

**CONSTELLATION**  
DEALER INSIGHTS

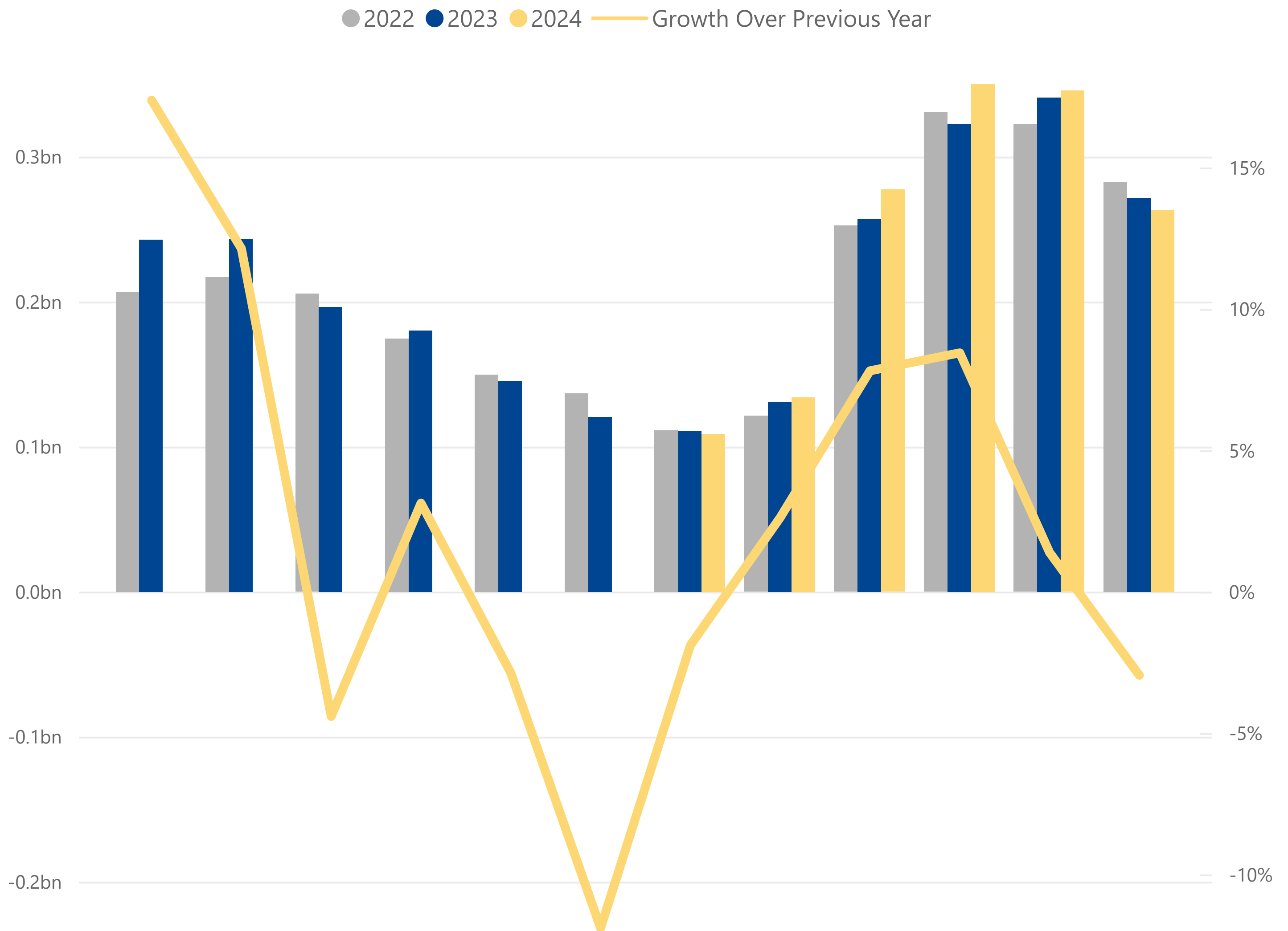
# Constellation OPE Market Update

