Best-selling new vehicles in SA

Which car brands topped the South African sales charts in the first six months of the year? Are locals sticking to tried-and-tested names or willing to explore alternatives? Let's have a look!

The following sales results are provided by Lightstone Auto, and are for the first six months of the year. Note that Mercedes-Benz does not report disaggregated sales data, but does provide a total passenger market number (included below). We are therefore unable to include, for example, the historically strong-selling Mercedes-Benz C-Class as an individual model.

Sales totals are for all channels (dealers, rentals, government etc.)

Overall brand sales

1.	Toyota	62,325
2.	Volkswagen	37,069
3.	Ford	27,863
4.	Nissan	23,605
5.	Hyundai	17,971
6.	Renault	11,459
7.	Mercedes-Benz	8,757
8.	Kia	8,617
9.	BMW	8,476
10.	Isuzu	7,617

Passenger cars (top 20)

The new VW Polo Vivo ranks as the top-selling passenger car in the first half of 2018.

Volkswagen's major announcements of 2018 have certainly found favour with South Africans, with the new Polo and Polo Vivo (previous-gen Polo) secure at the top of the sales charts.

Perhaps more interesting is the fact that a relatively pricey, big SUV occupies the third spot on the podium – Toyota's Fortuner continues to be the large family car of choice. Five other SUV/crossovers also make the top 20.

The new Polo is cool, confident, and classy
Ilse van den Berg 5 Feb 2018

Just outside of the Top 20 with more than 2,000 units sold in the first six months, Mazda's CX-5 (our current Cars.co.za Consumer Awards - powered by WesBank, Family Car of the Year) is also selling very strongly.

1.	VW Polo Vivo (hatch and sedan)	13,974
2.	VW Polo (hatch and sedan)	11,712
3.	Toyota Fortuner	6,769
4.	Hyundai Grand i10	6,201
5.	Toyota Etios	5,819
6.	Toyota Corolla Quest	4,933
7.	Kia Picanto	4,549
8.	Renault Kwid	4,530
9.	Toyota RAV4	3,318
10.	BMW 3 Series	3,286
11.	Hyundai Creta	3,144
12.	VW Tiguan	3,049
13.	Toyota Yaris	3,001
14.	Datsun Go	2,952
15.	Ford EcoSport	2,883
16.	Toyota Corolla	2,870
17.	Toyota Avanza	2,661
18.	VW Golf	2,645
19.	Renault Sandero II	2,549
20.	Ford Everest	2,446

Light commercial vehicles (top 10)

Still the king – recent additions such as the Dakar Limited Edition have further enhanced the Hilux's enduring appeal.

The battle between the Hilux and Ranger rages on, but Toyota has emerged victorious in the first half of this year. With the half-tonne market now all to itself, Nissan's NP200 continues to do well, and the ageing Isuzu KB is certainly benefitting from greater marketing attention, now that the Japanese brand operates independently in South Africa. Nissan will be hoping to significantly improve on Navara volumes in the second half of the year.

1.	Toyota Hilux	19,846
2.	Ford Ranger	15,079
3.	Nissan NP200	9,556
4.	Toyota Quantum	7,938
5.	Isuzu KB	7,409
6.	Nissan NP300/Hardbody	4,358
7.	Hyundai H100 bakkie	1,436
8.	VW Amarok	1,387
9.	Toyota Landcruiser PU	1,319
10.	Nissan Navara	1,226

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