

**CONSTELLATION**  
DEALER INSIGHTS

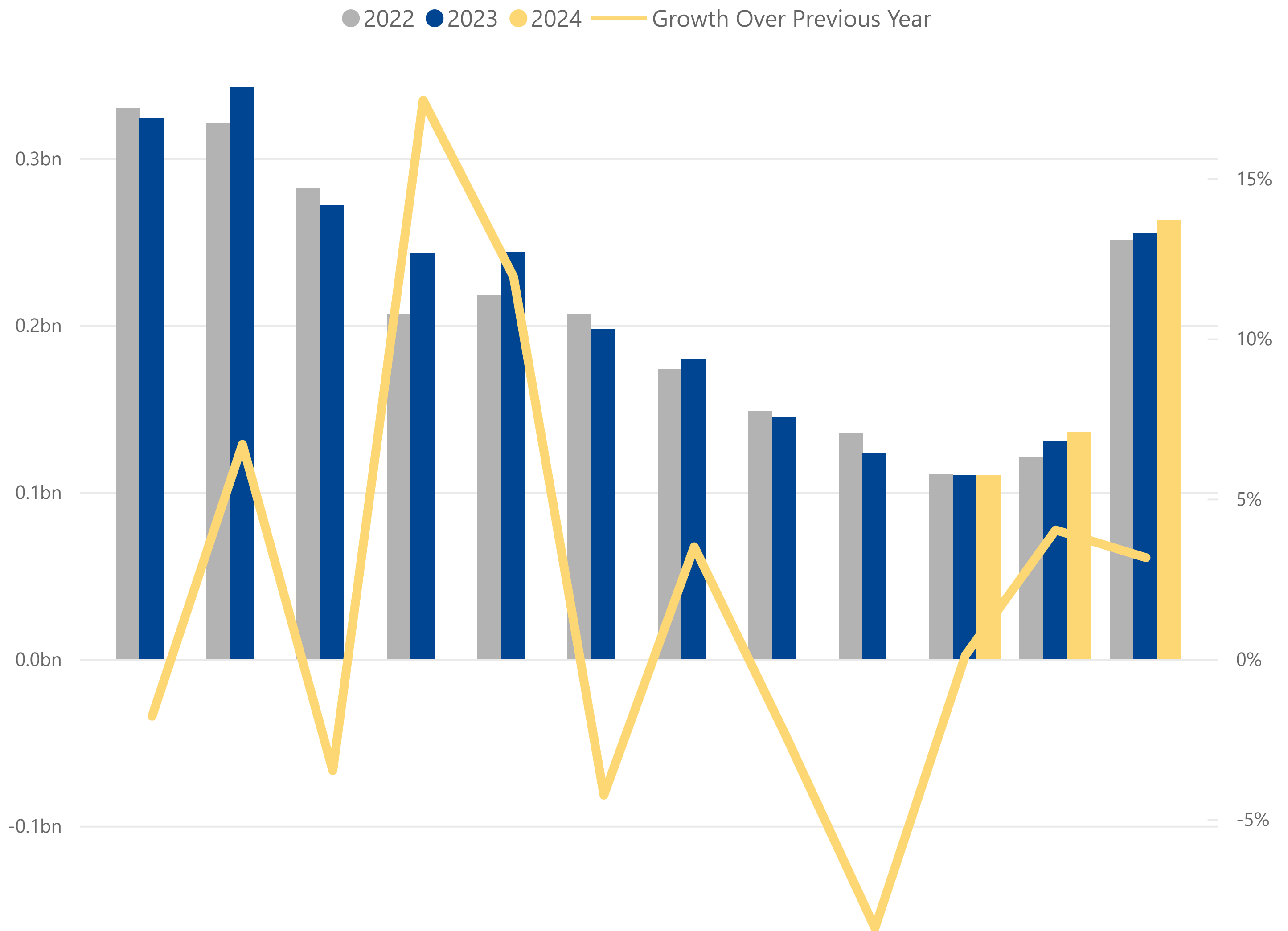
# Constellation OPE Market Update

Constellation Dealership Software