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>1,099</b> Dealer Count	<b>3M</b> New Wholegood Units	<b>7bn</b> Total Sales \$
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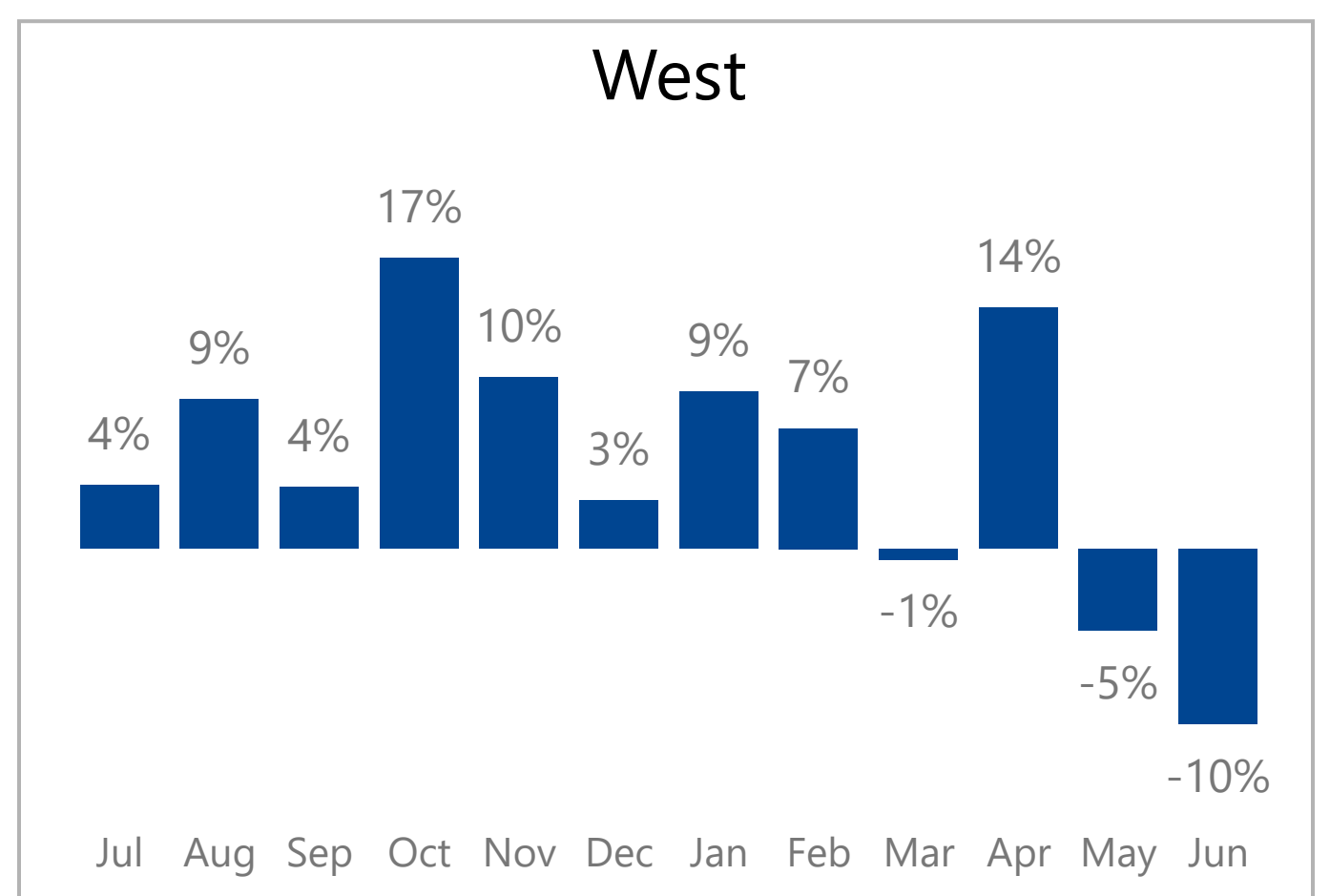
