

With the festive season upon us, most people are looking to wind down, plan holidays and spend time with their families. But on the flip side, it's also the time of the year we get to go Christmas shopping! Although Black Friday sales allowed consumers to get a jump on Christmas shopping, they were a little early for one of the greatest festive gifts each year: the Christmas bonus.

With many special deals being offered during the festive season, why not take advantage of your bonus and use it for a new car? Holidays are just around the corner and a new car opens up a world of opportunities for new holiday destinations and great road trips. Since there are a multitude of makes and models to choose from when considering the purchase of a new car, Lightstone has compiled several lists to help make the decision a little bit easier.

South Africa's top 20 best-selling cars in 2016 (in alphabetical order):

Model	Body Type
BMW 3-Series	Sedan
CHEV Spark	Hatch (5-dr)
FORD EcoSport	SUV
FORD Fiesta	Hatch (5-dr)
FORD Figo	Hatch (5-dr)
HYUNDAI Grand i10	Hatch (5-dr)
HYUNDAI i20	Hatch (5-dr)
KIA Picanto	Hatch (5-dr)
KIA Rio	Hatch (5-dr)
MERCEDES-BENZ C-Class	Sedan
RENAULT Clio IV	Hatch (5-dr)
RENAULT Sandero II	Hatch (5-dr)
TOYOTA Corolla	Sedan
TOYOTA Corolla Quest	Sedan
TOYOTA Etios	Hatch (5-dr)
TOYOTA Fortuner	SUV
TOYOTA RAV	SUV
VW Polo	Hatch (5-dr)
VW Polo Vivo	Hatch (5-dr)
VW Polo Vivo Sedan	Sedan



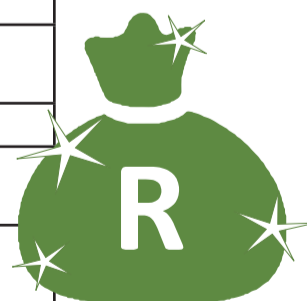
Three manufacturers feature prominently in the top 20: Toyota, Ford and Volkswagen. The majority of body types are 5-door hatches, which are perceived as modern and affordable by people entering the car market. The popularity of Toyota Corolla sedans could possibly be attributed to the rise of UberX in the country. It has also been the most popular selling sedan in the South African market for the last 25 years.

There are only three SUV models that made the top 20 list, the Toyota Rav, Fortuner and the Ford EcoSport. The Fortuner has been a firm favourite in the SUV market for several years now, and the addition of a new model earlier this year seems to have kept the car in demand. Hatches are far more affordable than SUVs, especially as there are a variety of entry level models available.

While the cars on the list above are worthy of your purchase, if your Christmas bonus was on the upper end of the scale, you have the choice of a completely different breed of car. A list of the top 20 most expensive cars in South Africa has been compiled to help with some extra recommendations should the bonus be generous indeed. Below you can see the model of each car listed against its recommended retail price from highest to lowest.

The top 20 most expensive cars in South Africa during 2016:

Model	Recommended Retail Price
FERRARI F12 Berlinetta Coupe AT	R 9 942 000
MERCEDES-BENZ S600L Guard AT	R 8 821 406
FERRARI FF 6.3 AWD Coupe AT	R 6 086 000
FERRARI 488 Spider AT	R 5 594 000
FERRARI 488 GTB Coupe AT	R 4 990 000
BENTLEY Continental GTC S 4.0 V8 Cabriolet AT	R 4 168 000
BENTLEY Bentayga 6.0 W12 AWD SUV AT	R 3 987 000
BENTLEY Continental GT 6.0 W12 Coupe AT	R 3 909 000
BENTLEY Continental GTC 4.0 V8 Cabriolet AT	R 3 794 000
BENTLEY Continental GT S 4.0 V8 Coupe AT	R 3 791 000
BENTLEY Continental GT 4.0 V8 Coupe AT	R 3 562 000
MERCEDES-BENZ AMG S 65 Cabriolet AT	R 3 517 228
LAND ROVER Range Rover 4.4 SDV8 Dsl 4x4 Autobiography SV LWB AT	R 3 450 026
LAND ROVER Range Rover 5.0 V8 Supercharger 4x4 Autobiography Black LWB AT	R 3 372 128
LAND ROVER Range Rover 4.4 SDV8 Dsl 4x4 Autobiography Black LWB AT	R 3 307 526
MERCEDES-BENZ AMG S 65 Coupe AT	R 3 307 426
MERCEDES-BENZ GLE 500 Guard VR6 SUV 4MATIC AT	R 3 278 950
MERCEDES-BENZ AMG S 65 L AT	R 3 185 126
PORSCHE 911 Turbo S Cabriolet AT	R 3 153 000
MERCEDES-BENZ AMG SL 65 Roadster AT	R 3 138 026



Ferrari and Bentley have the greatest variation of models on the list and comprise half of the top 20 most expensive cars. Ferrari takes the top spot with its F12 Berlinetta Coupe AT coming in at just under R10-million. The variations of the Bentley Continental form the bulk of the middle of the list with five different models to choose from, ranging from a much more modest R3.5 million to R4-million.

Based on the top 20 best-selling cars, should you wish to buy a car that offers great road-trip potential for the holidays, it seems luxury, comfort and practicality are the common factors to consider.

A top five list was put together from the best-selling cars of 2016, listed below in alphabetical order:

1. BMW 3 series
2. Ford EcoSport
3. Mercedes C class
4. Toyota RAV
5. Toyota Fortuner



Not surprisingly, there are three SUV models, offering off road capability, space, some luxury (in the case of the Fortuner) and above all else, practicality in terms of fit for purpose and budget. The other two German cars offer a more luxurious trip to your ideal holiday destination, provided you don't have to venture off the beaten track. You certainly wouldn't want to bend your Benz on a 4x4 track!