companies, Ideal, Charter, and c-Systems, have developed the largest database of dealership transactional sales, inventory position and task completion information. Drawing from over 1,700 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>OPE</b> Market	<b>1,095</b> Dealer Count	<b>3M</b> New Wholegood Units	<b>6bn</b> Total Sales \$
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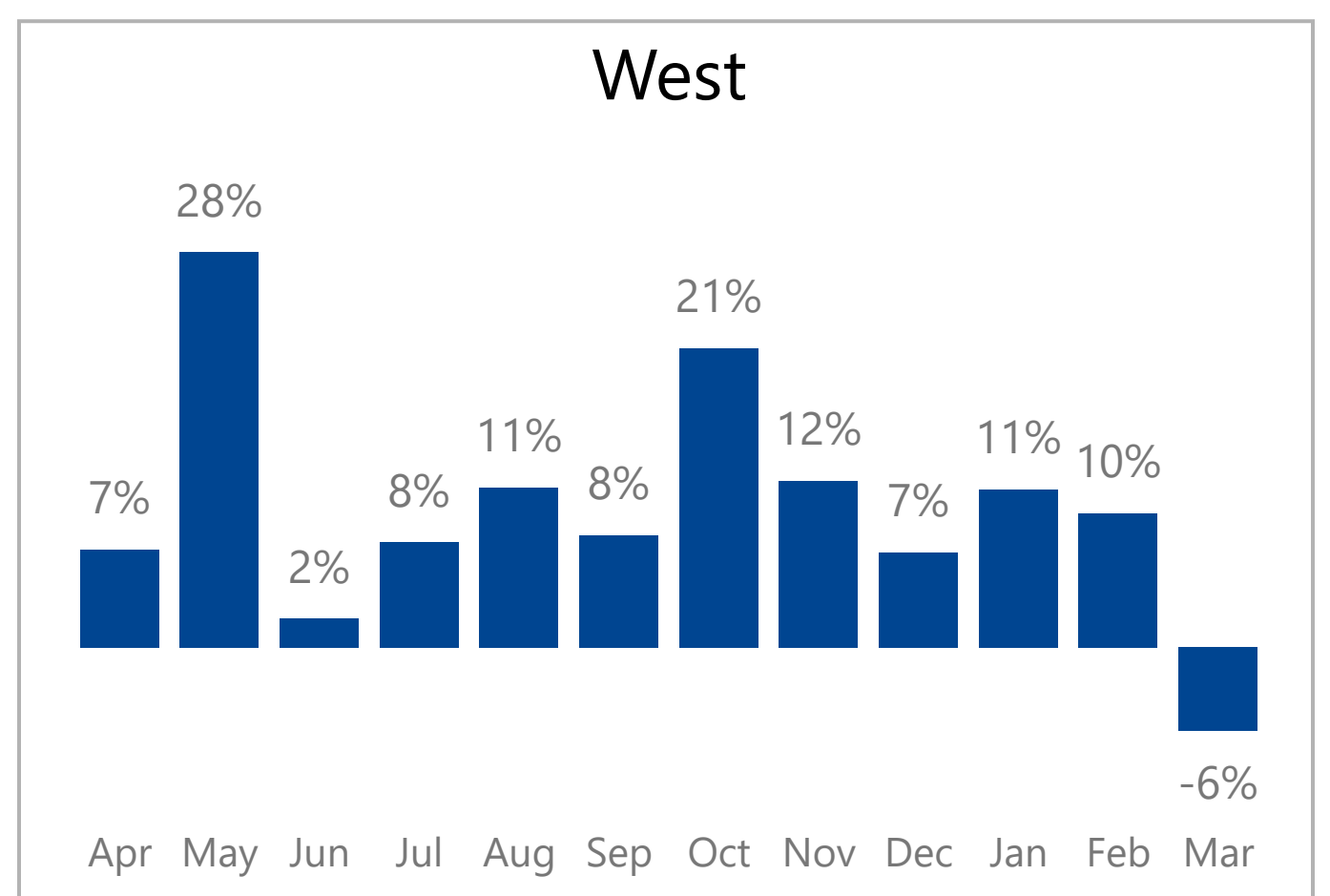