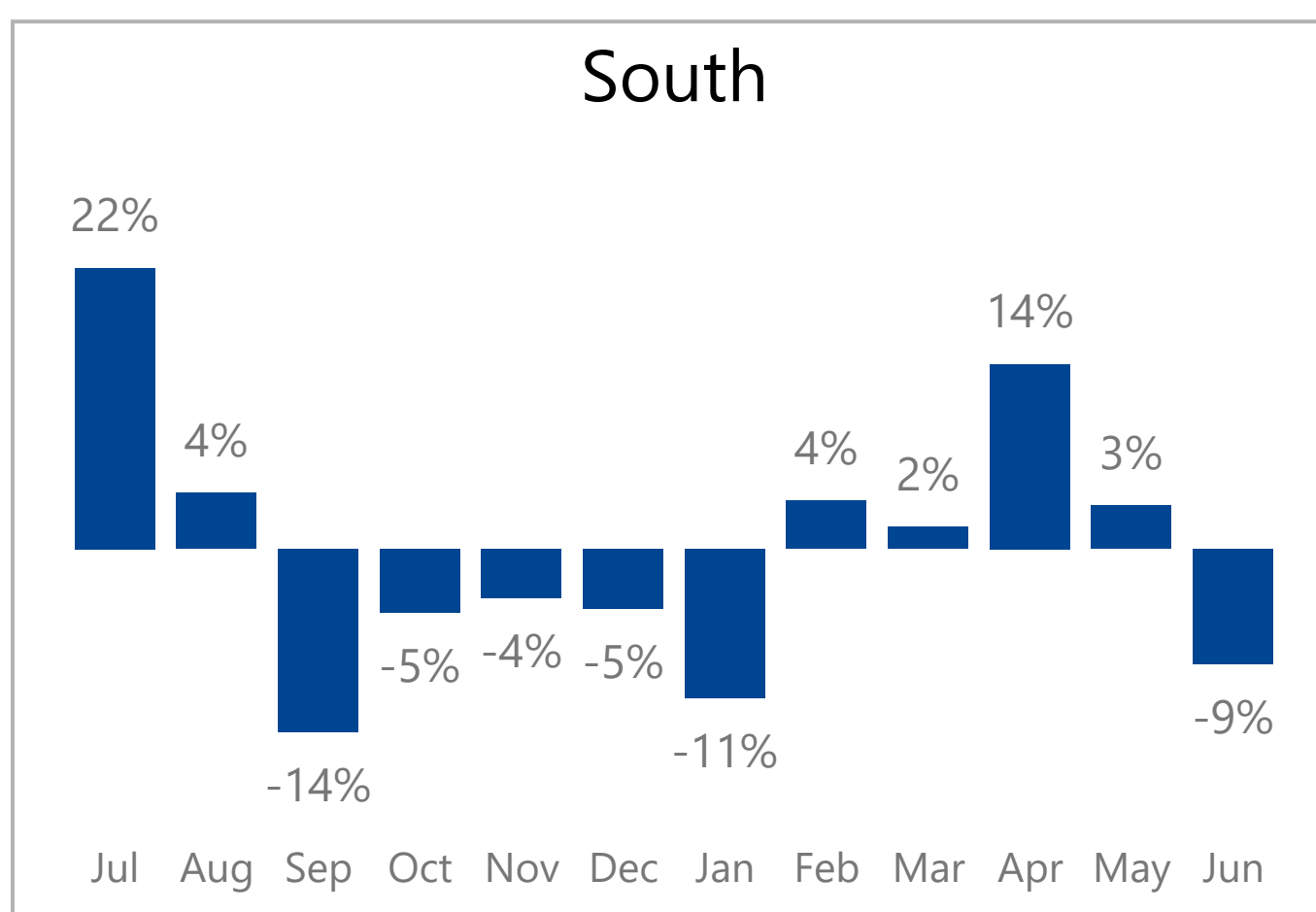
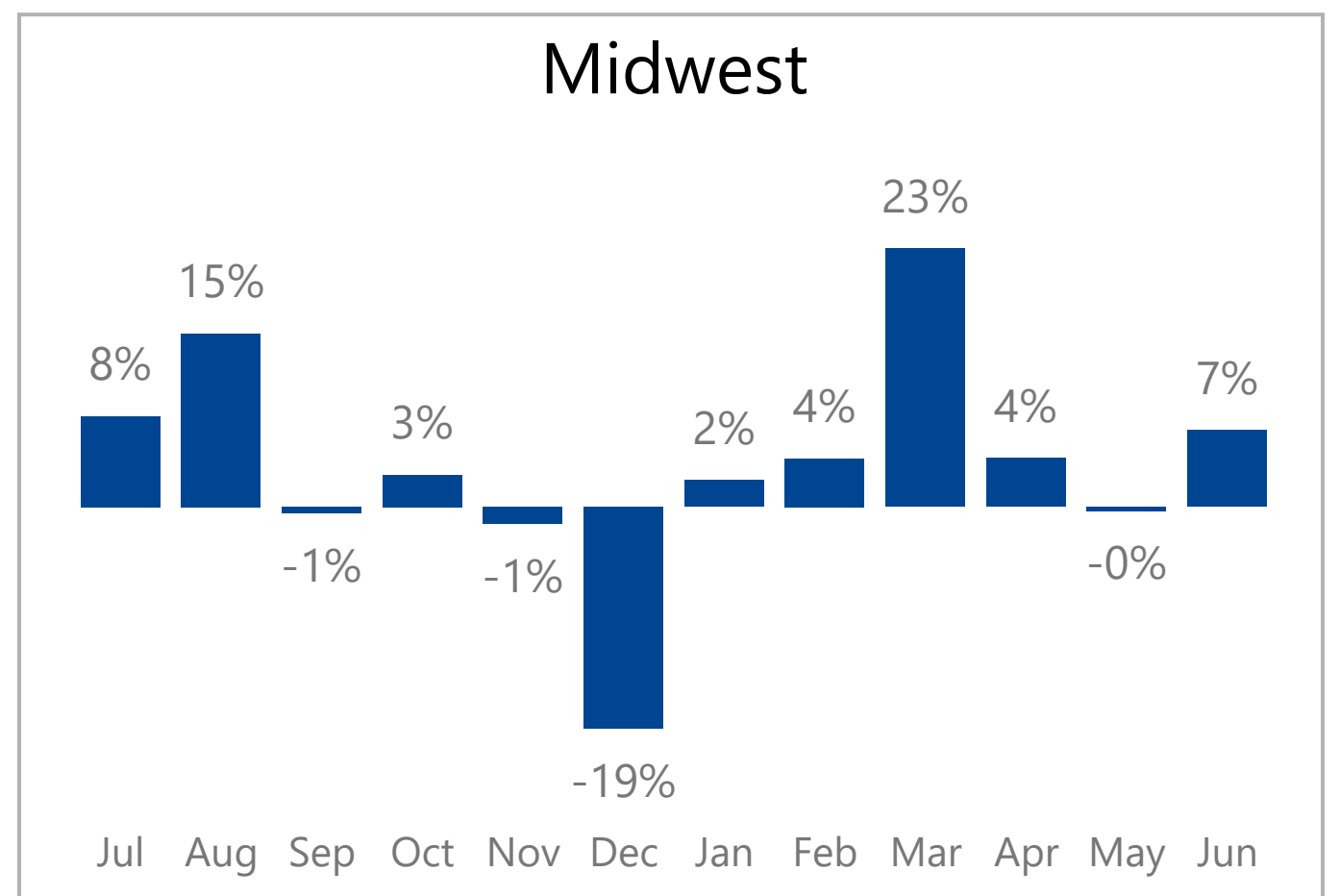
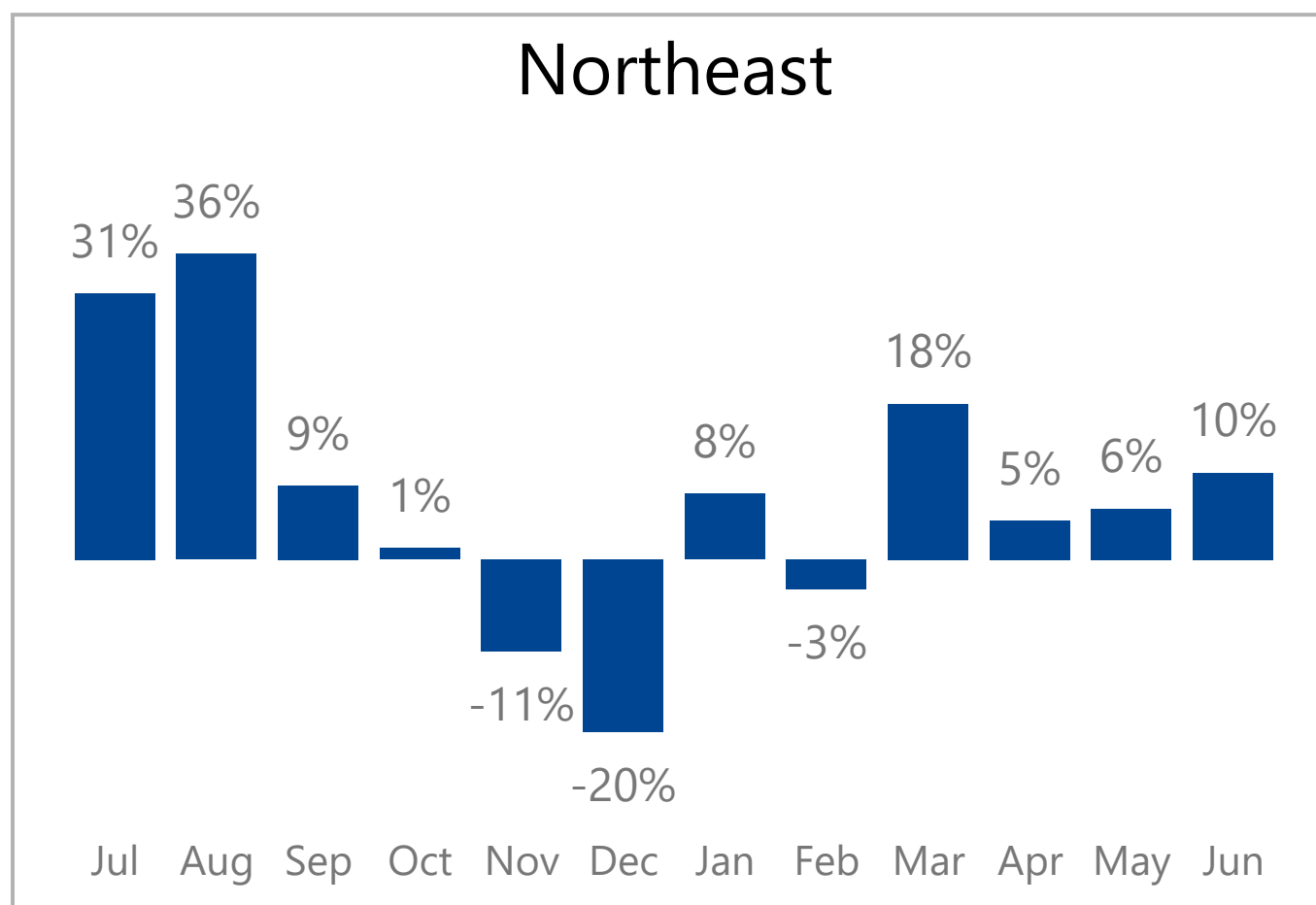
