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Ford's April sales, led by pickups, surged 16% ahead of tariffs



Jamie L. LaReau

Detroit Free Press

May 2, 2025, 6:04 a.m. ET

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RETAIL

Buy now, stock up or delay: Here's what consumers are snapping up or putting off in the face of tariffs

PUBLISHED FRI, APR 25 2025 12:47 PM EDT | UPDATED SAT, APR 26 2025 9:10 AM EDT

Automotive News

A CRAIN FAMILY BRAND

Trump Tariffs

AN 100

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Honda brand sales rose 17 percent in April, the automaker said. (DAVID PHILLIPS/AUTOMOTIVE NEWS)



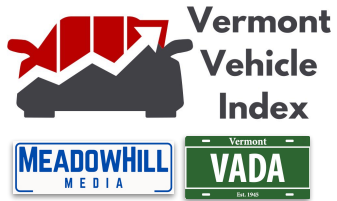
By: **Larry P. Vellequette** May 08, 2025 08:32 AM

New-vehicle inventory in the U.S. dropped roughly 10 percent over the last month to 2.8 million vehicles as consumers grabbed new vehicles ahead of tariff-related sticker price hikes expected to arrive over the next few months.

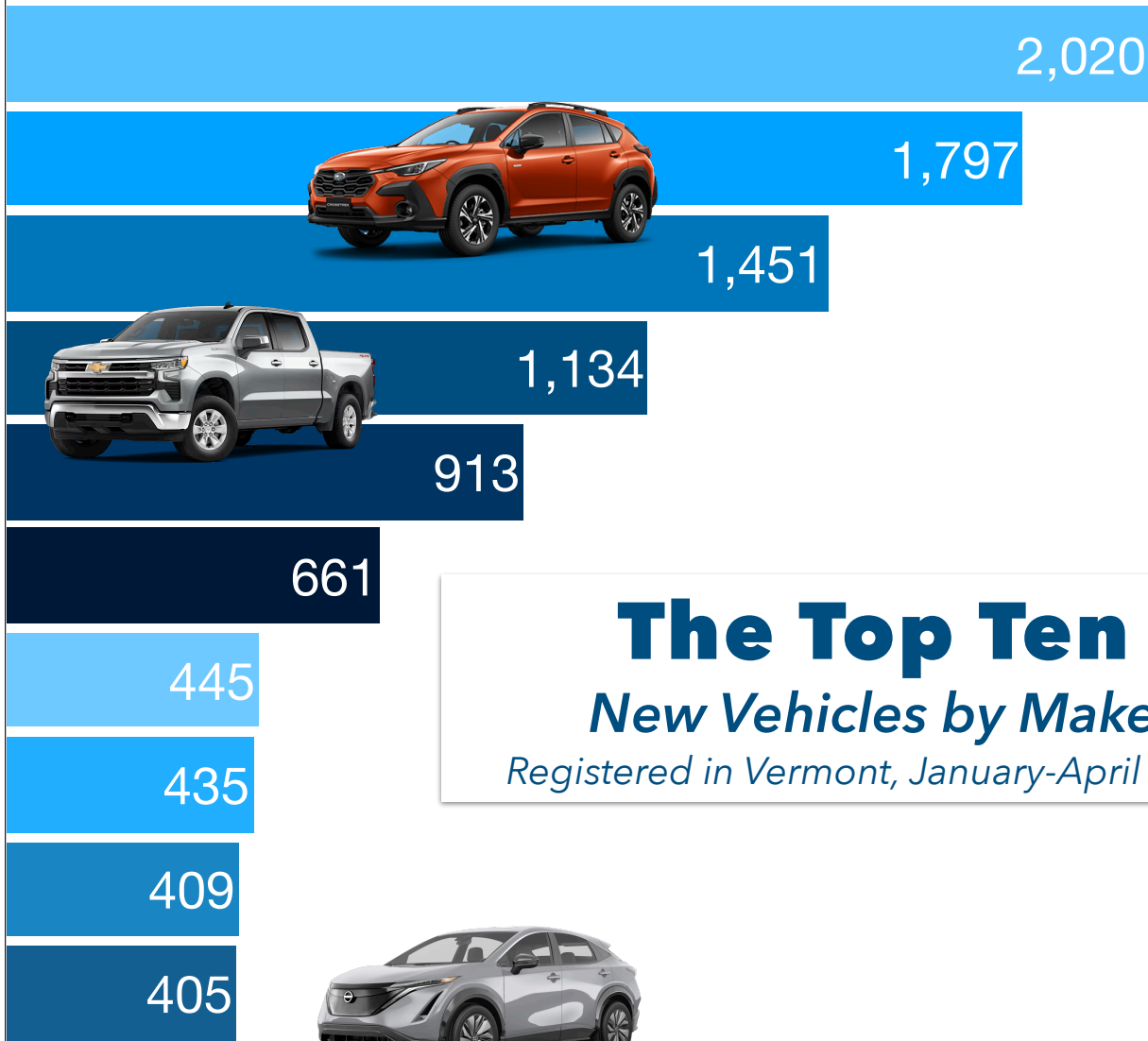
U.S. Sales

Seasonally adjusted annualized rate (SAAR) exceeding 17 million units—a 7.7% increase year over year.

- Sustained tariffs are projected to add \$2,000 to \$12,000 per vehicle—affecting affordability and inventory predictability for our dealerships.
- JD Power estimates a \$2,300 price increase could slash national sales by 1.1 million vehicles per year.



