

**CONSTELLATION**
DEALER INSIGHTS

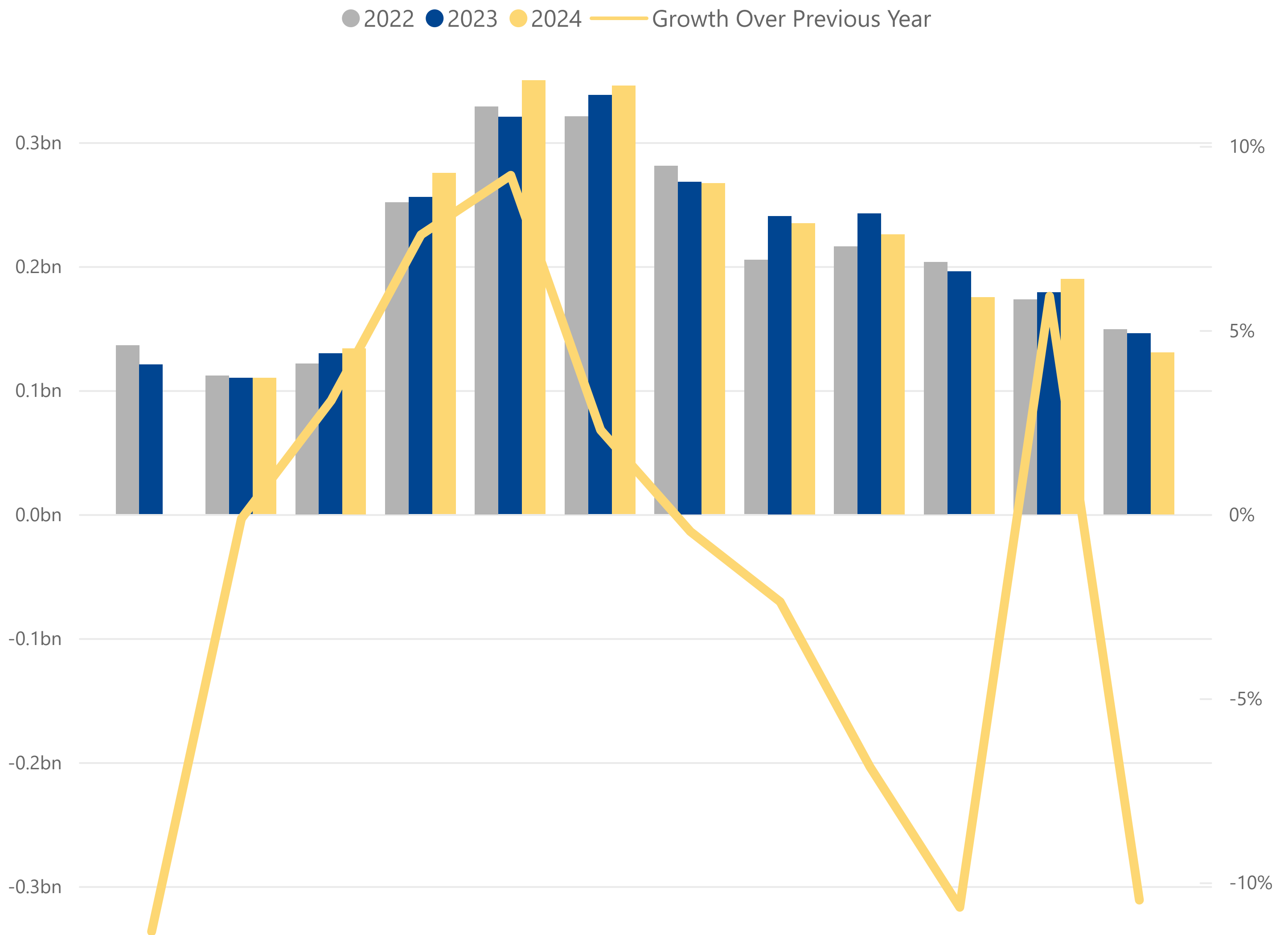
Constellation OPE Market Update

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.