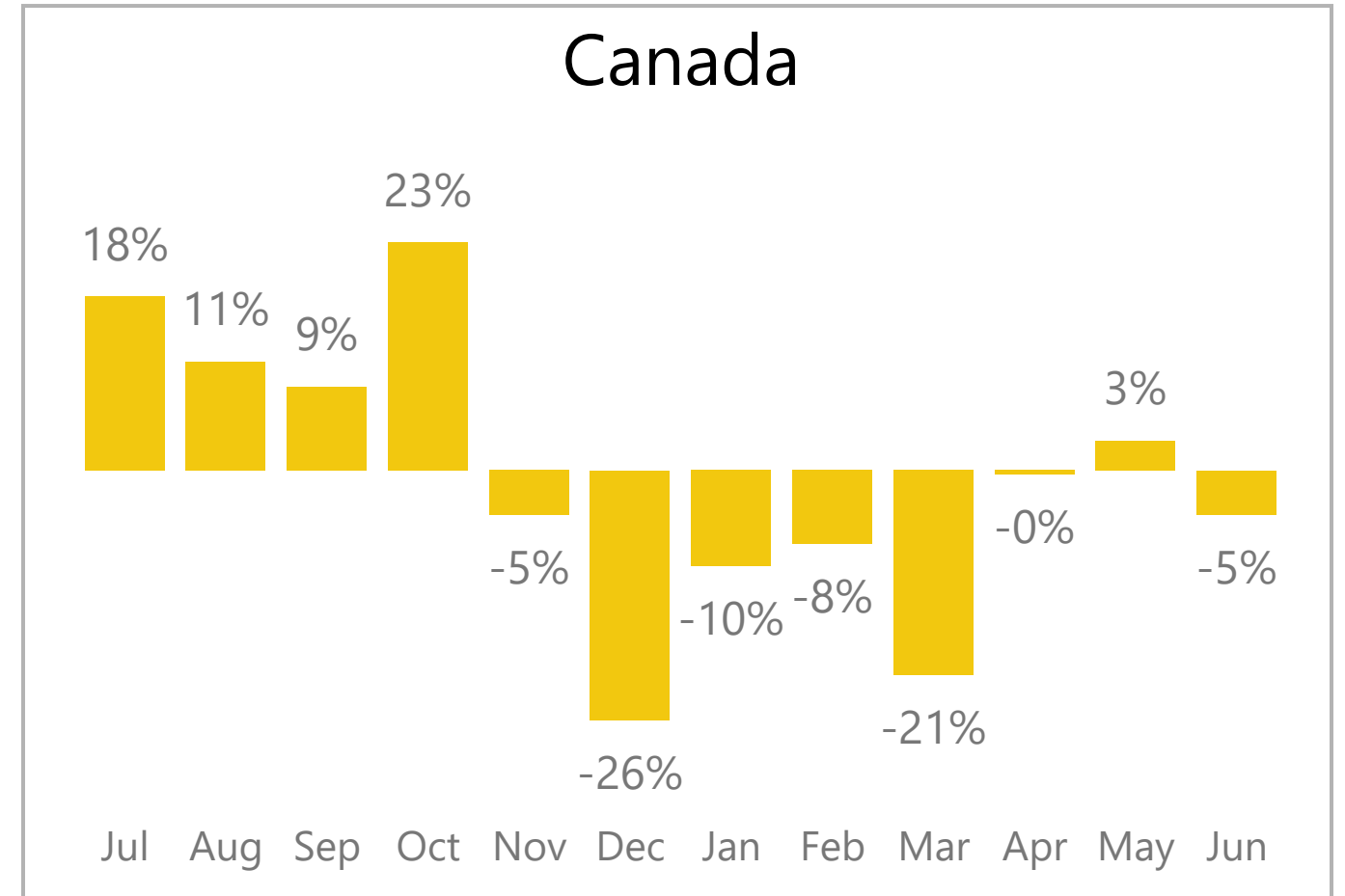
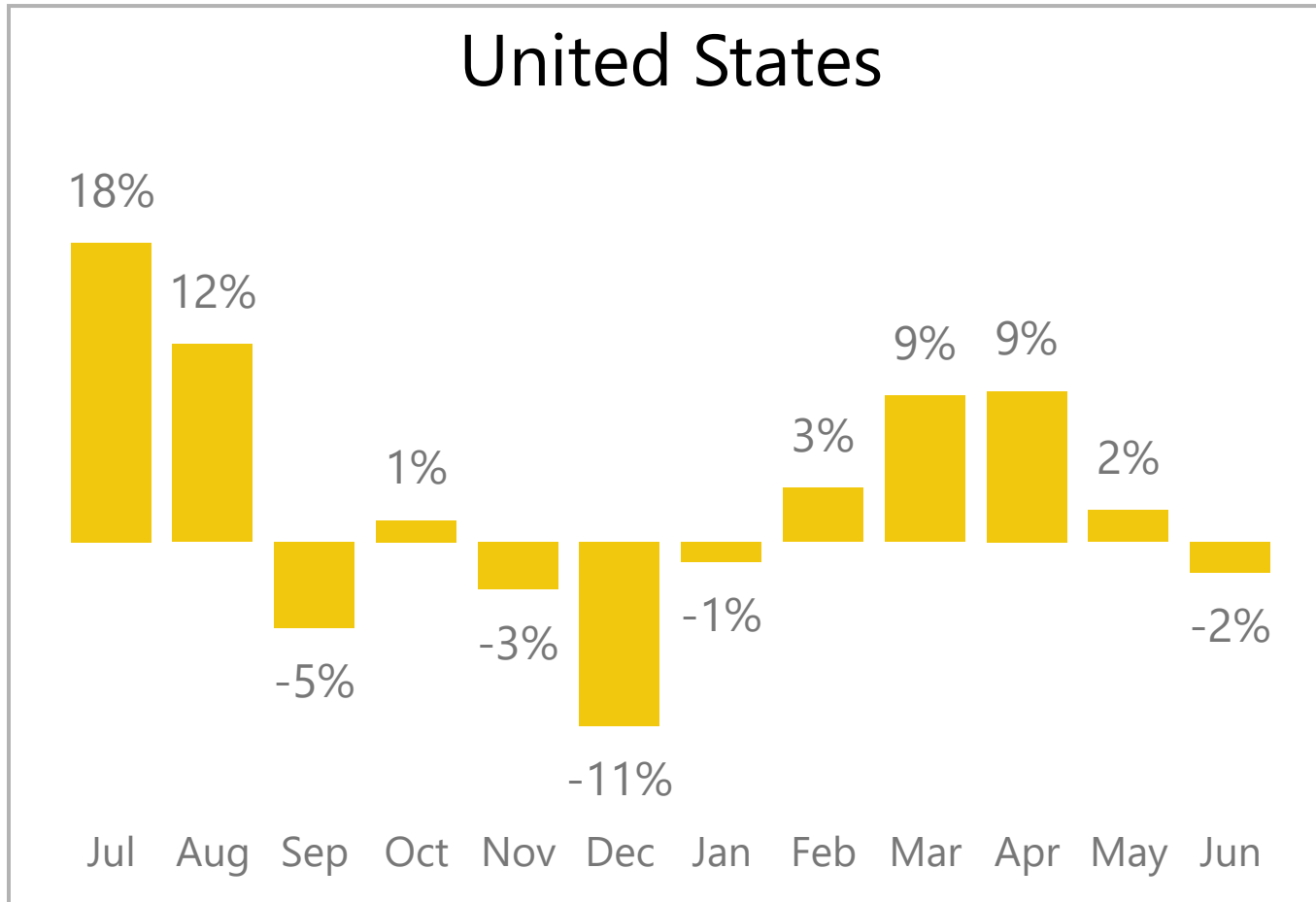
- The report is based on a group of dealers who have reported their data over the previous three years. The dealer count, wholegood unit sale count, and total sales numbers above show the actual number of dealers and total sales being analyzed.
