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Sales at constant 2019 prices: results for September 2025

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

	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25
Year-on-year % change, unadjusted	-1,0	3,0	3,3	3,1	1,8	8,7
Month-on-month % change, seasonally adjusted	0,4	-0,8	1,6	0,6	1,0	-1,3
3-month % change, seasonally adjusted ¹	-0,1	0,0	0,4	0,9	2,0	1,7

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

Measured in real terms (constant 2019 prices), motor trade sales increased by 8,7% year-on-year in September 2025. The largest positive contributors to this increase were:

- new vehicle sales (30,8% and contributing 7,5 percentage points);
- sales of accessories (10,2% and contributing 2,1 percentage points); and
- used vehicle sales (6,1% and contributing 1,3 percentage points).

The negative contributor was fuel sales (-7,6% and contributing -2,1 percentage points) – see Table 5 and Table 6.

Seasonally adjusted motor trade sales decreased by 1,3% in September 2025 compared with August 2025. This followed month-on-month changes of 1,0% in August 2025 and 0,6% in July 2025.

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

Type of activity	Jul – Sep 2024 (R million)	Weight (%)	Jul – Sep 2025 (R million)	% change between Jul – Sep 2024 and Jul – Sep 2025	Contribution (% points) to the total % change
New vehicle sales	41 559	25,2	48 470	16,6	4,2
Used vehicle sales	34 174	20,7	35 347	3,4	0,7
Workshop income	7 015	4,2	6 846	-2,4	-0,1
Income from the sales of accessories	33 272	20,1	35 251	5,9	1,2
Income from fuel sales	44 028	26,7	41 508	-5,7	-1,5
Income from convenience store sales ¹	5 086	3,1	5 065	-0,4	0,0
Total	165 134	100,0	172 487	4,5	4,5

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

Motor trade sales increased by 4,5% in the third quarter of 2025 compared with the third quarter of 2024. The main positive contributors to this increase were:

- new vehicle sales (16,6% and contributing 4,2 percentage points); and
- sales of accessories (5,9% and contributing 1,2 percentage points).

The main negative contributor was fuel sales (-5,7% and contributing -1,5 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

