

Auto dealers expect positive sales over next three months: FADA

KEY FACTORS. GST 2.0, enquiry pipeline, better rural economic indicators to aid growth

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India's auto retail sales over the next three months remain firmly positive, supported by sustained momentum from GST 2.0 tax rationalisation, strong enquiry pipeline and improving rural economic indicators, as 74 per cent of auto dealers expect growth, underscoring broad-based confidence across segments, the Federation of Automobile Dealers Associations (FADA) said on Monday.

It added that expected price increases in January, new model launches for 2026 and marriage season demand are set to drive conversions, while crop realisation liquidity is expected to reinforce retail traction across the country. The government's 'One Nation, One Tax' and 'Viksit Bharat 2047' mobility vision continue to strengthen affordability and expand vehicle penetration

Racing ahead

All-India vehicle retail data for November 2025

(in units)

Category	Nov-24	Nov-25	% change
Passenger vehicles	3,29,253	3,94,152	19.71
Two-wheelers	26,27,617	25,46,180	-3.1
Three-wheelers	1,08,317	1,33,951	23.67
Commercial vehicles	79,152	94,935	20
Tractor	80,507	1,26,033	56.55
Total	32,31,526	33,00,832	2.14

Source: FADA

in emerging markets, it said.

In terms of monthly retail sales, FADA shared that the passenger vehicle sales grew around 20 per cent year on year to 3,94,152 units in November compared with 3,29,253 units in November 2024. However, two-wheeler sales declined 3 per cent to 25,46,184 units (26,27,617).

FESTIVAL BUYING

"Two-wheelers, while reporting a modest 3.1 per cent decline, must be viewed in context. A significant retail shift occurred due to festival buying in October, combined

with delayed crop payments and uneven supply of preferred models. Encouragingly, dealers continue to report strong walk-ins linked to GST sentiment and healthy marriage season demand," CS Vigneshwar, President, FADA, said while sharing the monthly data. November defied the conventional post-festival slowdown, delivering a resilient performance despite an unusually high comparative base, he said.

"Traditionally, auto retail eases in the month following the festival cycle; however,

this year, most festival registrations were completed in October itself, unlike November 2024, when Deepavali and Dhanteras fell towards the end of October 2024, and vehicle registrations happened in November 2024 which lifted volumes significantly," he explained.

Three-wheeler sales grew around 24 per cent to 1,33,951 units in November (1,08,317). Similarly, commercial vehicle sales grew 20 per cent to 94,935 units (79,152). The grand total sales of all vehicle categories grew 2.14 per cent to 33,00,832 units (32,31,52).

"GST rate cuts coupled with original equipment manufacturer and dealer retail offers continued pulling customers to showrooms, enabling sustained footfalls beyond the festival period. Price reductions across categories, which ignited strong buying in October, continued to support conversions in November as well," Vigneshwar added.