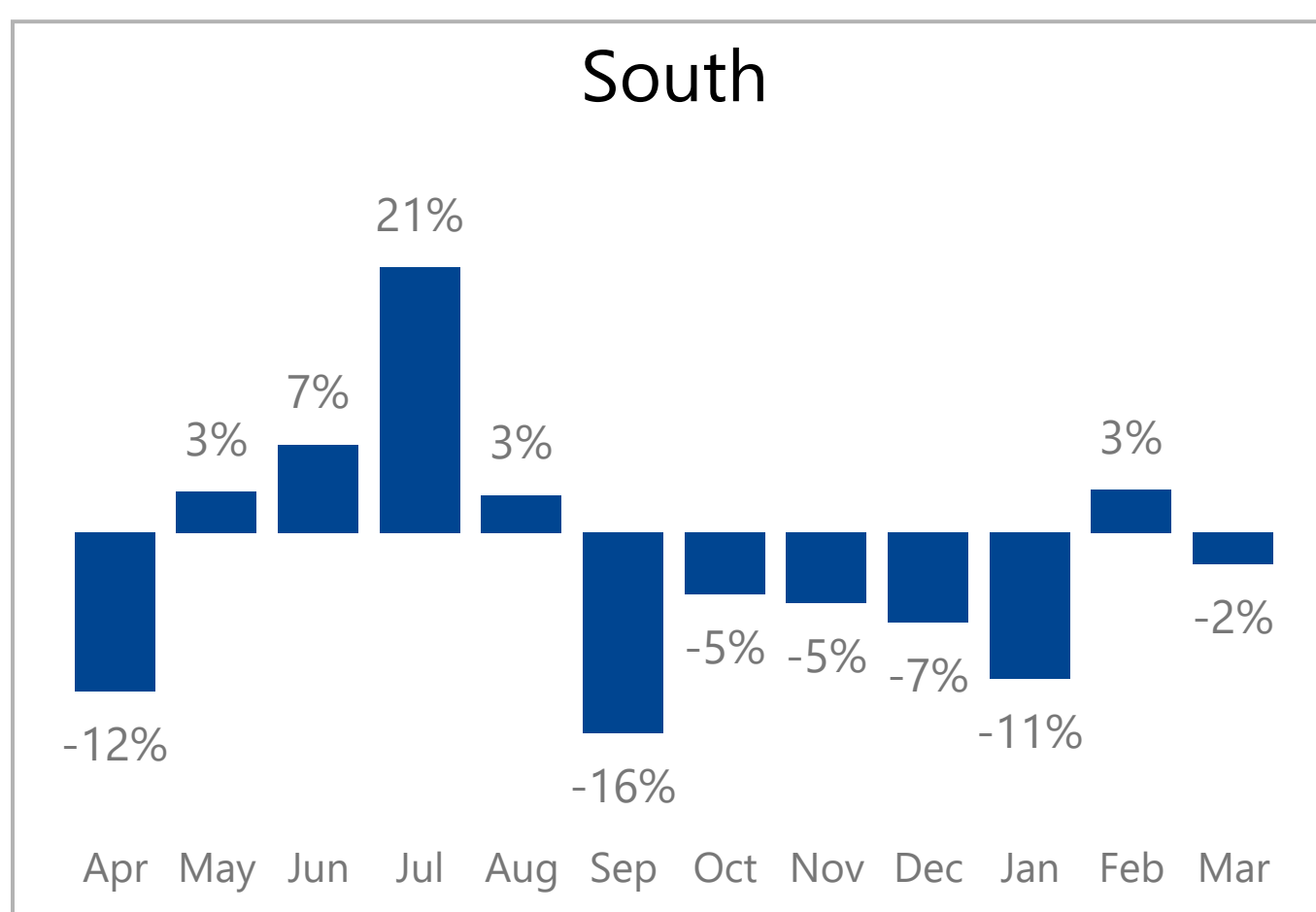
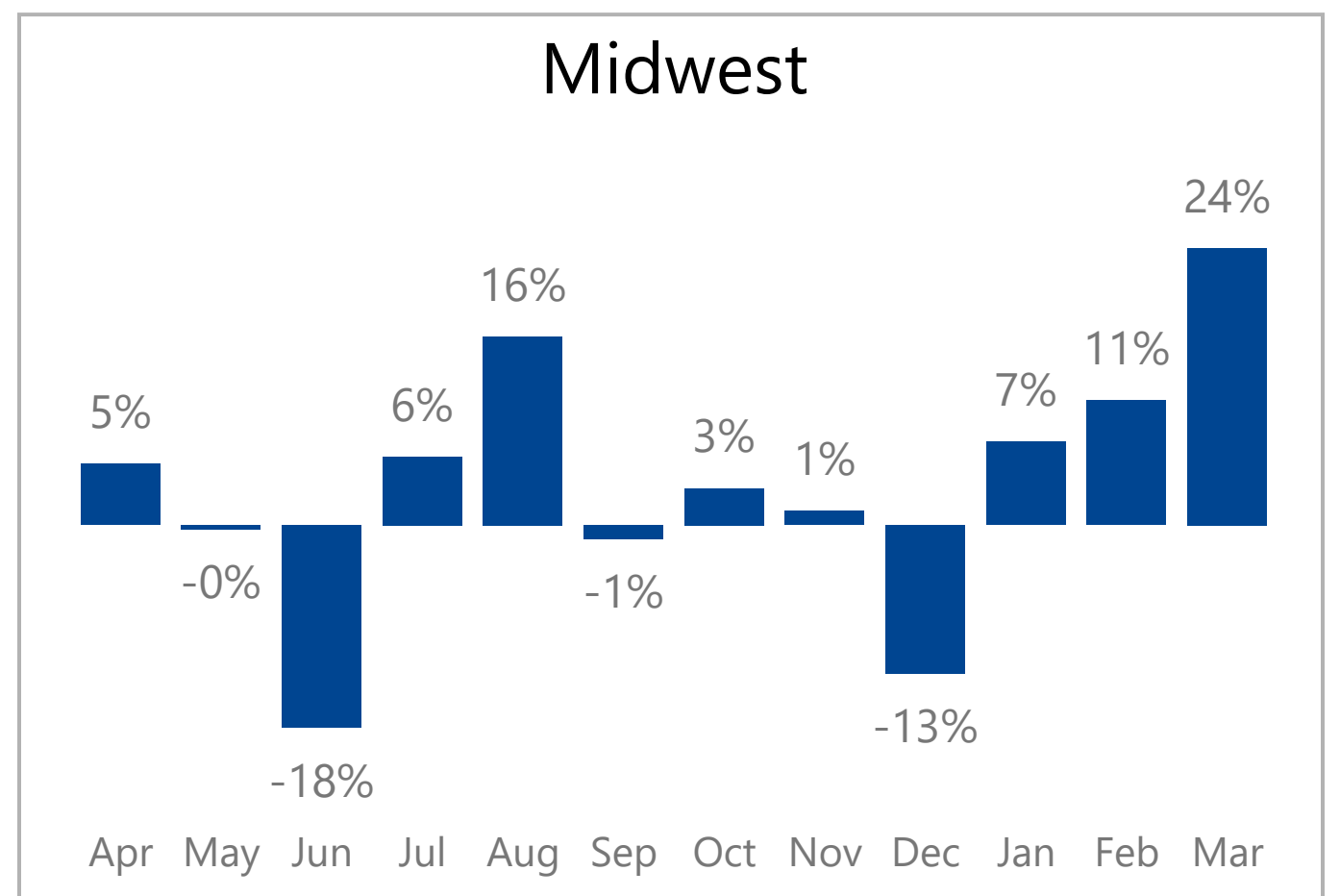
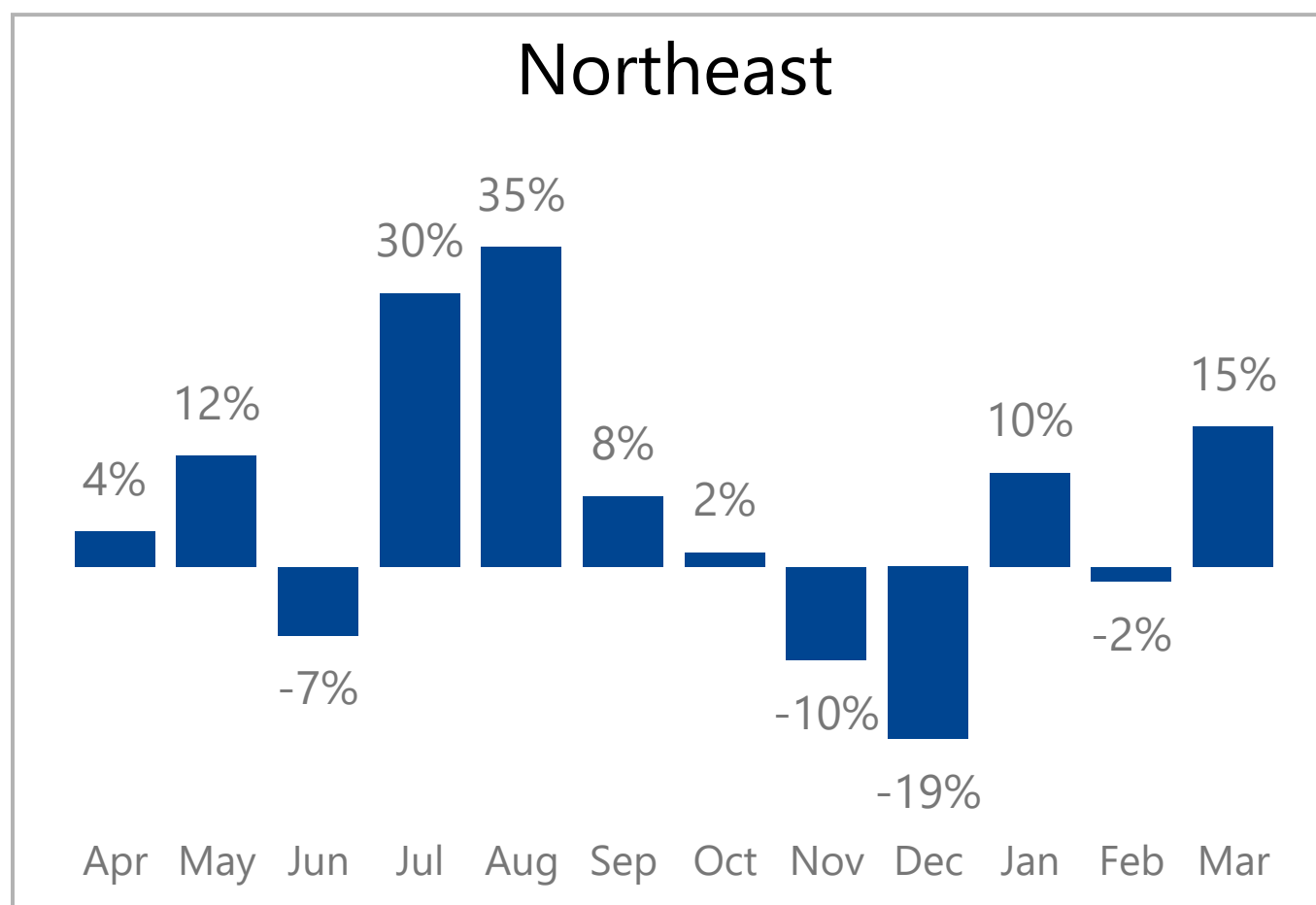
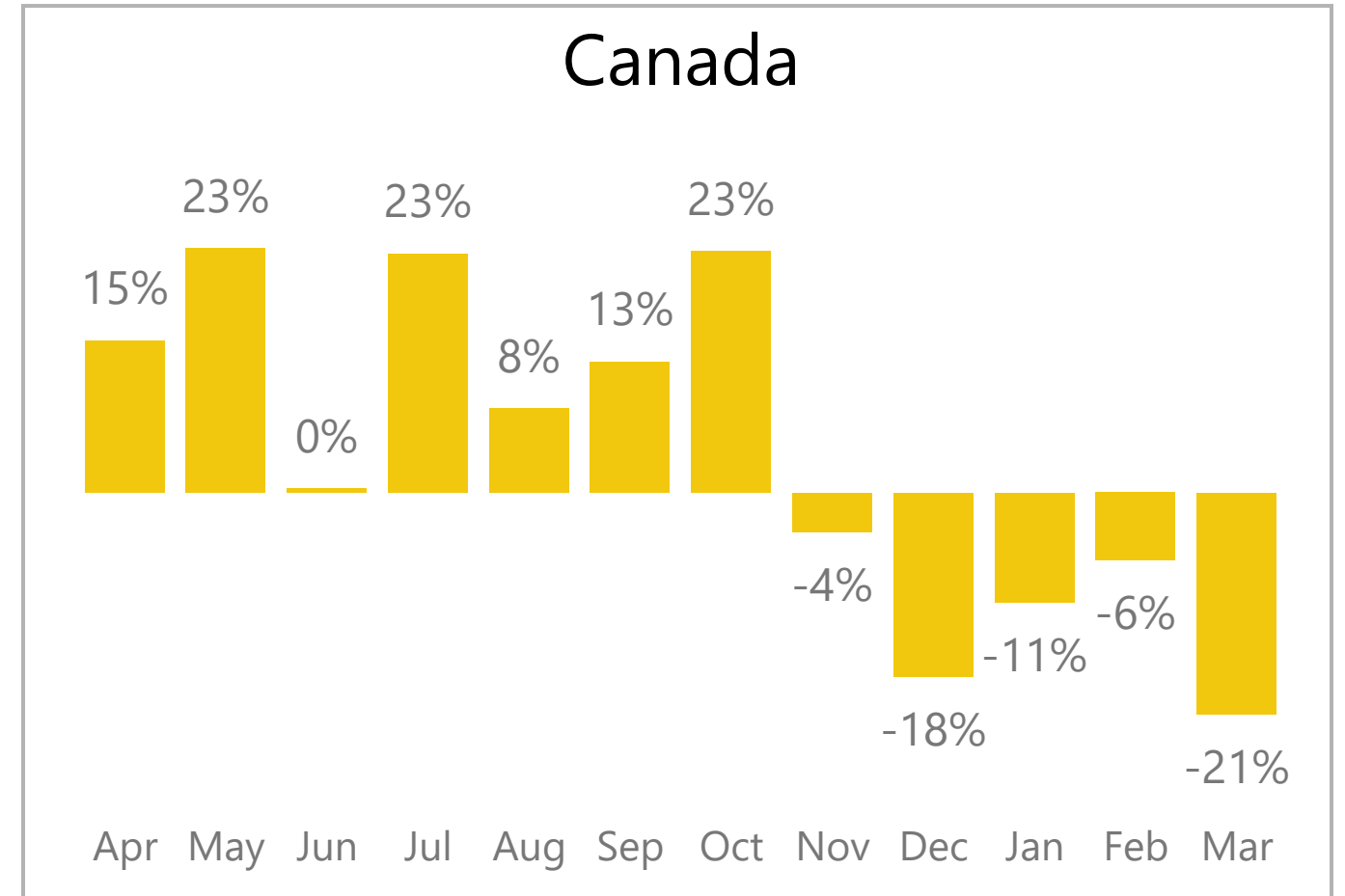