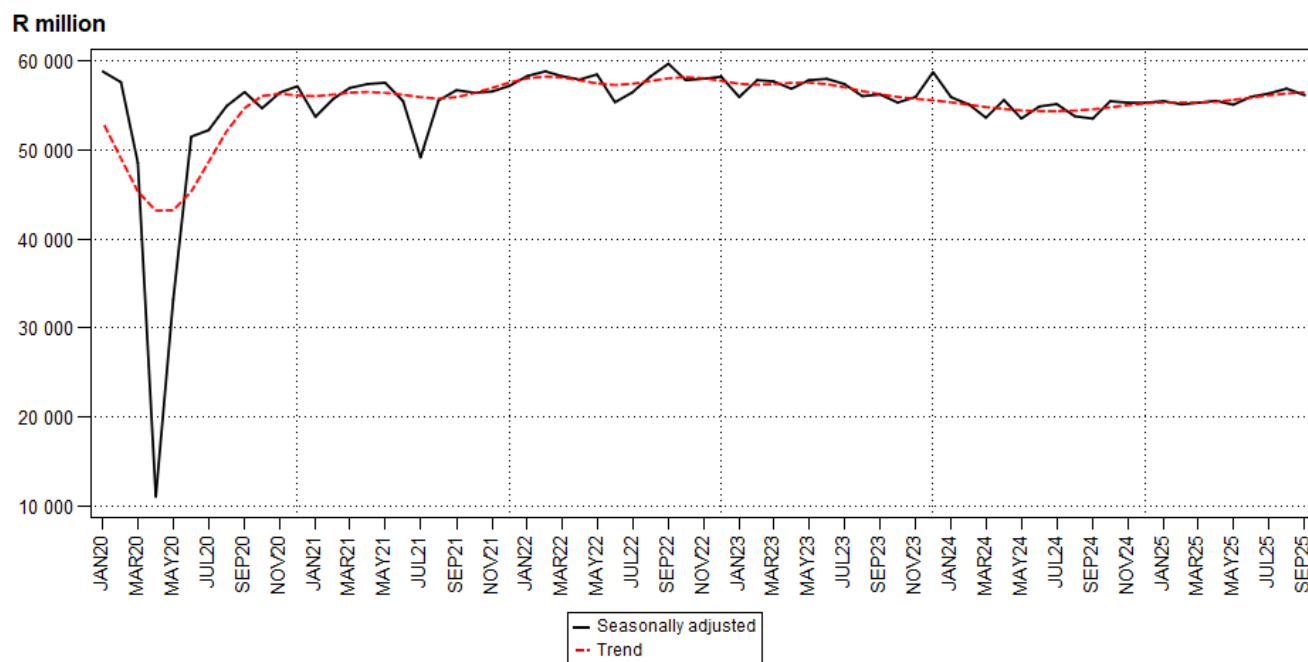
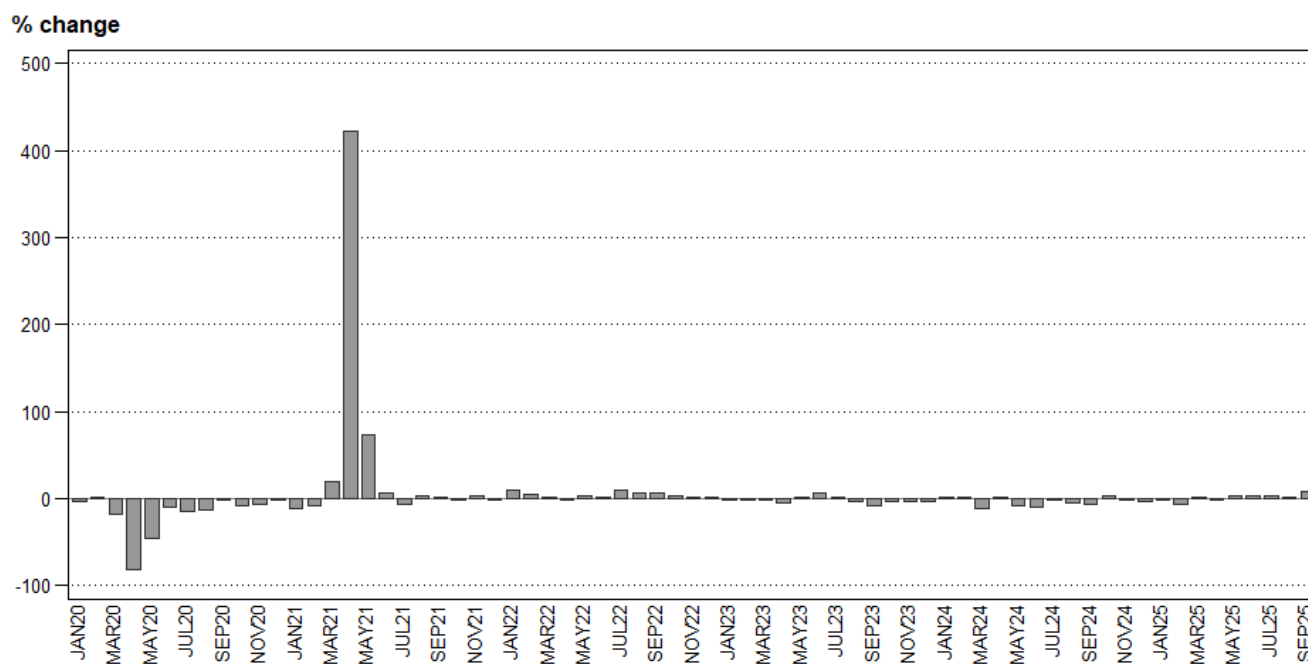
Type of activity	Apr – Jun 2025 (R million)	Weight (%)	Jul – Sep 2025 (R million)	% change between Apr – Jun 2025 and Jul – Sep 2025	Contribution (% points) to the total % change
New vehicle sales	44 845	26,9	47 104	5,0	1,3
Used vehicle sales	34 238	20,6	34 465	0,7	0,1
Workshop income	6 201	3,7	6 667	7,5	0,3
Income from the sales of accessories	34 252	20,6	34 715	1,4	0,3
Income from fuel sales	41 901	25,2	41 249	-1,6	-0,4
Income from convenience store sales ¹	5 121	3,1	5 156	0,7	0,0
Total	166 557	100,0	169 357	1,7	1,7

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

Seasonally adjusted motor trade sales increased by 1,7% in the third quarter of 2025 compared with the second quarter of 2025. The main positive contributors to this increase were:

