



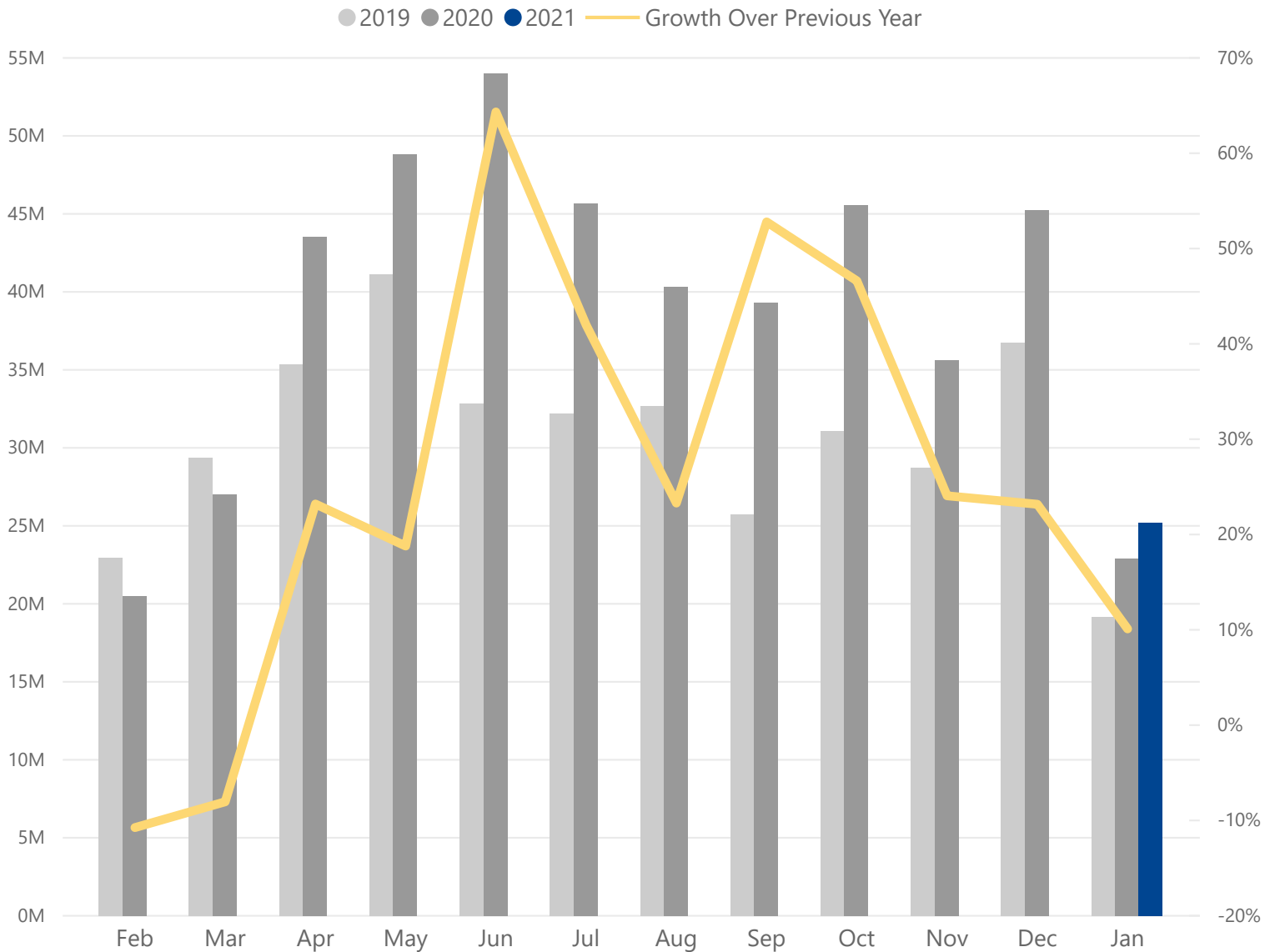
# Constellation Tractor Market Update

Constellation Dealership Software companies, Ideal, Charter, and c-Systems, have developed the largest database of dealership transactional sales, inventory position and task completion information in the outdoor power equipment (OPE) market. Drawing from over 1,500 dealers on a nightly basis, this data warehouse is the largest, most accurate source for dealership and market year-over-year trending information in the industry.