Toyota
Subaru
Ford
Chevrolet
Honda
GMC
Nissan
Hyundai
Mazda
Volkswagen

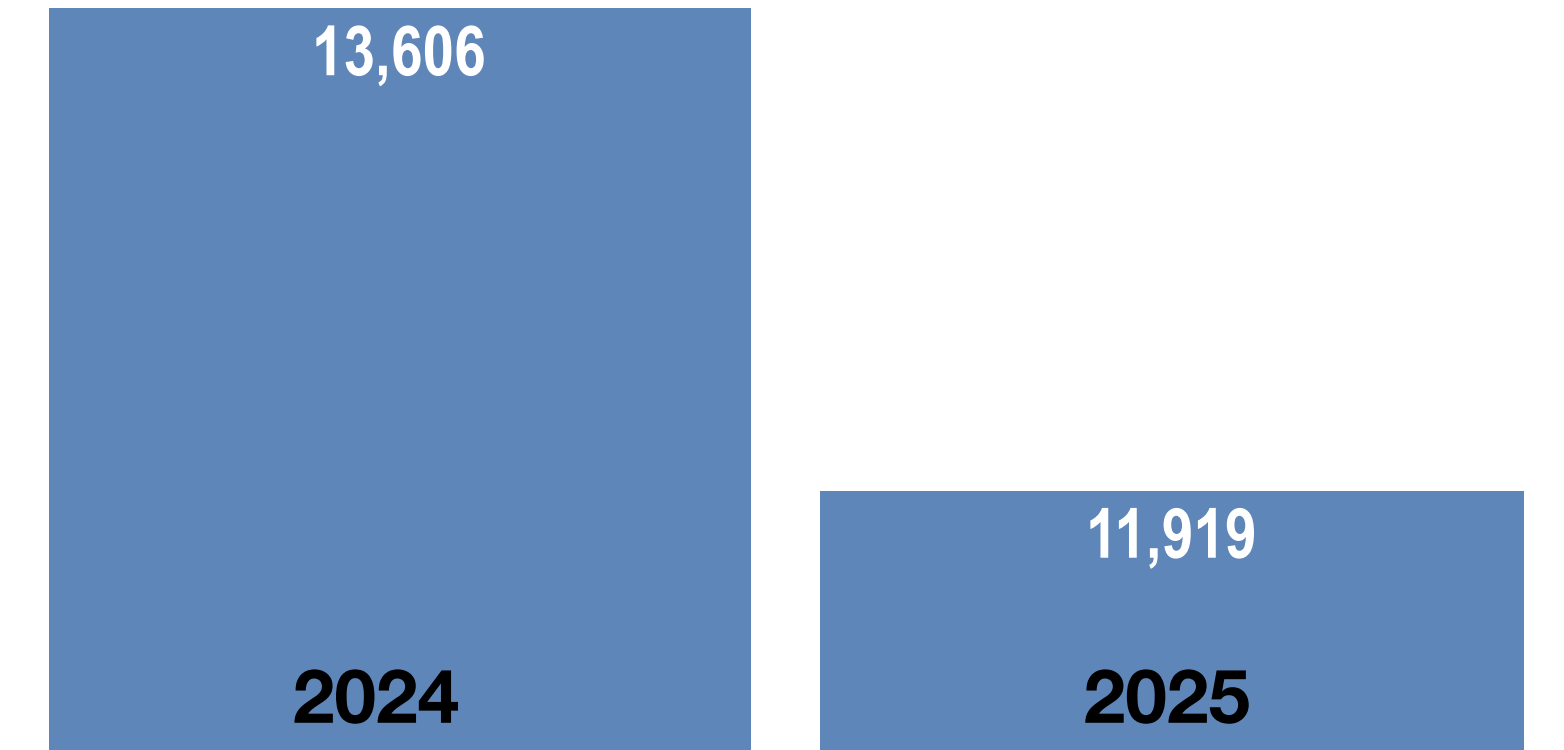


The Top Ten
New Vehicles by Make
Registered in Vermont, January-April 2025



New Vehicles Registered in Vermont

