0
Total	167 720	100,0	174 720	4,2	4,2

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

Motor trade sales increased by 4,2% in the three months ended October 2025 compared with the three months ended October 2024. The main positive contributors to this increase were:

- new vehicle sales (17,0% and contributing 4,3 percentage points); and
- sales of accessories (4,7% and contributing 0,9 of a percentage point).

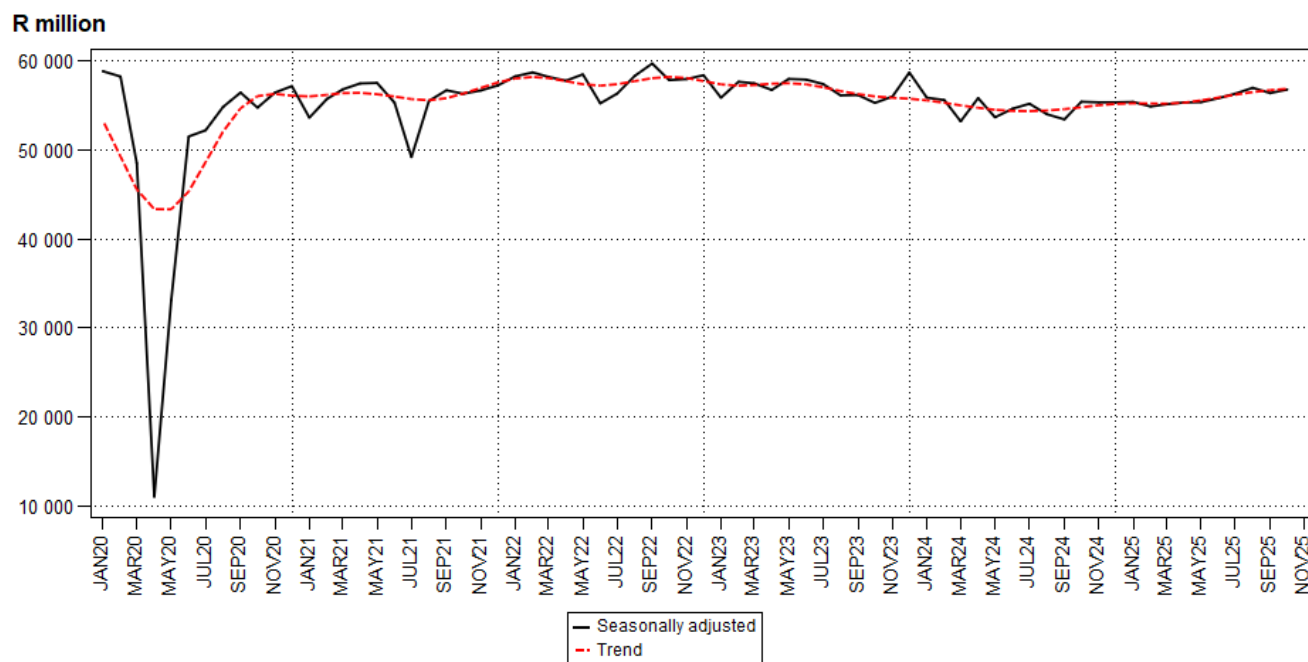
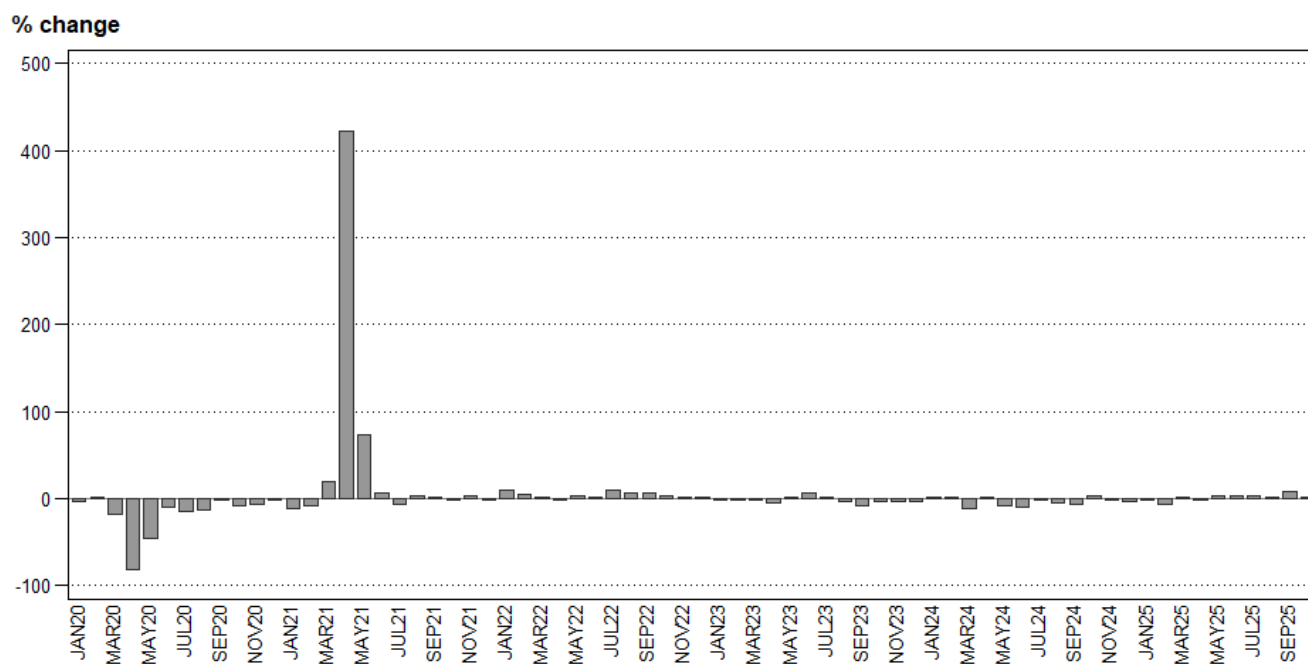
The main negative contributor was fuel sales (-4,5% and contributing -1,2 percentage points) – see Table B.