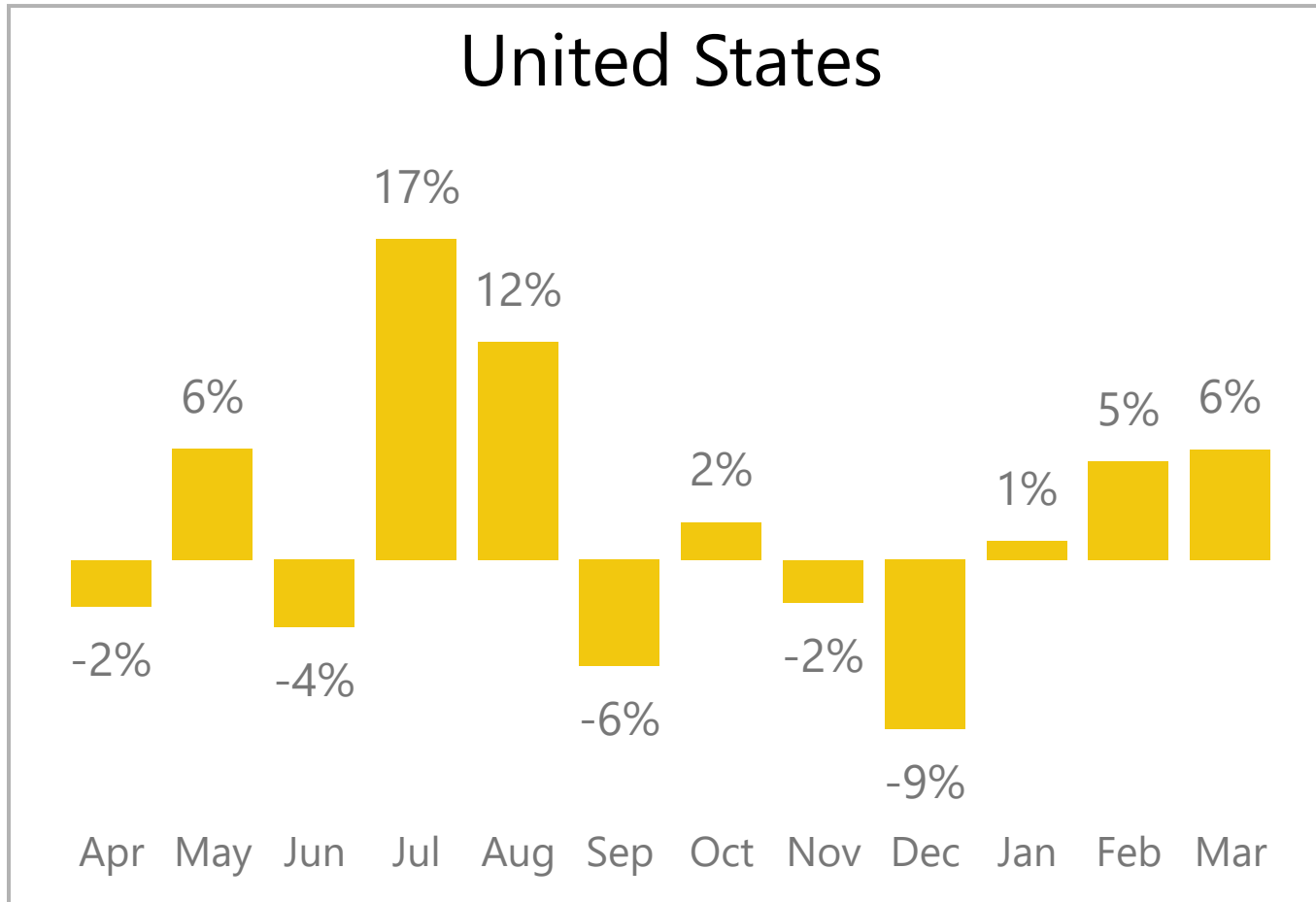
- The report is based on a group of dealers who have reported their data over the previous three years. The dealer count, wholegood unit sale count, and total sales numbers above show the actual number of dealers and total sales being analyzed.