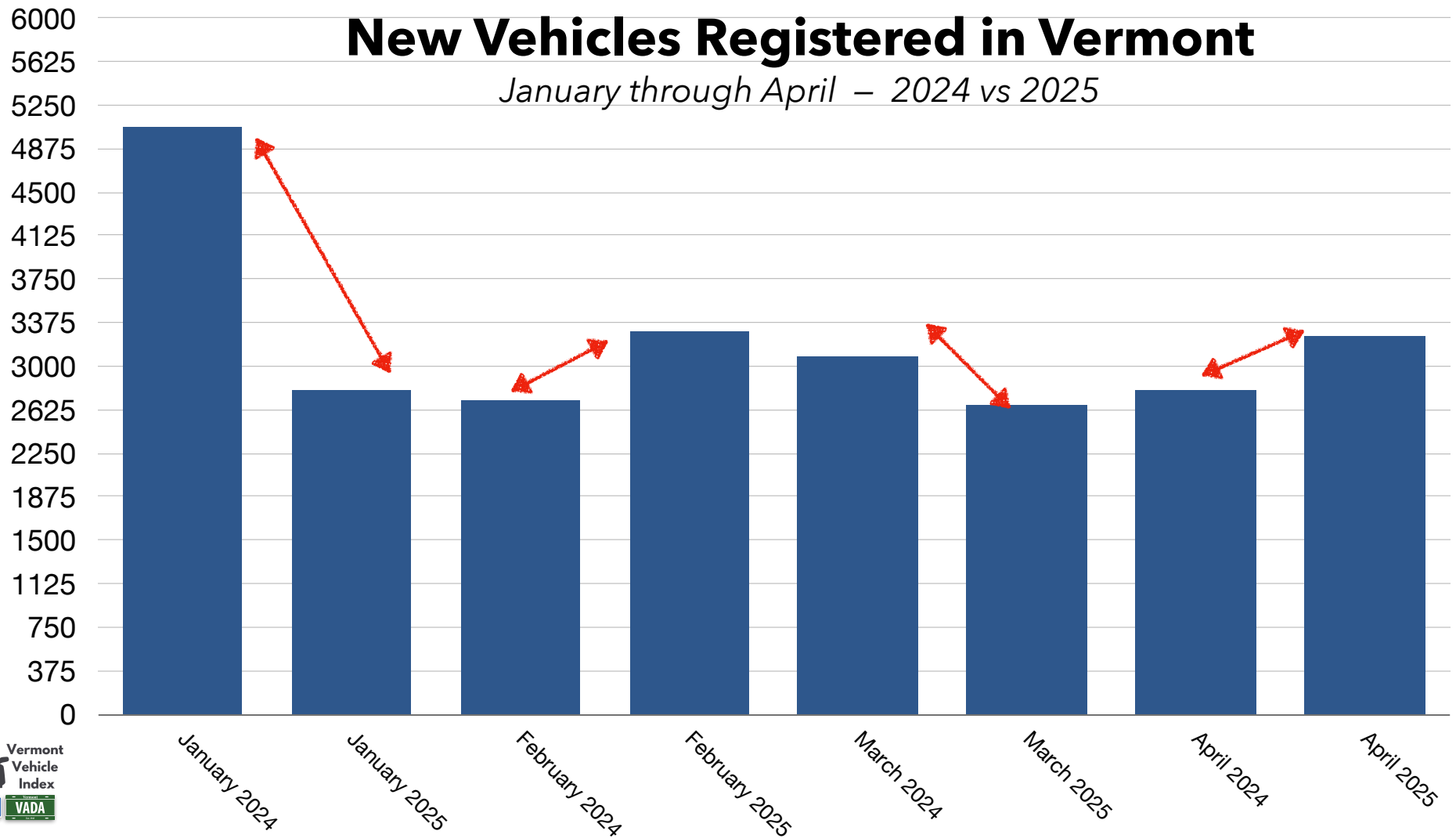
January through April

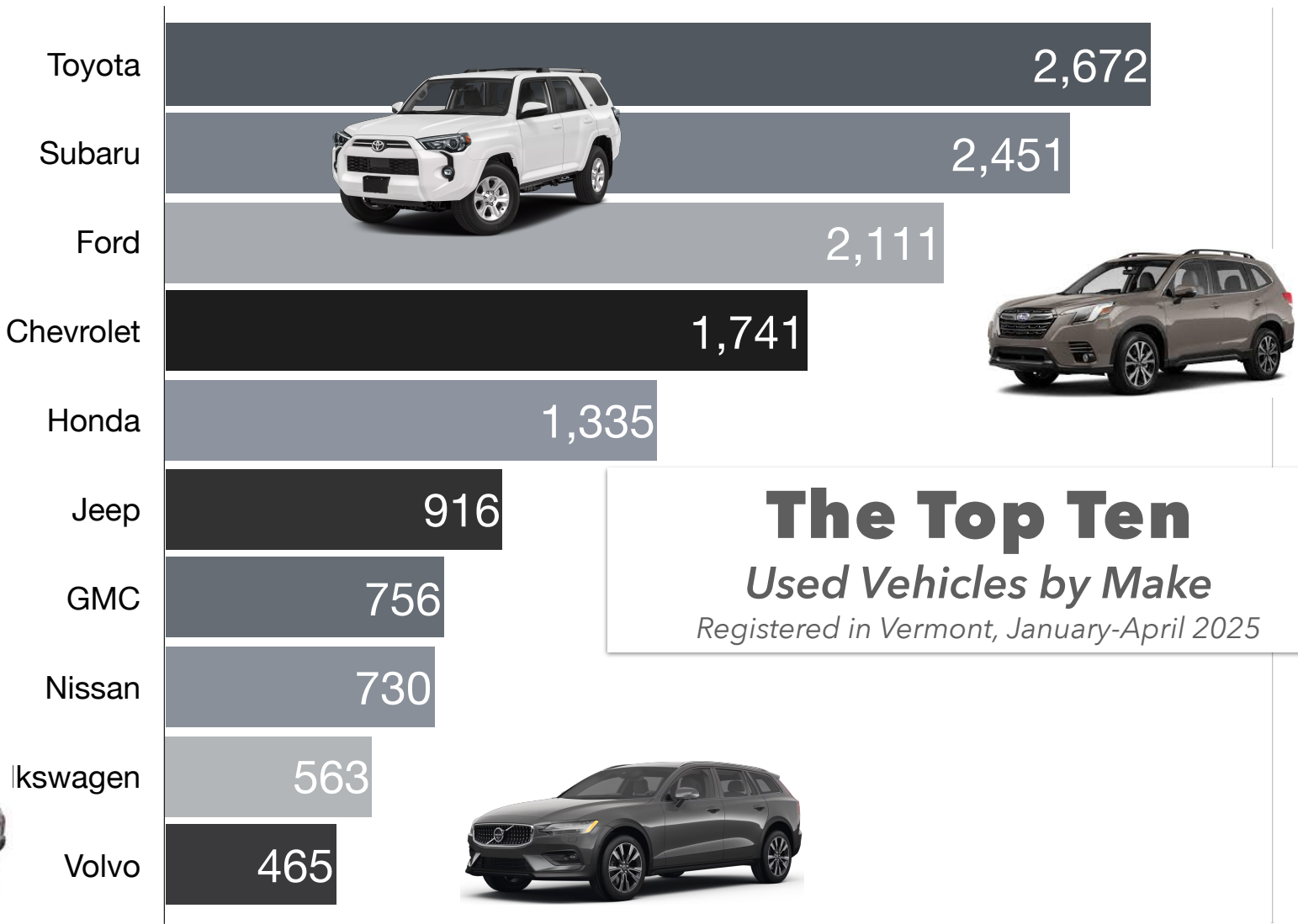


Compared to last year, Vermonters registered *13% fewer new vehicles in the first four months of 2025.*

