

## SA's top 100 vehicle sales: August

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By Jason Woosey [Comment on this story](#)



The Volkswagen Polo Vivo rose above the bakkie war to emerge as SA's most popular vehicle in August.

**Johannesburg - South Africa's vehicle sales took another knock in August as the weak economy weighed down the local market while exports continued to surge.**

A total of 55 055 vehicles were sold last month, down 8.2 percent on August 2014, with the passenger car and LCV sectors both losing 7.8 percent while medium and heavy commercial vehicles dropped a more worrying 11.2 and 17.9 percent respectively.

Naamsa predicts that the downward sales trend will continue over the medium term as declining business confidence and consumer sentiment take their toll, and this in spite of attractive incentive packages being offered by most carmakers due to the difficult trading conditions.

The only real positive news is export sales which, at 28 069 units, represented a 12.3 percent year-on-year growth, helping the manufacturers to withstand the blow of falling local sales and a weakening rand.

On that note, Nicholas Nkosi of Standard Bank noted: "Whilst still early to understand the full impact of the depreciation of the rand against major currencies, this will add continued pressure on new passenger vehicles and we anticipate that the current year on year declines will continue for the remainder of 2015."

### CHART TOPPERS

Volkswagen's Polo Vivo rose to the top of the sales charts in August as the bakkie battle took a back seat, with both the Toyota Hilux and Ford Ranger having dropped well below their peaks of over 3000 unit sales in earlier months of the year. Nonetheless, it was a close battle, with the Ranger narrowly ousting the Hilux (2472 to 2449) as both near the end of their model cycles. Ford is expected to launch its **upgraded Ranger** late in the year, with Toyota's **all-new Hilux** set to follow early in 2016.

Further down the rankings, the Ford Ecosport and repositioned Fiesta have both gained in popularity in recent times and held steady last month with sales of 1027 and 1230 units respectively.

## **AUGUST 2015 - THE NUMBERS:**

### **SALES CHANNELS**

Dealer sales: 81.2%

Rental industry: 12.3%

Government: 3.6%

Corporate fleets: 2.9%

### **TOP COMPANIES**

1. Toyota - 9939
2. Volkswagen - 8472
3. Ford - 6622
4. General Motors - 5155
5. AMH/AAD - 5047
6. Nissan - 4038
7. Mercedes-Benz - 2676
8. BMW - 1725
9. Renault - 1400
10. Honda - 817

### **TOP 100 REPORTED SALES\***

1. Volkswagen Polo Vivo - 2711
2. Ford Ranger - 2472
3. Toyota Hilux - 2449
4. Volkswagen Polo - 2313
5. Toyota Corolla/Quest/Auris - 2215
6. Nissan NP200 - 1565
7. Toyota Etios - 1417
8. Isuzu KB - 1400
9. Chevrolet Utility - 1301
10. Ford Fiesta - 1230
11. Toyota Quantum - 1150
12. Ford Ecosport - 1027
13. Ford Figo - 856
14. Nissan NP300 Hardbody - 844
15. Toyota Fortuner - 785
16. BMW 3 Series - 665
17. Renault Sandero - 570
18. Chevrolet Spark - 559

19. Volkswagen Golf - 538
20. Datsun Go - 503
21. Chevrolet Aveo - 467
22. Toyota Avanza - 445
23. Renault Clio - 407
24. Audi A3 - 399
25. Volkswagen Amarok - 378
26. Volkswagen Up - 361
27. Toyota Land Cruiser PU - 335
28. Ford Focus - 330
29. Toyota Rav4 - 328
30. Audi A4 - 326
31. Ford Kuga - 324
32. Chevrolet Cruze - 274
33. Renault Captur - 262
34. Nissan Qashqai - 245
35. Opel Corsa - 230
35. Mazda3 - 230
37. Nissan X-Trail - 229
38. Honda HR-V - 204
39. Mazda CX-5 - 203
39. Suzuki Swift - 203
41. Toyota Yaris - 195
42. Volkswagen Tiguan - 193
43. Volkswagen Jetta - 192
44. BMW 1 Series - 179
45. BMW 2 Series - 173
45. Land Rover Discovery - 173
47. Audi A1 - 169
48. Opel Mokka - 166
49. Audi Q3 - 164
49. Mazda2 - 164
51. Honda Jazz - 158
52. Honda Brio - 157
53. Mitsubishi ASX - 146
54. Honda Ballade - 140

55. Jeep Grand Cherokee - 125
56. Ford Ikon - 124
57. Nissan NV350 Taxi - 123
58. BMW 4 Series - 119
59. BMW X5 - 118
60. Suzuki Jimny - 117
61. Toyota Prado - 109
62. Dodge Journey - 108
63. Range Rover Sport - 105
64. Mahindra Bolero - 104
65. Land Rover Disco Sport - 102
66. Chevrolet Captiva - 100
66. Nissan Almera - 100
66. BMW X3 - 100
69. Mazda BT-50 - 92
69. Volkswagen Caddy - 92
71. Mahindra Scorpio Pik-up - 87
72. Range Rover Evoque - 86
73. Opel Adam - 85
73. Renault Duster - 85
75. Jeep Wrangler - 82
76. Audi Q5 - 80
77. Jeep Cherokee - 78
78. Nissan Juke - 77
78. Suzuki Ertiga - 77
80. Suzuki Celerio - 75
81. Nissan Micra - 70
82. Chevrolet Trailblazer - 68
83. Renault Megane - 67
84. Honda CR-V - 65
84. Honda Mobilio - 65
86. BMW X4 - 64
87. Volkswagen T5 - 63
88. Chevrolet Sonic - 62
88. Fiat 500 - 62
90. Audi A5 - 61

- 91. Ford Transit - 60
- 91. Mini hatch 5dr - 60
- 93. Jeep Compass - 58
- 94. Mahindra XUV - 57
- 95. Jeep Renegade - 56
- 95. Volvo S60 - 56
- 97. Mini hatch 3dr - 55
- 97. Porsche Cayenne - 55
- 97. Tata Super Ace - 55
- 97. Volvo V40 - 55
- 101. Nissan Navara - 54
- 101. Volvo XC60 - 54

**\*List excludes non-reporters such as Mercedes-Benz, Hyundai, Kia and GWM. Shame on them.**

**Data: Lightstone Auto, Naamsa**