<b>Tractor</b> Market	<b>1031</b> Dealer Count	<b>0.1M</b> New Wholegood Units	<b>1.0bn</b> Total Sales
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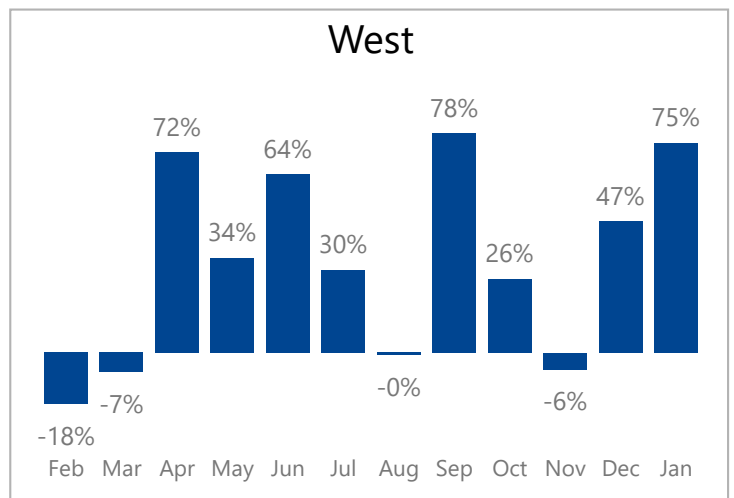
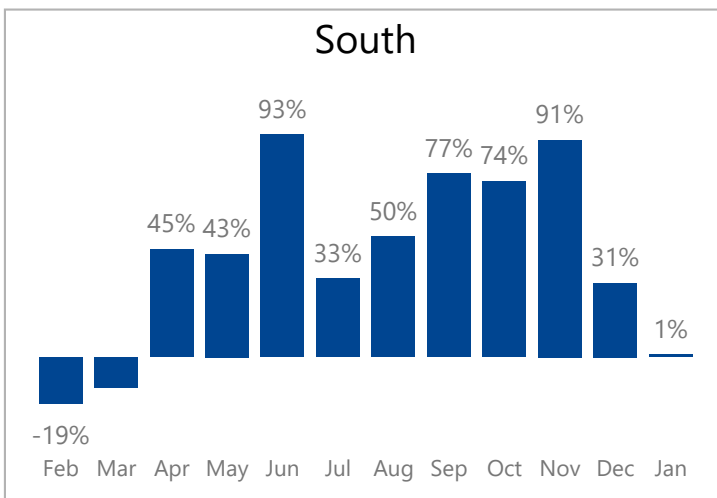
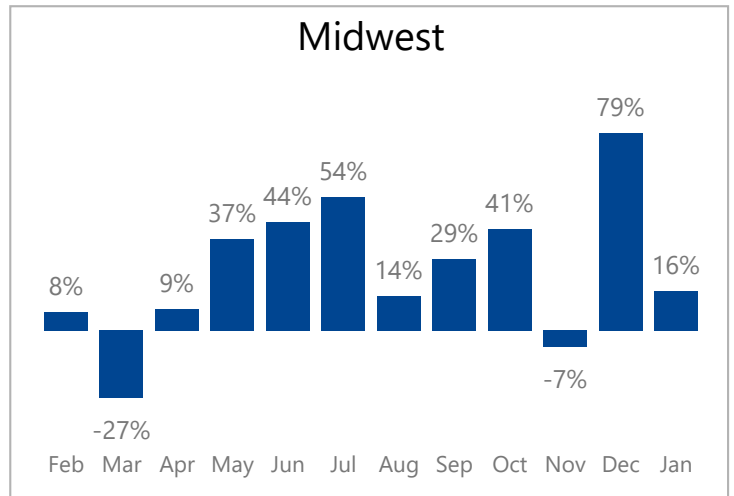
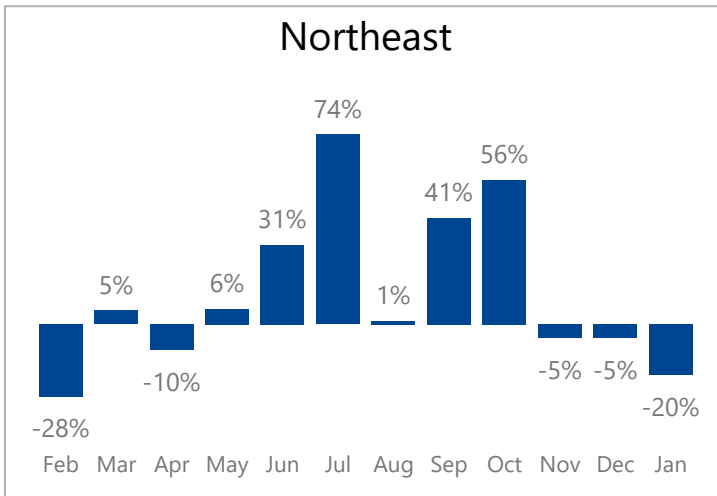
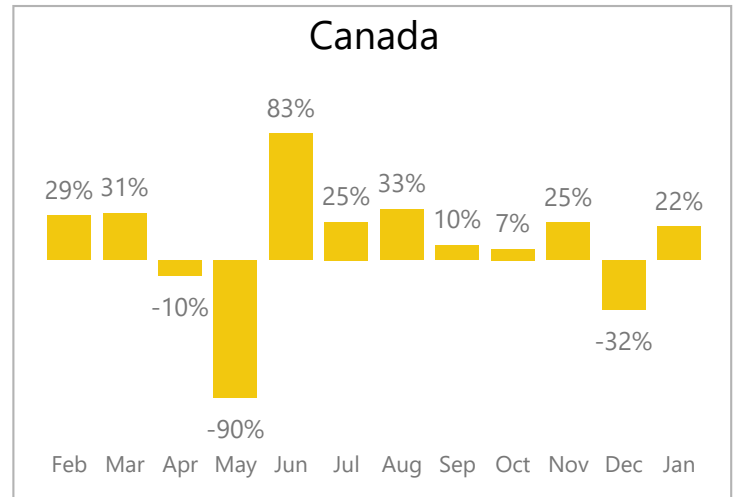
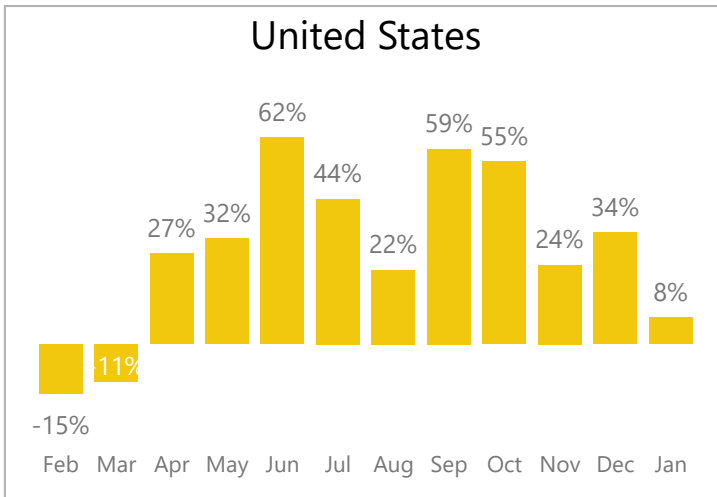
- The report is based on a group of dealers who have reported their data over the previous three years. The dealer count, wholegood unit sale count, and total sales numbers above show the actual number of dealers and total sales being analyzed.
- The graph and analysis on the following pages is based on a smaller “same store” group of dealers who have submitted data each month for three years in a row.
- The report is showing data from combined sales of parts in all departments, wholegood sales and service repairs.
- The report is showing a year over year average with a yellow line indicating the current year performance over the previous year.