New Vehicles Registered in Vermont

January through April – 2024 vs 2025





The Top Ten

Used Vehicles by Make

Registered in Vermont, January-April 2025



Used Vehicles Registered in Vermont

January through April 2024 vs 2025

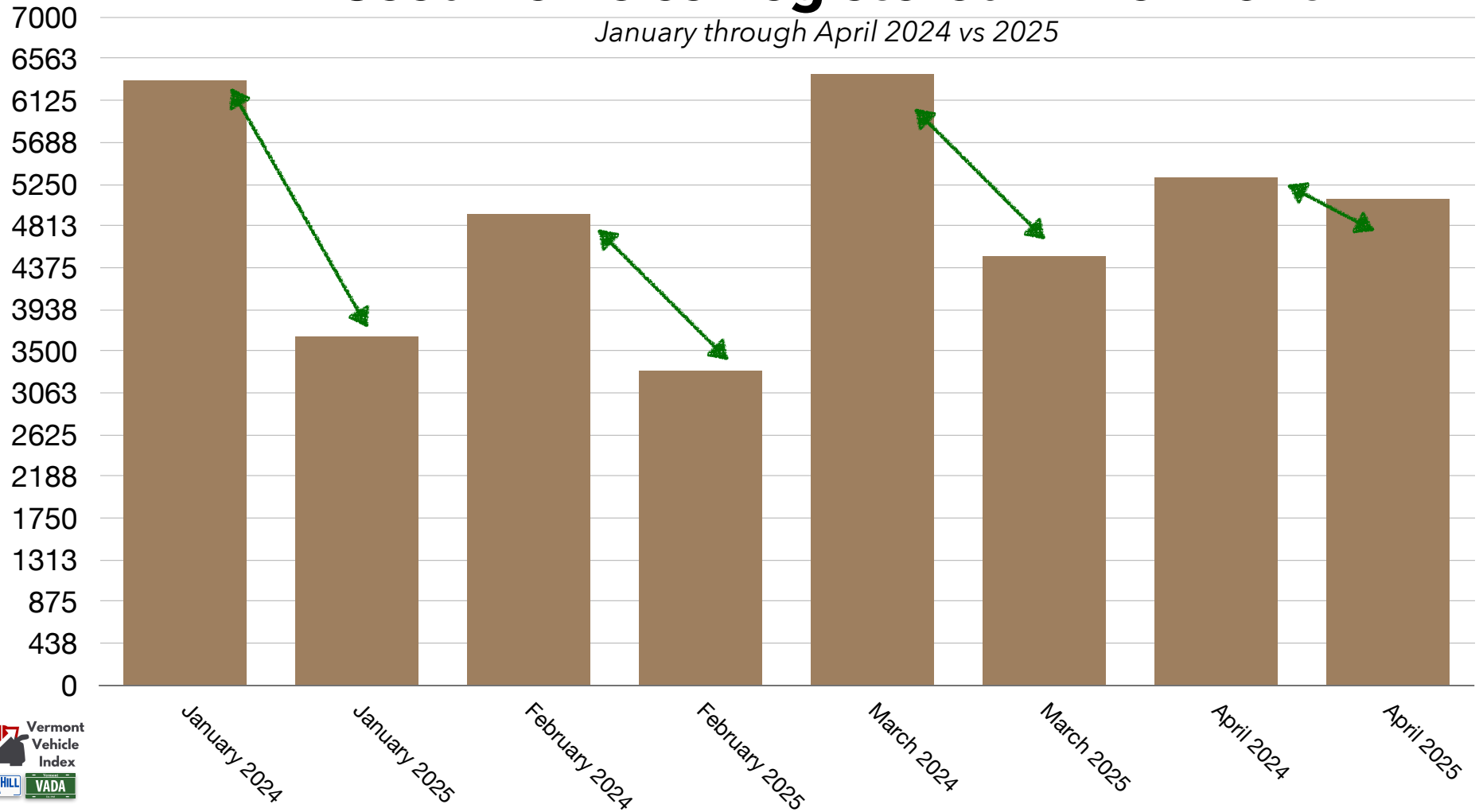
22,986

18,115

Compared to last year, Vermonters registered *21% fewer USED vehicles in the first four months of 2025.*