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

Type of activity	May – Jul 2025 (R million)	Weight (%)	Aug – Oct 2025 (R million)	% change between May – Jul 2025 and Aug – Oct 2025	Contribution (% points) to the total % change
New vehicle sales	45 066	26,9	47 841	6,2	1,7
Used vehicle sales	34 522	20,6	34 330	-0,6	-0,1
Workshop income	6 437	3,8	6 419	-0,3	0,0
Income from the sales of accessories	34 442	20,6	34 861	1,2	0,2
Income from fuel sales	41 887	25,0	41 556	-0,8	-0,2
Income from convenience store sales ¹	5 126	3,1	5 130	0,1	0,0
Total	167 479	100,0	170 136	1,6	1,6

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

Seasonally adjusted motor trade sales increased by 1,6% in the three months ended October 2025 compared with the previous three months. The main positive contributor to this increase was new vehicle sales (6,2% and contributing 1,7 percentage points) – 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 October 2025

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

	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25
Year-on-year % change, unadjusted	-0,1	1,0	2,9	1,5	9,5	4,0
Month-on-month % change, seasonally adjusted	0,8	1,1	2,6	0,3	-0,5	0,8
3-month % change, seasonally adjusted ¹	-0,2	-0,1	2,3	3,5	3,7	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	Aug – Oct 2024 (R million)	Weight (%)	Aug – Oct 2025 (R million)	% change between Aug – Oct 2024 and Aug – Oct 2025	Contribution (% points) to the total % change
New vehicle sales	56 480	24,9	67 630	19,7	4,9
Used vehicle sales	45 117	19,9	45 069	-0,1	0,0
Workshop income	8 325	3,7	8 442	1,4	0,1
Income from the sales of accessories	47 102	20,8	50 091	6,3	1,3
Income from fuel sales	62 425	27,6	59 031	-5,4	-1,5
Income from convenience store sales ¹	7 077	3,1	7 309	3,3	0,1
Total	226 524	100,0	237 574	4,9	4,9