- The graph and analysis on the following pages is based 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 1099 Same Store OPE Dealers

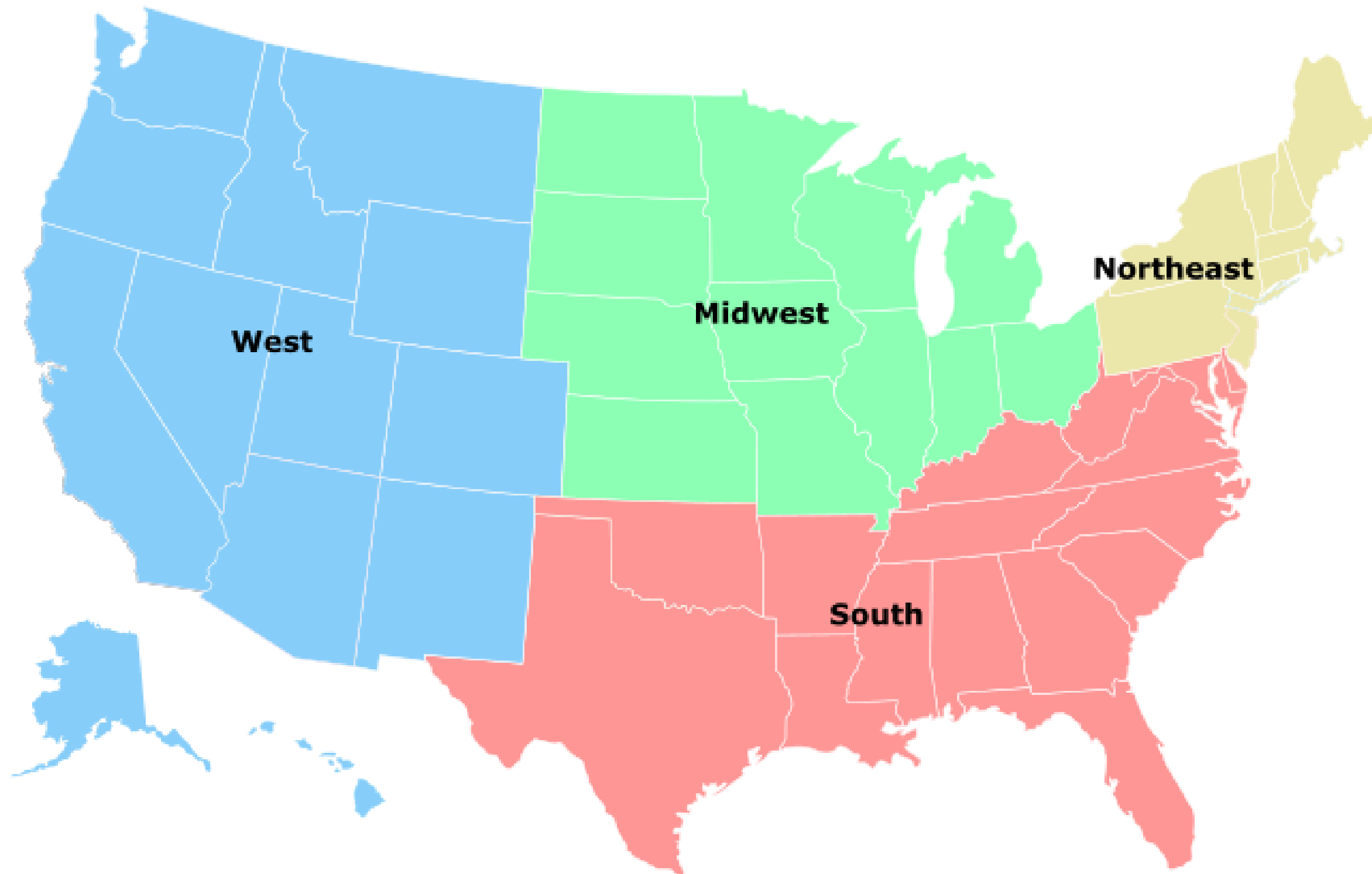


Year	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
2022	207M	217M	205M	175M	150M	137M	111M	121M	252M	331M	322M	282M
2023	243M	243M	196M	180M	145M	121M	111M	131M	257M	323M	341M	271M
2024							109M	134M	277M	350M	346M	263M
	17%	12%	-4%	3%	-3%	-12%	-2%	3%	8%	8%	1%	-3%

## 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)