- The graph and analysis on the following pages is based 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 1095 Same Store OPE Dealers

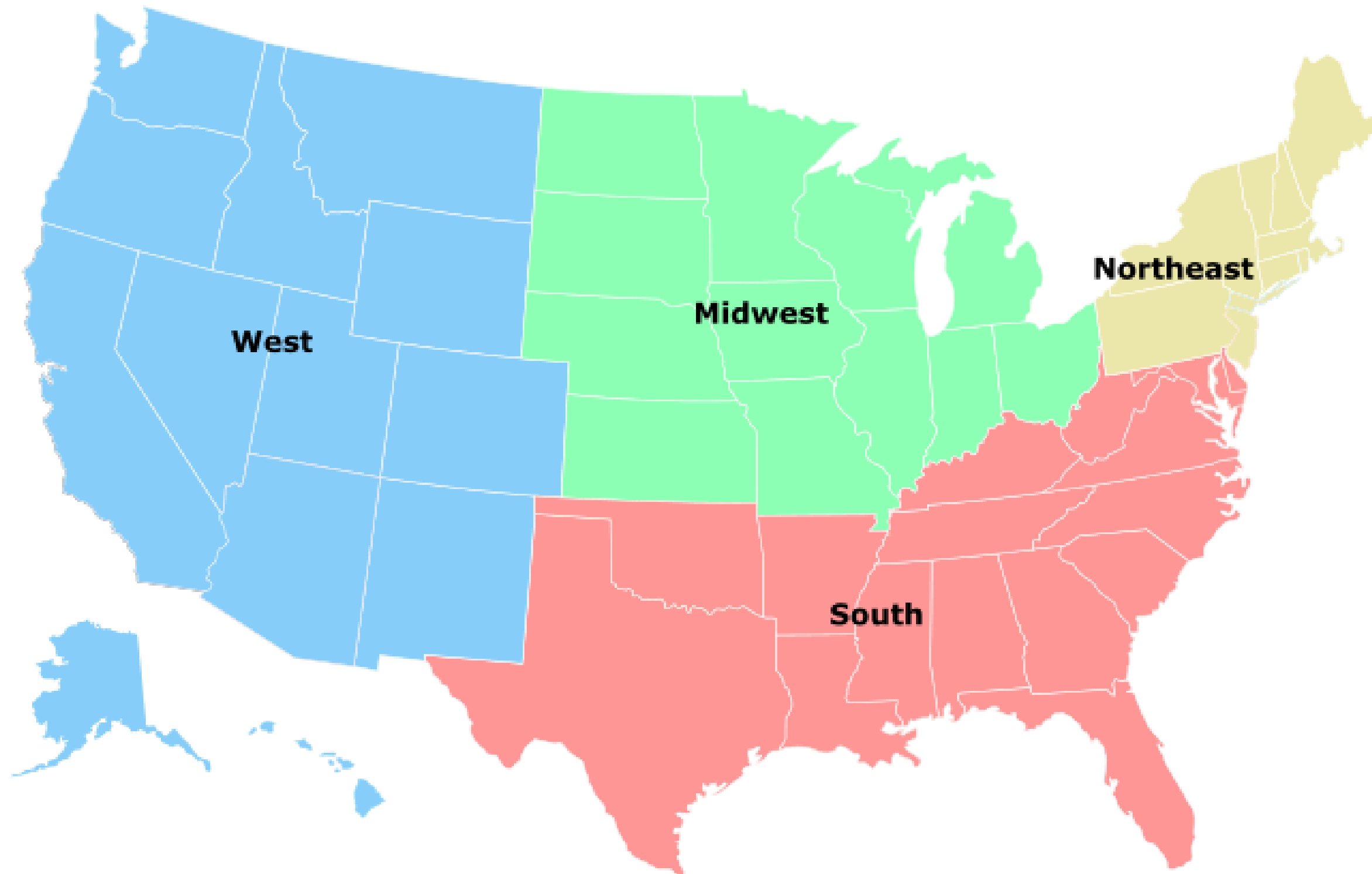


Year	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
2022	330M	321M	282M	207M	218M	206M	174M	149M	135M	111M	121M	251M
2023	324M	342M	272M	243M	243M	198M	180M	145M	124M	110M	130M	255M
2024										110M	136M	263M
	-2%	7%	-3%	17%	12%	-4%	3%	-2%	-8%	0%	4%	3%

## Monthly Revenue Growth By Region



## Regions



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

Have questions? Contact: [datasolutions@constellationdealer.com](mailto:datasolutions@constellationdealer.com)