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	May – Jul 2025 (R million)	Weight (%)	Aug – Oct 2025 (R million)	% change between May – Jul 2025 and Aug – Oct 2025	Contribution (% points) to the total % change
New vehicle sales	61 095	26,9	66 229	8,4	2,3
Used vehicle sales	43 743	19,2	43 593	-0,3	-0,1
Workshop income	7 988	3,5	8 250	3,3	0,1
Income from the sales of accessories	49 106	21,6	48 995	-0,2	0,0
Income from fuel sales	58 233	25,6	58 322	0,2	0,1
Income from convenience store sales ¹	7 251	3,2	7 289	0,5	0,0
Total	227 418	100,0	232 679	2,3	2,3

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	59 855	57 877	51 211	55 901	54 760	55 863	55 555
Feb	57 922	58 197	53 951	56 780	55 669	56 103	52 763
Mar	60 794	49 554	59 026	60 233	58 985	52 741	54 004
Apr	58 647	10 500	54 847	54 765	52 163	53 476	52 964
May	60 148	32 613	56 433	58 297	58 488	53 997	55 595
Jun	57 133	51 453	54 547	54 578	57 910	52 125	53 861
Jul	63 287	54 018	50 909	56 160	57 310	57 000	58 776
Aug	62 334	54 307	55 899	59 846	58 050	55 784	56 797
Sep	57 952	56 935	57 394	61 083	56 223	52 350	57 138
Oct	63 643	58 261	57 835	59 451	57 833	59 586	60 785
Nov	61 631	57 936	60 231	60 934	59 054	58 104	
Dec	55 972	55 270	54 926	56 278	54 819	52 727	
Total	719 318	596 921	667 209	694 306	681 264	659 856	

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	-3,3	-11,5	9,2	-2,0	2,0	-0,6	-0,6
Feb	0,5	-7,3	5,2	-2,0	0,8	-6,0	-3,3
Mar	-18,5	19,1	2,0	-2,1	-10,6	2,4	-1,4
Apr	-82,1	422,4	-0,1	-4,8	2,5	-1,0	-1,3
May	-45,8	73,0	3,3	0,3	-7,7	3,0	-0,5
Jun	-9,9	6,0	0,1	6,1	-10,0	3,3	0,1
Jul	-14,6	-5,8	10,3	2,0	-0,5	3,1	0,6
Aug	-12,9	2,9	7,1	-3,0	-3,9	1,8	0,7
Sep	-1,8	0,8	6,4	-8,0	-6,9	9,1	1,6
Oct	-8,5	-0,7	2,8	-2,7	3,0	2,0	1,7
Nov	-6,0	4,0	1,2	-3,1	-1,6		
Dec	-1,3	-0,6	2,5	-2,6	-3,8		
Total	-17,0	11,8	4,1	-1,9	-3,1		

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	58 260	55 862	55 865	55 384	1,8	-4,3	-4,8	0,1
Feb	58 708	57 655	55 598	54 876	0,8	3,2	-0,5	-0,9
Mar	58 204	57 477	53 206	55 122	-0,9	-0,3	-4,3	0,4
Apr	57 773	56 731	55 818	55 326	-0,7	-1,3	4,9	0,4
May	58 488	57 973	53 657	55 362	1,2	2,2	-3,9	0,1
Jun	55 227	57 900	54 623	55 802	-5,6	-0,1	1,8	0,8
Jul	56 330	57 400	55 186	56 315	2,0	-0,9	1,0	0,9
Aug	58 312	56 125	54 002	56 975	3,5	-2,2	-2,1	1,2
Sep	59 706	56 164	53 424	56 381	2,4	0,1	-1,1	-1,0
Oct	57 838	55 275	55 410	56 780	-3,1	-1,6	3,7	0,7
Nov	57 953	55 995	55 343		0,2	1,3	-0,1	
Dec	58 393	58 698	55 346		0,8	4,8	0,0	

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

Type of activity	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25
New vehicle sales	14 190	14 220	16 199	15 706	16 611	17 503
Used vehicle sales	11 872	10 967	12 441	11 504	11 512	12 922
Workshop income	2 170	2 111	2 503	2 214	2 153	2 193
Income from the sales of accessories	11 828	11 367	11 971	11 585	11 658	11 931
Income from fuel sales	13 867	13 620	13 984	14 091	13 533	14 477
Income from convenience store sales ¹	1 668	1 576	1 678	1 697	1 671	1 759
Total	55 595	53 861	58 776	56 797	57 138	60 785

