

Automobile retail sales up 2.95% in April, says FADA

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Overall automobile retail sales in India grew a modest 2.95 per cent in April this year to 22,87,952 units with the completion of purchases by customers around *Chaitra Navratri*, *Akshaya Tritiya*, Bengali New Year, *Baisakhi* and *Vishu* helping in ending April on a positive note, the Federation of Automobile Dealers Associations (FADA) said on Monday.

Total automobile sales in India in April 2024 stood at 22,22,463 units, FADA said in a statement.

All categories except commercial vehicles closed in the green, with two-wheelers, three-wheelers, passenger vehicles and tractors up 2.25, 24.5, 1.5, and 7.5 per cent respectively, while commercial vehicles declined 1 per cent, FADA said.

TARIFF & TRADING

Two-wheeler retail sales in April stood at 16,86,774 units (16,49,591 units).

Retail of passenger vehicles last month stood at 3,49,939 units as compared to 3,44,594 units in April

2024, up 1.55 per cent, it added.

“With the tariff war paused, stock markets staged a sharp pull-back — alleviating investor concerns — and customers thus leveraged *Chaitra Navratri*, *Akshaya Tritiya*, Bengali New Year, *Baisakhi* and *Vishu* to complete purchases, helping April end on a positive note,” FADA President C S Vigneshwar said.

SUV DEMAND

Urban demand remained robust, supported by new-model introductions, although elevated financing costs and new emission norm ‘OBD2B’-linked price adjustments posed isolated bottlenecks, he added.

“Sustained SUV demand underpinned volumes even as entry-level customers remained cautious, underscoring the need for OEMs to recalibrate production and reduce stock levels to mitigate deeper discounts and carrying costs at dealerships,” he said.

FADA said dealer feedback paints a nuanced picture for May with passenger vehicles retail expected to be steady but muted.