Used Vehicles Registered in Vermont

January through April 2024 vs 2025



1089

Total New EVs and PHEVs
Registered in Vermont, Jan-Apr 2025



Vermont
Vehicle
Index



Toyota

Hyundai

Nissan

Tesla

Ford

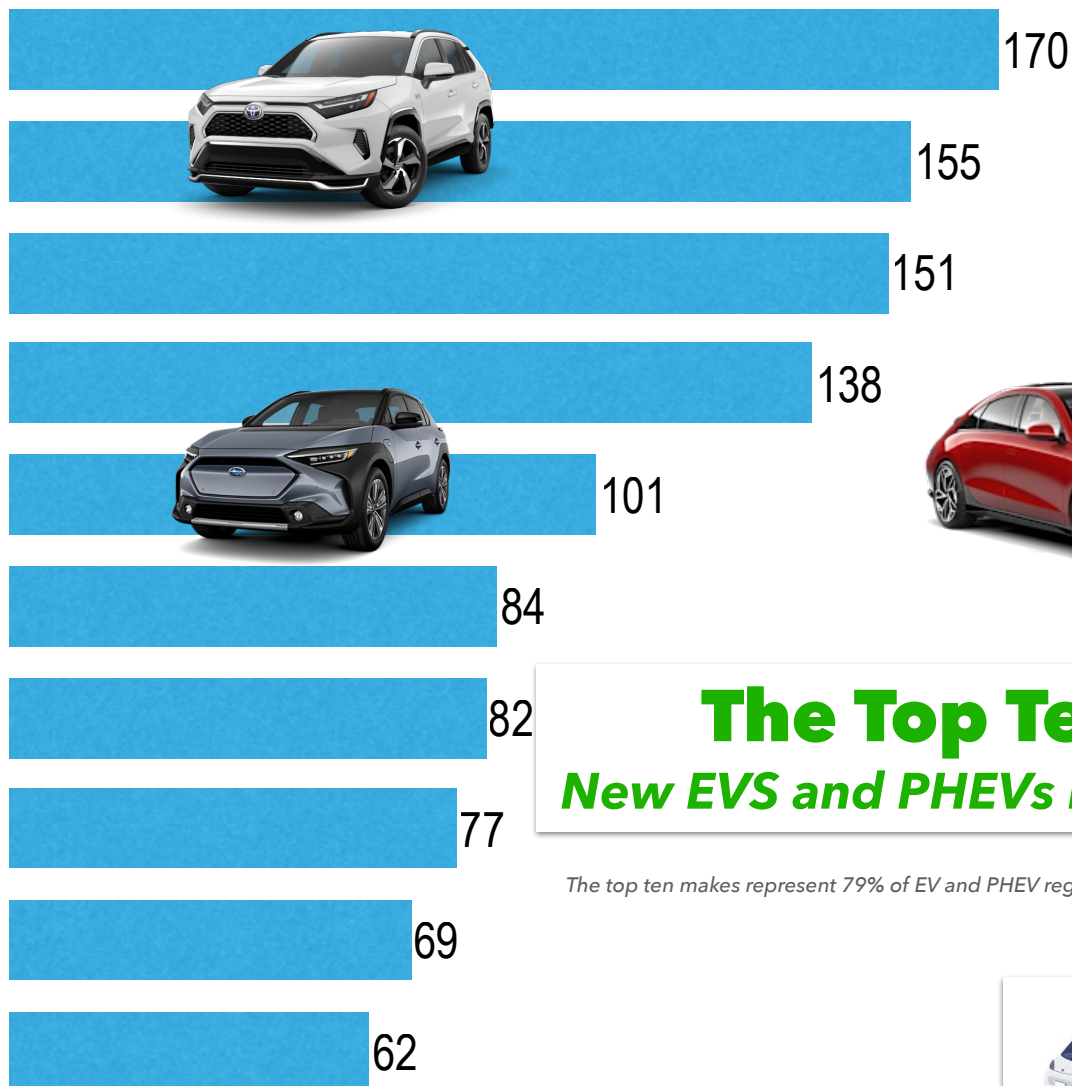
Chevrolet

Volkswagen

Jeep

Kia

Volvo



The Top Ten New EVs and PHEVs by Make

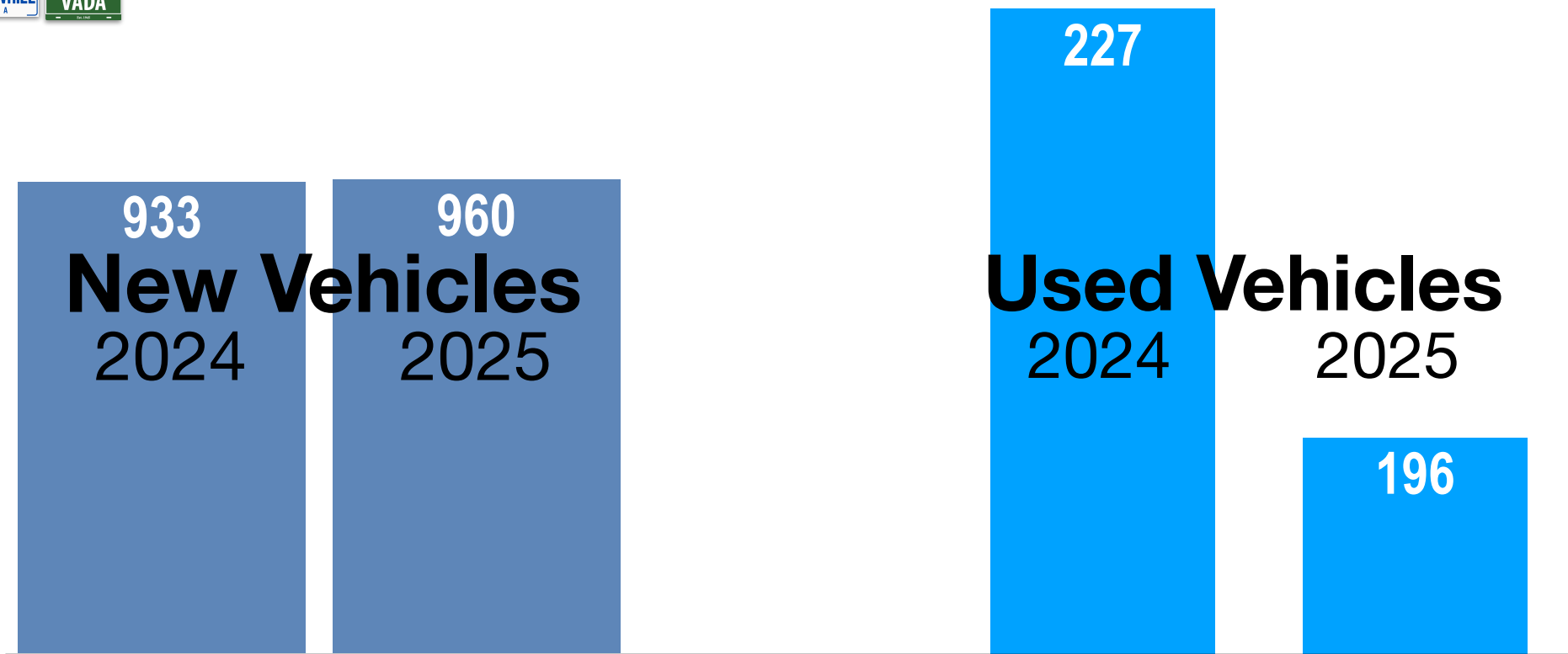
The top ten makes represent 79% of EV and PHEV registrations in Vermont.