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	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25
New vehicle sales	5,9	8,9	12,1	8,7	31,1	13,3
Used vehicle sales	6,0	2,2	5,8	-1,4	7,1	-0,7
Workshop income	-16,9	-9,5	-0,8	-6,6	1,6	-9,2
Income from the sales of accessories	6,2	12,7	2,6	5,3	9,9	-0,5
Income from fuel sales	-0,7	-4,6	-6,2	-3,3	-6,9	-3,1
Income from convenience store sales ¹	-1,0	-3,1	-0,8	-1,9	0,4	-0,4
Total	3,0	3,3	3,1	1,8	9,1	2,0

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	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25
New vehicle sales	1,5	2,2	3,1	2,3	7,5	3,4
Used vehicle sales	1,2	0,5	1,2	-0,3	1,5	-0,2
Workshop income	-0,8	-0,4	0,0	-0,3	0,1	-0,4
Income from the sales of accessories	1,3	2,5	0,5	1,0	2,0	-0,1
Income from fuel sales	-0,2	-1,3	-1,6	-0,9	-1,9	-0,8
Income from convenience store sales ¹	0,0	-0,1	0,0	-0,1	0,0	0,0
Total	3,0	3,3	3,1	1,8	9,1	2,0

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	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25	Month-on-month % change
New vehicle sales	14 632	15 041	15 393	15 873	15 880	16 088	1,3
Used vehicle sales	11 455	11 512	11 555	11 655	11 315	11 360	0,4
Workshop income	1 987	2 130	2 320	2 207	2 131	2 081	-2,3
Income from the sales of accessories	11 524	11 425	11 493	11 496	11 701	11 664	-0,3
Income from fuel sales	14 048	14 005	13 834	14 025	13 651	13 880	1,7
Income from convenience store sales ¹	1 717	1 689	1 720	1 719	1 704	1 707	0,2
Total	55 362	55 802	56 315	56 975	56 381	56 780	0,7

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	57 748	58 473	52 389	63 946	69 645	75 003	74 906
Feb	56 157	58 862	56 095	65 739	70 992	75 873	72 277
Mar	59 681	50 000	62 317	71 345	76 413	72 808	73 984
Apr	58 967	9 928	58 854	66 097	68 159	74 374	71 556
May	60 967	30 358	60 726	71 319	76 364	74 993	74 923
Jun	58 182	50 374	58 791	68 633	75 106	71 802	72 510
Jul	63 568	54 547	55 272	72 968	74 960	77 698	79 980
Aug	62 672	55 116	61 614	76 789	76 670	76 220	77 342
Sep	58 416	57 921	63 435	77 554	76 025	70 960	77 675
Oct	64 307	59 075	64 288	75 688	79 810	79 344	82 557
Nov	62 115	58 598	68 255	78 709	80 520	77 703	
Dec	56 540	55 627	63 213	73 763	74 975	70 705	
Total	719 320	598 879	725 249	862 550	899 639	897 483	

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

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	67 814	72 378	76 264	75 987	5,2	-3,7	-2,1	4,5
Feb	67 778	73 076	77 539	74 391	-0,1	1,0	1,7	-2,1
Mar	68 474	73 849	73 293	73 924	1,0	1,1	-5,5	-0,6
Apr	68 684	72 494	75 694	73 999	0,3	-1,8	3,3	0,1
May	71 142	75 148	73 989	74 612	3,6	3,7	-2,3	0,8
Jun	70 105	76 294	75 440	75 421	-1,5	1,5	2,0	1,1
Jul	72 928	74 947	75 389	77 385	4,0	-1,8	-0,1	2,6
Aug	75 127	74 817	74 879	77 598	3,0	-0,2	-0,7	0,3
Sep	76 569	76 056	72 141	77 243	1,9	1,7	-3,7	-0,5
Oct	73 872	76 836	74 640	77 838	-3,5	1,0	3,5	0,8
Nov	75 118	76 896	74 606		1,7	0,1	0,0	
Dec	75 163	77 917	72 713		0,1	1,3	-2,5	