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

The negative contributor was fuel sales (-1,6% and contributing -0,4 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 September 2025

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

	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25
Year-on-year % change, unadjusted	-3,8	-0,1	1,0	2,9	1,5	9,2
Month-on-month % change, seasonally adjusted	0,0	0,9	1,1	2,6	0,3	-0,6
3-month % change, seasonally adjusted ¹	-0,5	-0,4	-0,3	2,2	3,5	3,5

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	Jul – Sep 2024 (R million)	Weight (%)	Jul – Sep 2025 (R million)	% change between Jul – Sep 2024 and Jul – Sep 2025	Contribution (% points) to the total % change
New vehicle sales	54 934	24,4	65 796	19,8	4,8
Used vehicle sales	43 578	19,4	44 367	1,8	0,3
Workshop income	8 458	3,8	8 662	2,4	0,1
Income from the sales of accessories	46 581	20,7	50 330	8,0	1,7
Income from fuel sales	64 376	28,6	58 430	-9,2	-2,6
Income from convenience store sales ¹	6 950	3,1	7 216	3,8	0,1
Total	224 878	100,0	234 800	4,4	4,4

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	Apr – Jun 2025 (R million)	Weight (%)	Jul – Sep 2025 (R million)	% change between Apr – Jun 2025 and Jul – Sep 2025	Contribution (% points) to the total % change
New vehicle sales	59 634	26,7	64 865	8,8	2,3
Used vehicle sales	43 164	19,3	43 510	0,8	0,2
Workshop income	7 632	3,4	8 430	10,5	0,4
Income from the sales of accessories	48 736	21,8	49 630	1,8	0,4
Income from fuel sales	57 402	25,7	57 934	0,9	0,2
Income from convenience store sales ¹	7 187	3,2	7 313	1,8	0,1
Total	223 753	100,0	231 681	3,5	3,5

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	56 914
Oct	63 643	58 261	57 835	59 451	57 833	59 586	
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	8,7	1,6
Oct	-8,5	-0,7	2,8	-2,7	3,0		
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	58 302	55 941	55 917	55 478	2,0	-3,9	-4,8	0,3
Feb	58 822	57 843	55 089	55 112	0,9	3,4	-1,5	-0,7
Mar	58 292	57 696	53 610	55 283	-0,9	-0,3	-2,7	0,3
Apr	57 898	56 862	55 609	55 514	-0,7	-1,4	3,7	0,4
May	58 481	57 836	53 518	55 074	1,0	1,7	-3,8	-0,8
Jun	55 349	57 979	54 876	55 969	-5,4	0,2	2,5	1,6
Jul	56 464	57 405	55 144	56 327	2,0	-1,0	0,5	0,6
Aug	58 245	56 035	53 781	56 879	3,2	-2,4	-2,5	1,0
Sep	59 681	56 220	53 505	56 151	2,5	0,3	-0,5	-1,3
Oct	57 833	55 311	55 470		-3,1	-1,6	3,7	
Nov	57 995	55 956	55 298		0,3	1,2	-0,3	
Dec	58 219	58 742	55 286		0,4	5,0	0,0	

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

Type of activity	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25
New vehicle sales	14 525	14 190	14 220	16 199	15 706	16 565
Used vehicle sales	10 590	11 872	10 967	12 441	11 504	11 402
Workshop income	2 027	2 170	2 111	2 503	2 214	2 129
Income from the sales of accessories	10 830	11 828	11 367	11 971	11 585	11 695
Income from fuel sales	13 322	13 867	13 620	13 984	14 091	13 433
Income from convenience store sales ¹	1 670	1 668	1 576	1 678	1 697	1 690
Total	52 964	55 595	53 861	58 776	56 797	56 914

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	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25
New vehicle sales	9,5	5,9	8,9	12,1	8,7	30,8
Used vehicle sales	-3,7	6,0	2,2	5,8	-1,4	6,1
Workshop income	-12,9	-16,9	-9,5	-0,8	-6,6	0,4
Income from the sales of accessories	0,4	6,2	12,7	2,6	5,3	10,2
Income from fuel sales	-7,6	-0,7	-4,6	-6,2	-3,3	-7,6
Income from convenience store sales ¹	-0,9	-1,0	-3,1	-0,8	-1,9	1,5
Total	-1,0	3,0	3,3	3,1	1,8	8,7