## Monthly Revenue and Growth Over Previous Year 257 Same Store Tractor Dealers

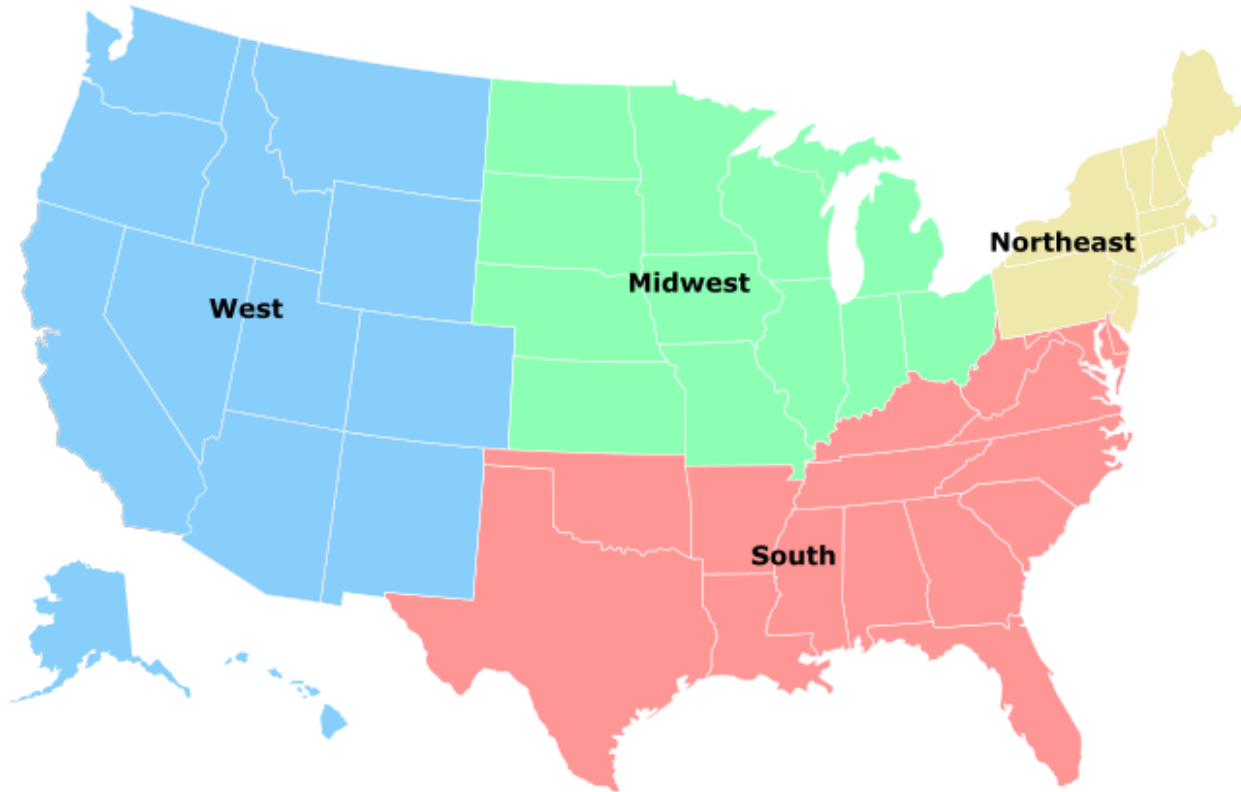


Year	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
2019	23M	29M	35M	41M	33M	32M	33M	26M	31M	29M	37M	19M
2020	20M	27M	44M	49M	54M	46M	40M	39M	46M	36M	45M	23M
2021												25M
	-11%	-8%	23%	19%	64%	42%	23%	53%	47%	24%	23%	10%

## Monthly Revenue Growth By Region



## Regions



Information is also available on: [www.constellationdealer.com/ope-market-update/](http://www.constellationdealer.com/ope-market-update/)

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