New and Used Battery Electric Vehicles

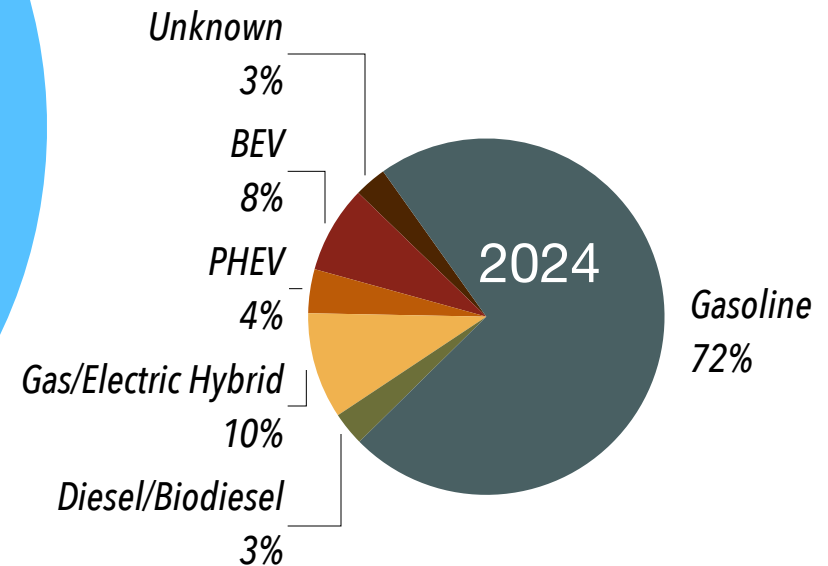
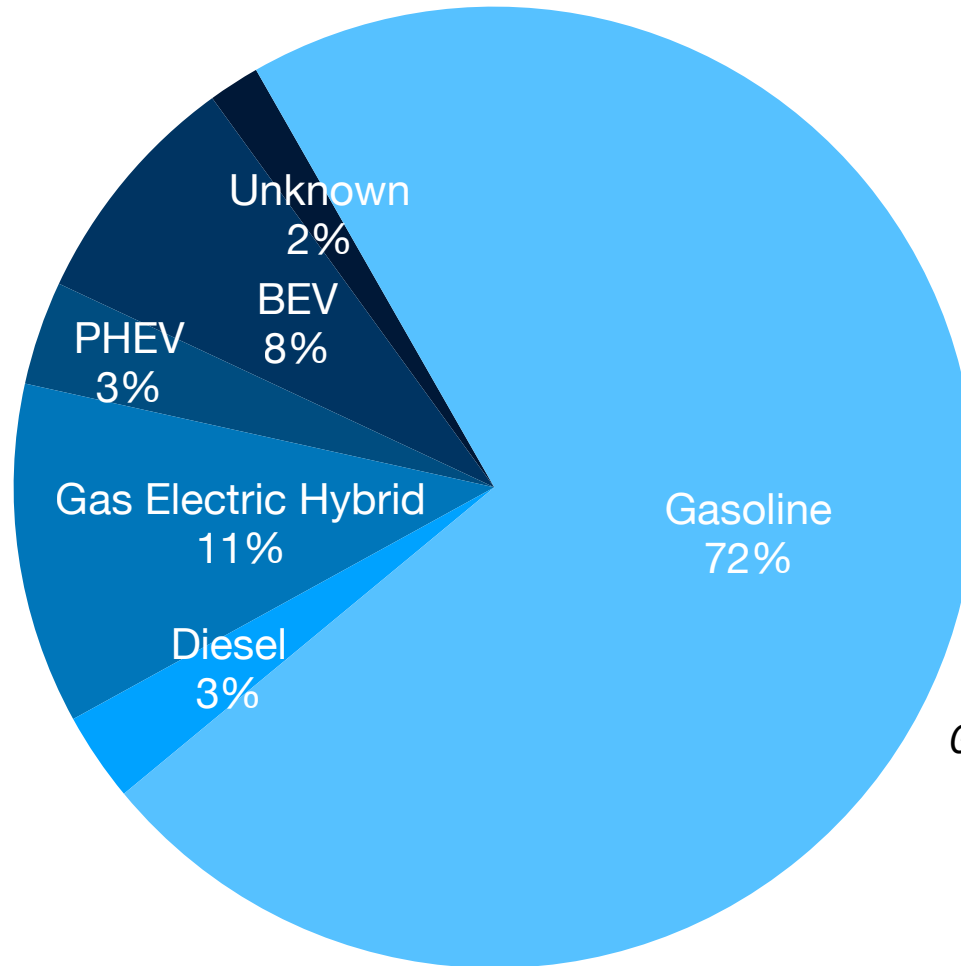
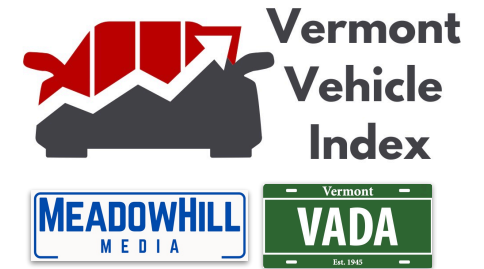
Registered in Vermont January through April 2025