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

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	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Month-on-month % change
New vehicle sales	15 278	14 344	15 223	15 432	15 839	15 833	0,0
Used vehicle sales	11 272	11 457	11 509	11 561	11 657	11 247	-3,5
Workshop income	2 081	1 990	2 130	2 324	2 206	2 137	-3,1
Income from the sales of accessories	11 283	11 529	11 440	11 496	11 496	11 723	2,0
Income from fuel sales	13 888	14 035	13 978	13 792	13 959	13 498	-3,3
Income from convenience store sales ¹	1 713	1 718	1 690	1 722	1 721	1 713	-0,5
Total	55 514	55 074	55 969	56 327	56 879	56 151	-1,3

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	77 478
Oct	64 307	59 075	64 288	75 688	79 810	79 344	
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	9,2	0,8
Oct	-8,1	8,8	17,7	5,4	-0,6		
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	67 869	72 451	76 339	76 068	5,3	-3,6	-2,0	4,6
Feb	67 786	73 092	77 559	74 417	-0,1	0,9	1,6	-2,2
Mar	68 494	73 878	73 297	73 923	1,0	1,1	-5,5	-0,7
Apr	68 649	72 420	75 615	73 896	0,2	-2,0	3,2	0,0
May	71 084	75 080	73 926	74 526	3,5	3,7	-2,2	0,9
Jun	70 044	76 228	75 348	75 331	-1,5	1,5	1,9	1,1
Jul	72 875	74 855	75 274	77 256	4,0	-1,8	-0,1	2,6
Aug	75 079	74 728	74 751	77 462	3,0	-0,2	-0,7	0,3
Sep	76 550	76 012	72 071	76 963	2,0	1,7	-3,6	-0,6
Oct	74 041	77 121	75 052		-3,3	1,5	4,1	
Nov	75 138	76 943	74 677		1,5	-0,2	-0,5	
Dec	75 183	77 932	72 708		0,1	1,3	-2,6	

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

Type of activity	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25
New vehicle sales	19 475	19 178	19 256	21 978	21 340	22 478
Used vehicle sales	13 355	14 949	13 795	15 629	14 438	14 300
Workshop income	2 455	2 703	2 630	3 120	2 762	2 780
Income from the sales of accessories	15 343	16 618	15 951	17 188	16 530	16 612
Income from fuel sales	18 589	19 121	18 643	19 676	19 853	18 901
Income from convenience store sales ¹	2 339	2 354	2 235	2 389	2 419	2 408
Total	71 556	74 923	72 510	79 980	77 342	77 478

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	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25
New vehicle sales	11,8	9,0	12,4	15,8	11,5	33,6
Used vehicle sales	-4,9	4,5	0,6	4,1	-2,9	4,5
Workshop income	-11,9	-13,5	-5,8	2,5	-3,3	8,7
Income from the sales of accessories	3,5	8,7	13,6	5,9	7,0	11,5
Income from fuel sales	-19,3	-14,7	-14,9	-11,1	-7,8	-8,7
Income from convenience store sales ¹	2,6	3,0	0,9	3,6	2,4	5,5
Total	-3,8	-0,1	1,0	2,9	1,5	9,2

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

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	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Month-on-month % change
New vehicle sales	19 894	19 433	20 307	21 198	21 645	22 022	1,7
Used vehicle sales	14 207	14 664	14 293	14 740	14 403	14 367	-0,2
Workshop income	2 557	2 493	2 582	2 910	2 778	2 742	-1,3
Income from the sales of accessories	16 059	16 225	16 452	16 460	16 590	16 580	-0,1
Income from fuel sales	18 802	19 291	19 309	19 503	19 606	18 825	-4,0
Income from convenience store sales ¹	2 378	2 421	2 388	2 445	2 440	2 428	-0,5
Total	73 896	74 526	75 331	77 256	77 462	76 963	-0,6

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 September 2025 was 63,4%. The revised collection rate for August 2025 was 66,4%.
- 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
Sep-25	Additional information from respondents	Aug-25
Oct-25	Additional information from respondents	Sep-25
Nov-25	Additional information from respondents	Oct-25
Dec-25	Additional information from respondents	Nov-25
Jan-26	Additional information from respondents	Dec-25
Feb-26	Additional information from respondents	Jan-26
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
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 – September 2025

	Lower limit (R million)	Sales (R million)	Upper limit (R million)	Relative standard error (RSE) %
Motor trade sales	72 889	77 478	82 068	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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