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

Type of activity	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25
New vehicle sales	19 178	19 256	21 978	21 340	22 541	23 749
Used vehicle sales	14 949	13 795	15 629	14 438	14 438	16 193
Workshop income	2 703	2 630	3 120	2 762	2 812	2 868
Income from the sales of accessories	16 618	15 951	17 188	16 530	16 560	17 001
Income from fuel sales	19 121	18 643	19 676	19 853	18 941	20 237
Income from convenience store sales ¹	2 354	2 235	2 389	2 419	2 382	2 508
Total	74 923	72 510	79 980	77 342	77 675	82 557

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	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25
New vehicle sales	9,0	12,4	15,8	11,5	34,0	15,7
Used vehicle sales	4,5	0,6	4,1	-2,9	5,5	-2,2
Workshop income	-13,5	-5,8	2,5	-3,3	10,0	-1,5
Income from the sales of accessories	8,7	13,6	5,9	7,0	11,2	1,5
Income from fuel sales	-14,7	-14,9	-11,1	-7,8	-8,5	0,3
Income from convenience store sales ¹	3,0	0,9	3,6	2,4	4,3	3,1
Total	-0,1	1,0	2,9	1,5	9,5	4,0

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	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25
New vehicle sales	2,1	3,0	3,9	2,9	8,1	4,1
Used vehicle sales	0,9	0,1	0,8	-0,6	1,1	-0,5
Workshop income	-0,6	-0,2	0,1	-0,1	0,4	-0,1
Income from the sales of accessories	1,8	2,7	1,2	1,4	2,4	0,3
Income from fuel sales	-4,4	-4,5	-3,2	-2,2	-2,5	0,1
Income from convenience store sales ¹	0,1	0,0	0,1	0,1	0,1	0,1
Total	-0,1	1,0	2,9	1,5	9,5	4,0

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	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25	Month-on-month % change
New vehicle sales	19 492	20 346	21 257	21 698	22 154	22 377	1,0
Used vehicle sales	14 672	14 309	14 762	14 425	14 480	14 688	1,4
Workshop income	2 493	2 583	2 912	2 783	2 768	2 699	-2,5
Income from the sales of accessories	16 226	16 443	16 437	16 553	16 481	15 961	-3,2
Income from fuel sales	19 308	19 352	19 573	19 701	18 950	19 671	3,8
Income from convenience store sales ¹	2 420	2 388	2 443	2 438	2 410	2 441	1,3
Total	74 612	75 421	77 385	77 598	77 243	77 838	0,8

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 2025 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 October 2025 was 61,8%. The revised collection rate for September 2025 was 66,8%.
- Statistical unit** 6 The statistical unit for which information is compiled and published is the enterprise, defined as a legal unit or a combination of legal units that includes and directly controls all functions necessary to carry out its sales and service activities.
- Revised figures** 7 Revised figures are mainly due to late submission of data to Stats SA, or respondents reporting revisions or corrections to their figures. The reasons for routine revisions are outlined in the following schedule. Any unscheduled revisions will be promptly indicated in relevant tables to maintain transparency and accuracy. It is important to note that seasonally adjusted figures are revised monthly.

Statistical release	Reason for revision	Period subject to revision
Oct-25	Additional information from respondents	Sep-25
Nov-25	Additional information from respondents	Oct-25
Dec-25	Additional information from respondents	Nov-25
Jan-26	Additional information from respondents	Dec-25
Feb-26	Additional information from respondents	Jan-26
Mar-26	Additional information from respondents	Feb-26
Apr-26	Additional information from respondents	Mar-26
May-26	Additional information from respondents	Apr-26
Jun-26	Additional information from respondents	May-26
Jul-26	Additional information from respondents New sample	Jan-98–Jun-26
Aug-26	Additional information from respondents	Jul-26
Sep-26	Additional information from respondents	Aug-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 897 enterprises from a population of 9 325 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 2025 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	4 865 363	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 – October 2025

	Lower limit (R million)	Sales (R million)	Upper limit (R million)	Relative standard error (RSE) %
Motor trade sales	77 667	82 557	87 447	3,0

- 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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