OPE Market	1,080 Dealer Count	4M New Wholegood Units	7bn Total Sales \$
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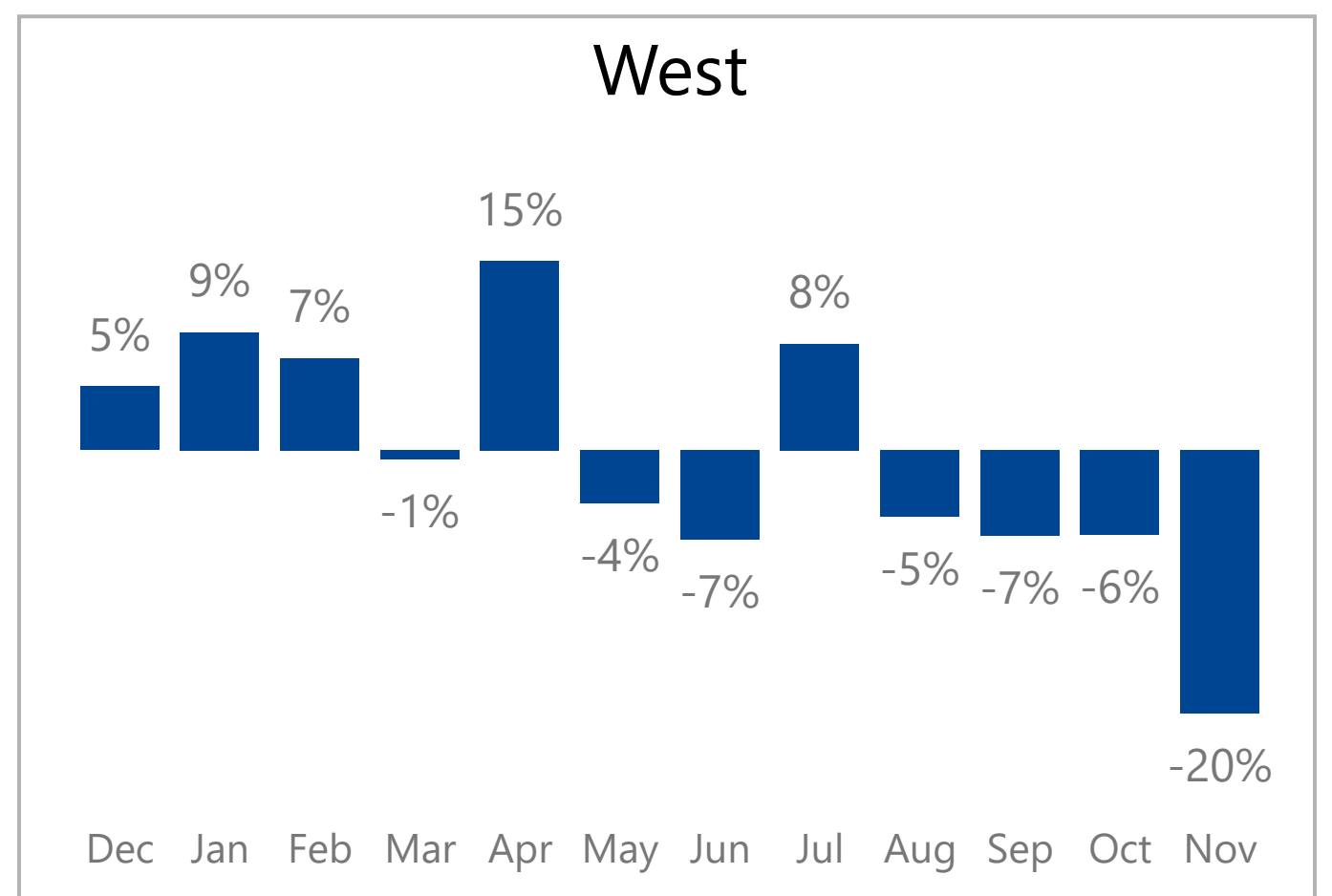
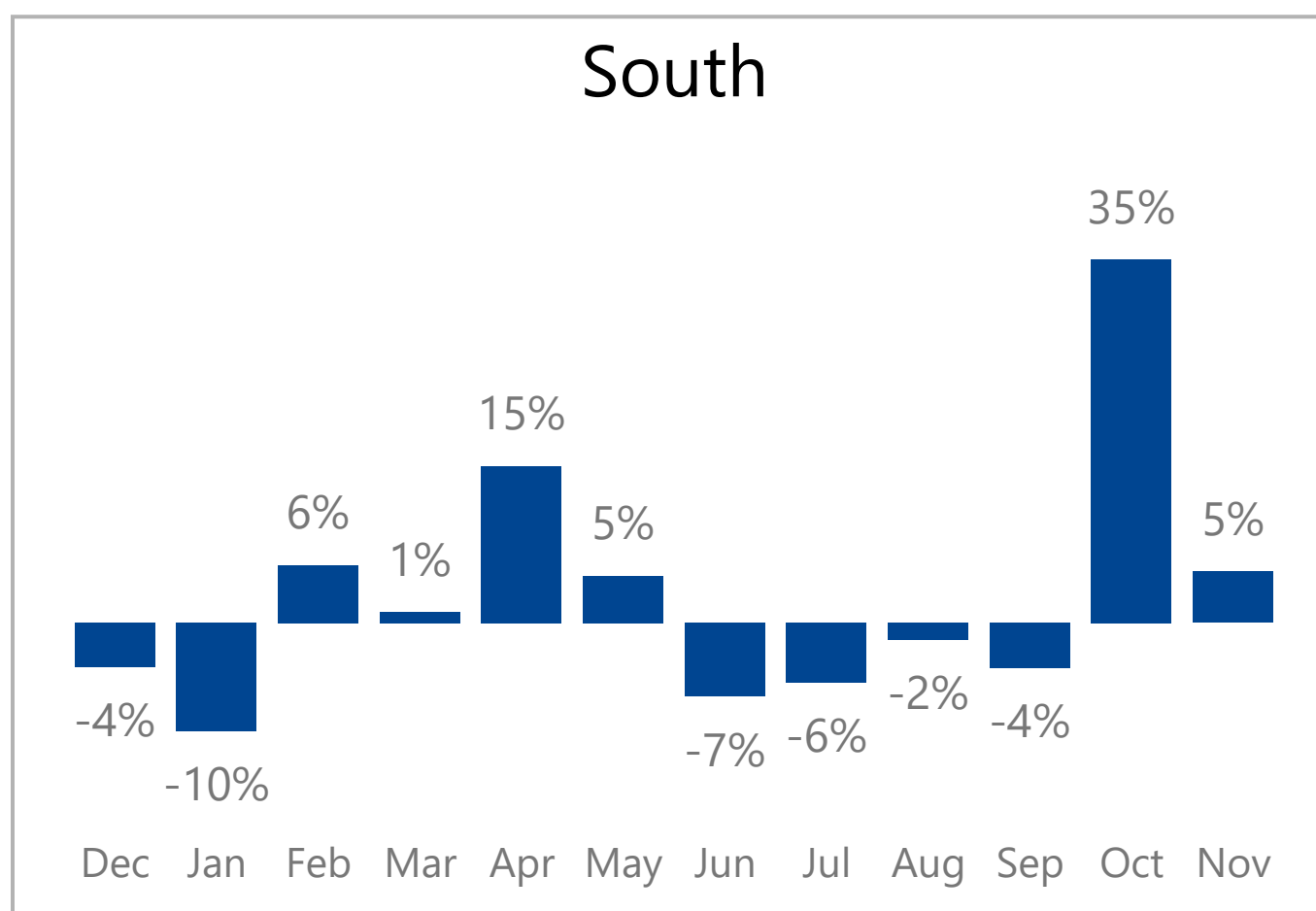
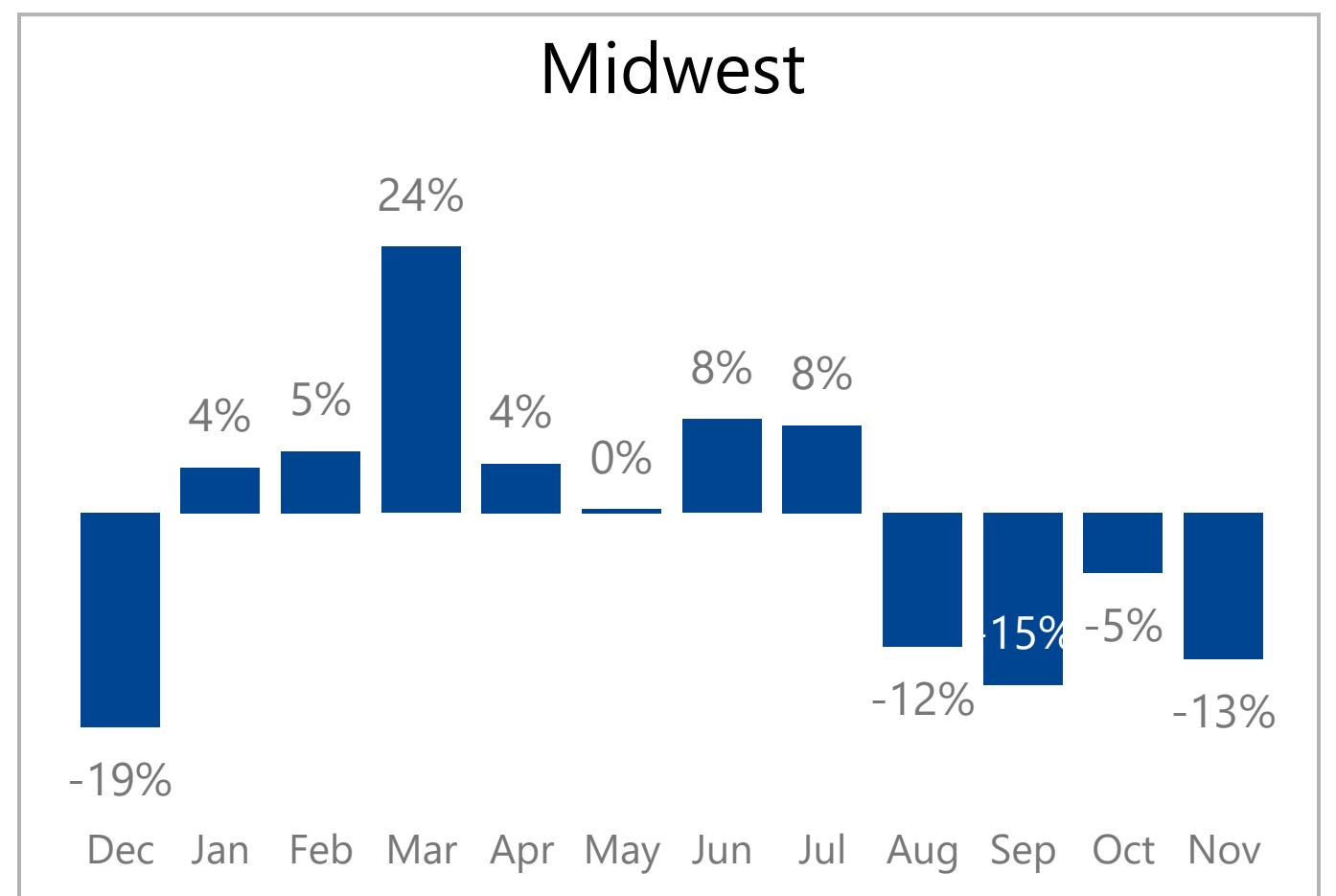