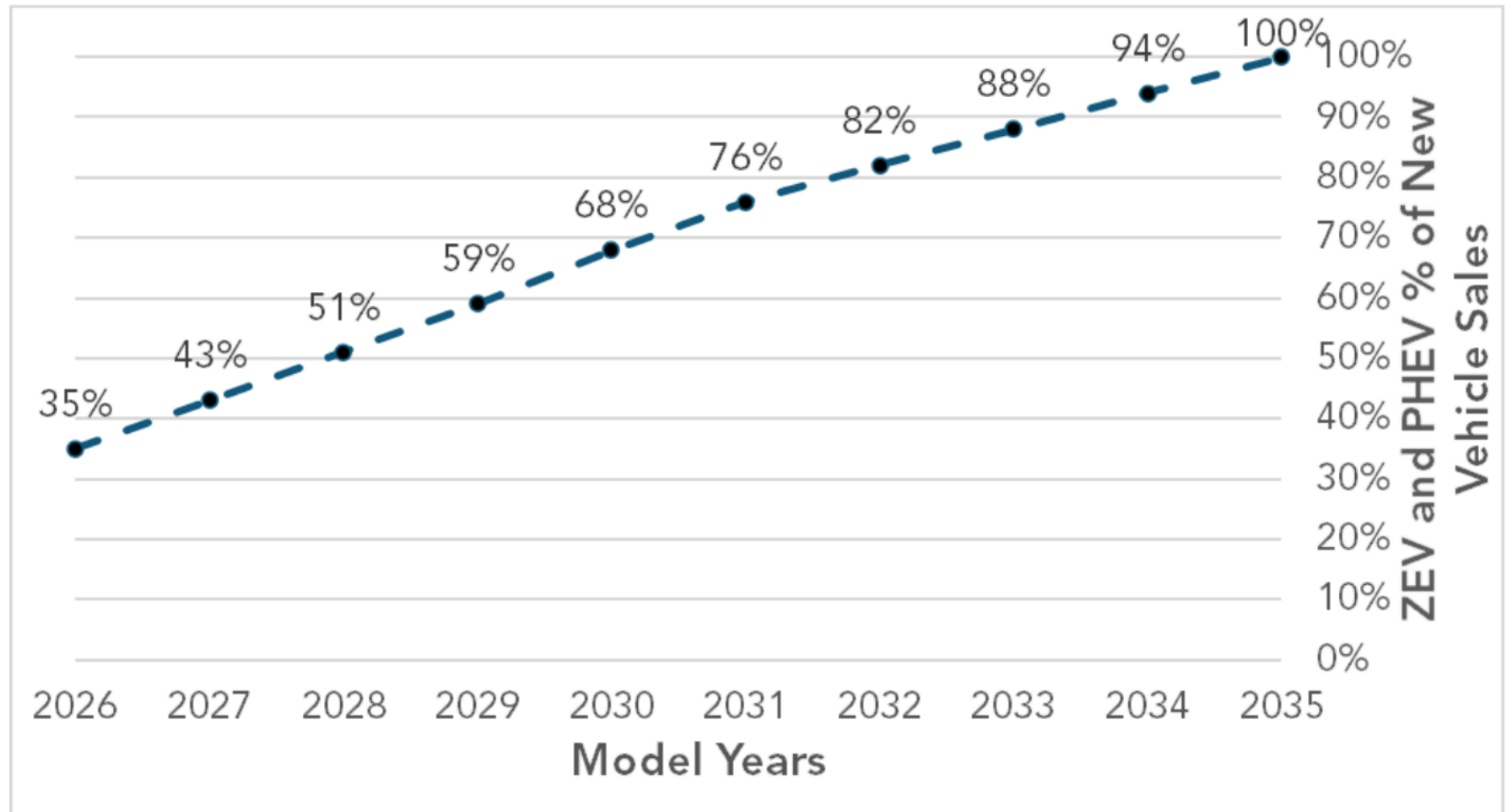
Compared to Jan-Apr 2024, Vermonters registered 2.9% more new BEV's and 13.7% fewer used BEV's.

New Vehicle Registrations in Vermont by Fuel Type

January-April 2025

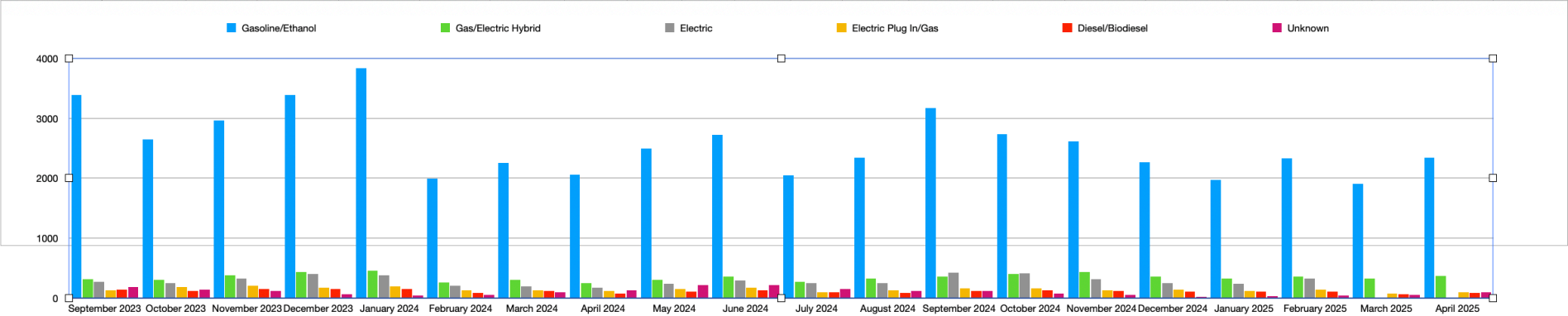


Advanced Clean Cars II



Source: <https://ww2.arb.ca.gov/sites/default/files/barcu/regact/2022/accii/appa5.pdf>

NEW LIGHT DUTY VEHICLES REGISTERED IN VT BY FUEL TYPE																					
	September 2023	October 2023	November 2023	December 2023	January 2024	February 2024	March 2024	April 2024	May 2024	June 2024	July 2024	August 2024	September 2024	October 2024	November 2024	December 2024	January 2025	February 2025	March 2025	April 2025	TOTALS
Gasoline/Ethanol	3385	2647	2967	3388	3835	1989	2258	2055	2499	2727	2047	2341	3172	2733	2612	2265	1968	2331	1906	2339	47,219
Gas/Electric Hybrid	311	300	382	433	457	261	304	250	304	357	266	320	356	403	428	357	328	353	318	364	6,170
Electric	267	246	323	398	376	201	187	171	237	287	247	244	416	411	317	250	235	327	165	229	5,140
Electric Plug In/Gas	125	179	205	175	194	122	126	115	145	172	92	126	161	158	131	138	115	137	67	98	2,616
Diesel/Biodiesel	138	113	146	150	151	78	113	70	103	124	94	87	118	131	115	103	105	105	60	86	2,044
Unknown	182	132	116	63	44	45	93	129	208	209	148	114	117	68	47	22	26	43	46	90	1,806
TOTALS	4408	3617	4139	4607	5057	2696	3081	2790	3496	3876	2894	3232	4340	3904	3650	3135	2777	3296	2562	3206	64,995



2024 TOTALS		
GASOLINE	30,533	72%
GAS ELECTRIC HYBRID	4,063	10%
BEV	3,344	8%
PHEV	1,680	4%
Diesel/Biodiesel	1,287	3%
Unknown	1,244	3%
2024 TOTAL	42,151	100%

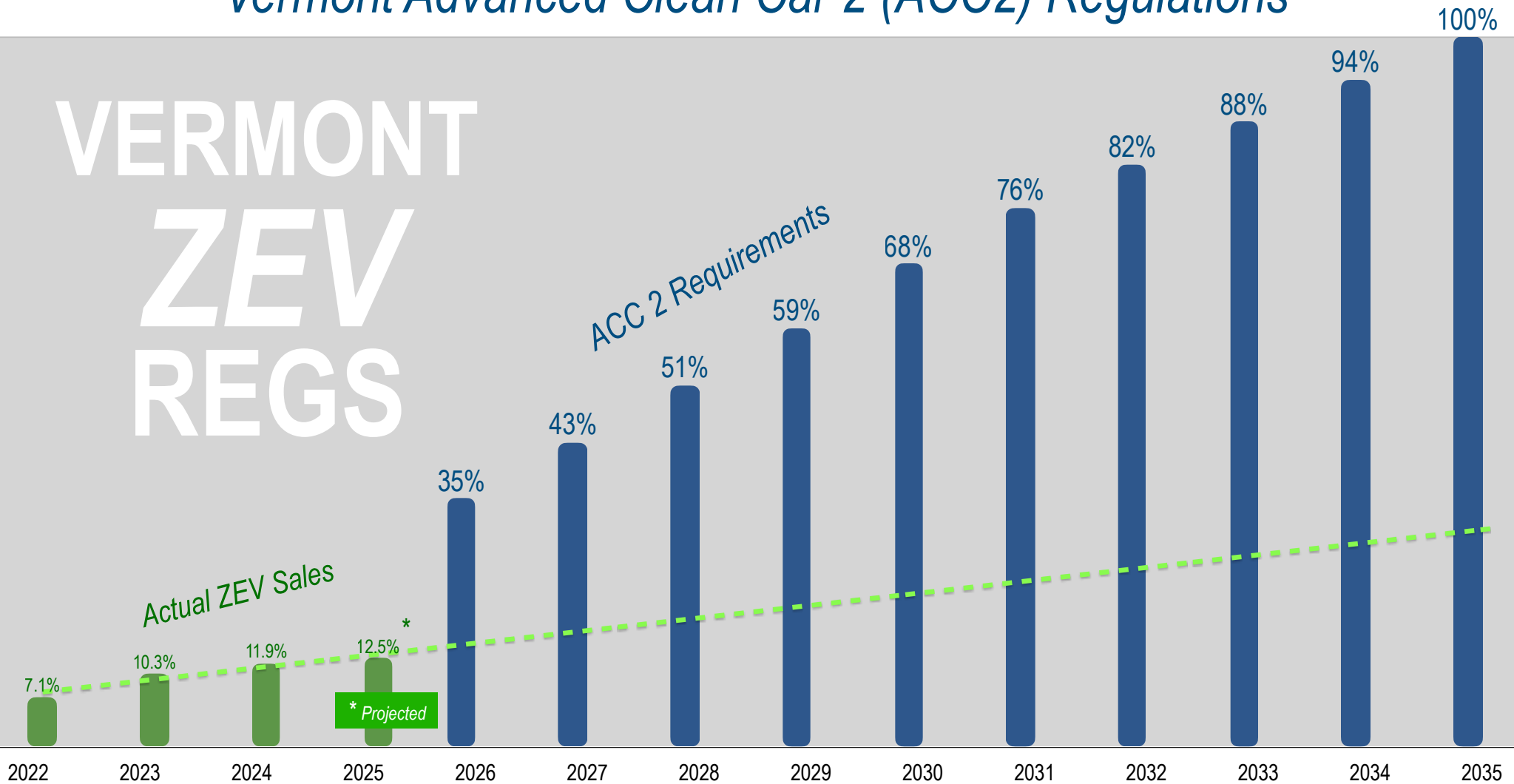
2025 ESTIMATES		
GASOLINE	25,836	72%
GAS ELECTRIC HYBRID	4,101	11%
BEV	2,880	8%
PHEV	1,251	3%
Diesel/Biodiesel	1,071	3%
Unknown	618	2%
PROJECTED TOTAL	35,757	100%



On track for a 15% decrease

Vermont Advanced Clean Car 2 (ACC2) Regulations

VERMONT ZEV REGS



Vermont Advanced Clean Truck Regulation (ACT)



Model Year	Class 2b-3	Class 4-8	Class 7-8 Tractors
2026	10%	13%	10%
2027	15%	20%	15%
2028	20%	30%	20%
2029	25%	40%	25%
2030	30%	50%	30%
2031	35%	55%	35%
2032	40%	60%	40%
2033	45%	65%	40%
2034	50%	70%	40%
2035+	55%	75%	40%

Class 1 - 6,000 lbs & Less



Class 2 - 6,001 to 10,000 lbs



Class 3 - 10,001 to 14,000 lbs



Class 4 - 14,001 to 16,000 lbs



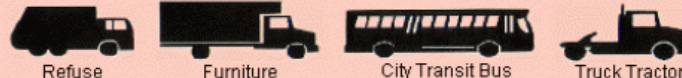
Class 5 - 16,001 to 19,500 lbs



Class 6 - 19,501 to 26,000 lbs



Class 7 - 26,001 to 33,000 lbs



Class 8 - 33,001 lbs & Over





2025

2026

2027

2028

2029

2030



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