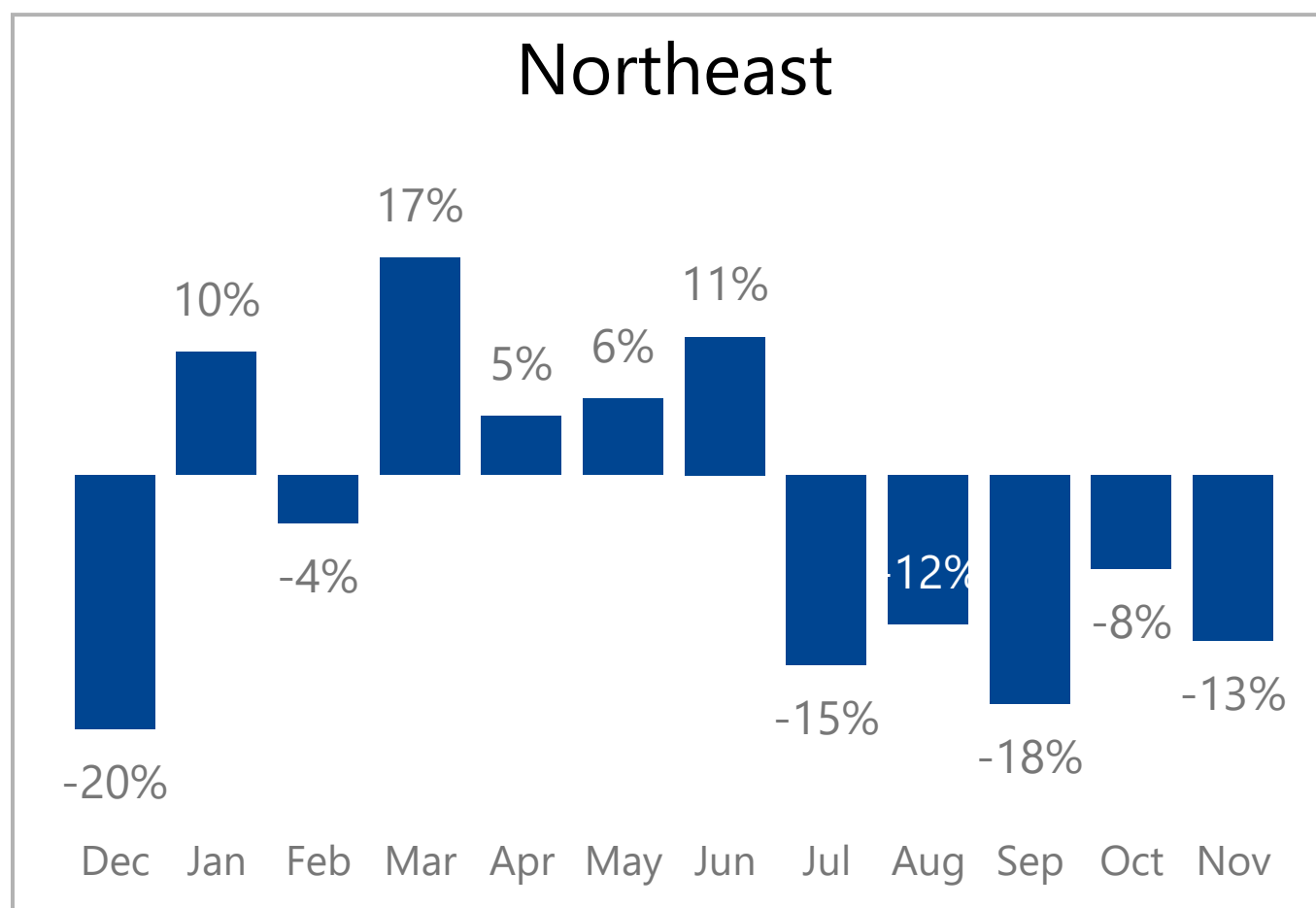
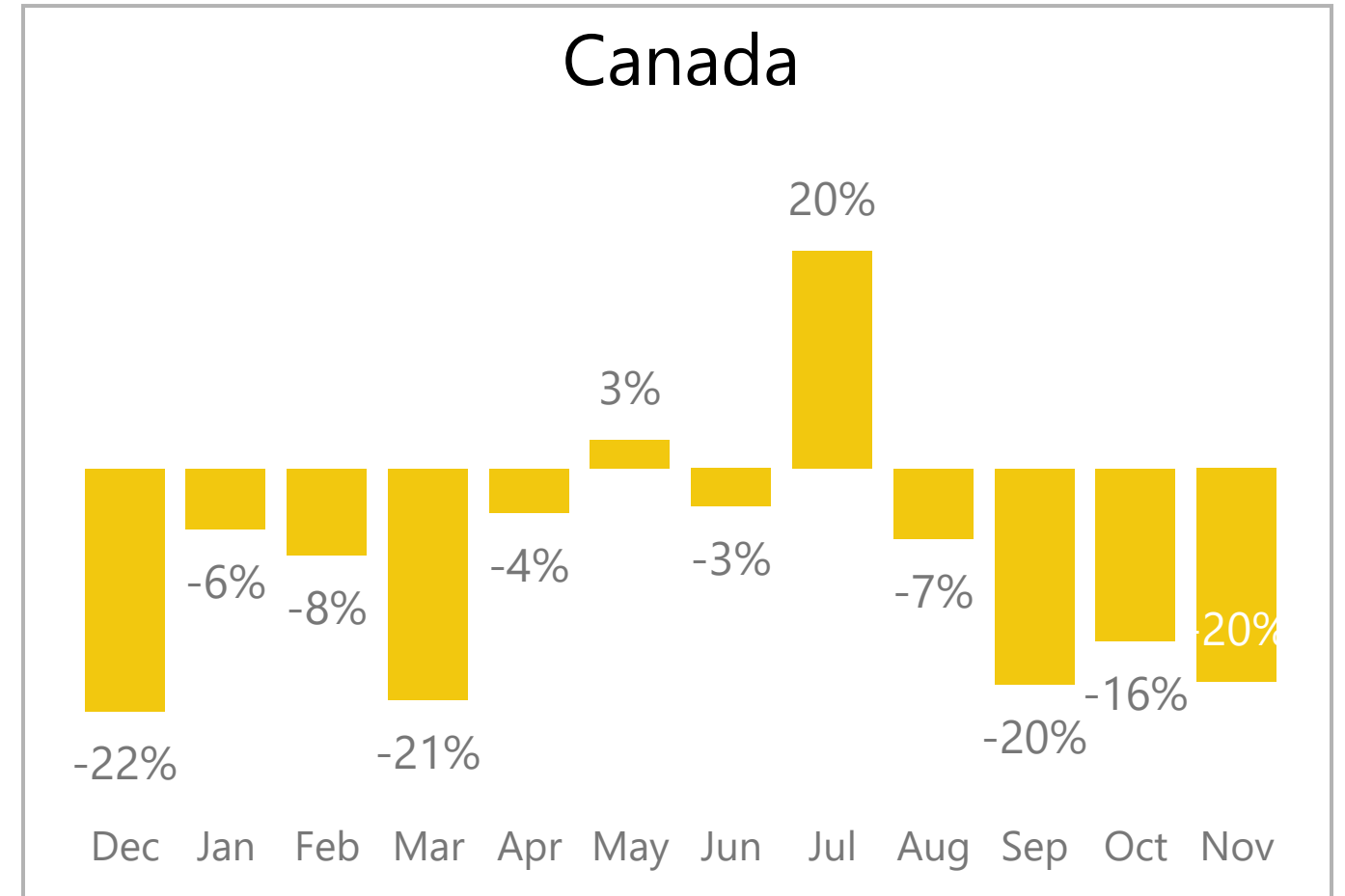
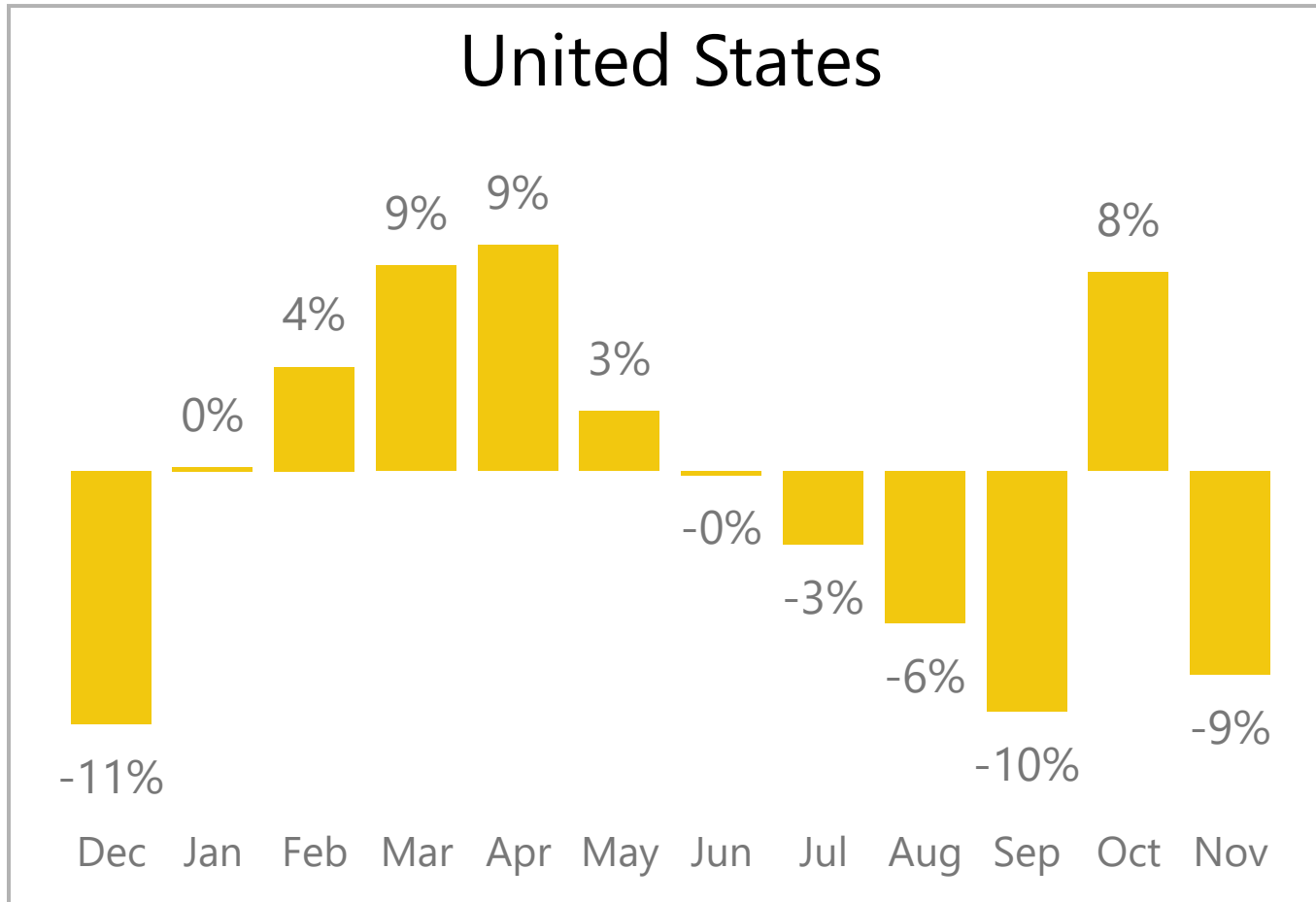
- The report is based on a group of dealers who have reported their data over the previous three years. The dealer count, wholegood unit sale count, and total sales numbers above show the actual number of dealers and total sales being analyzed.
- The graph and analysis on the following pages is based 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 1080 Same Store OPE Dealers

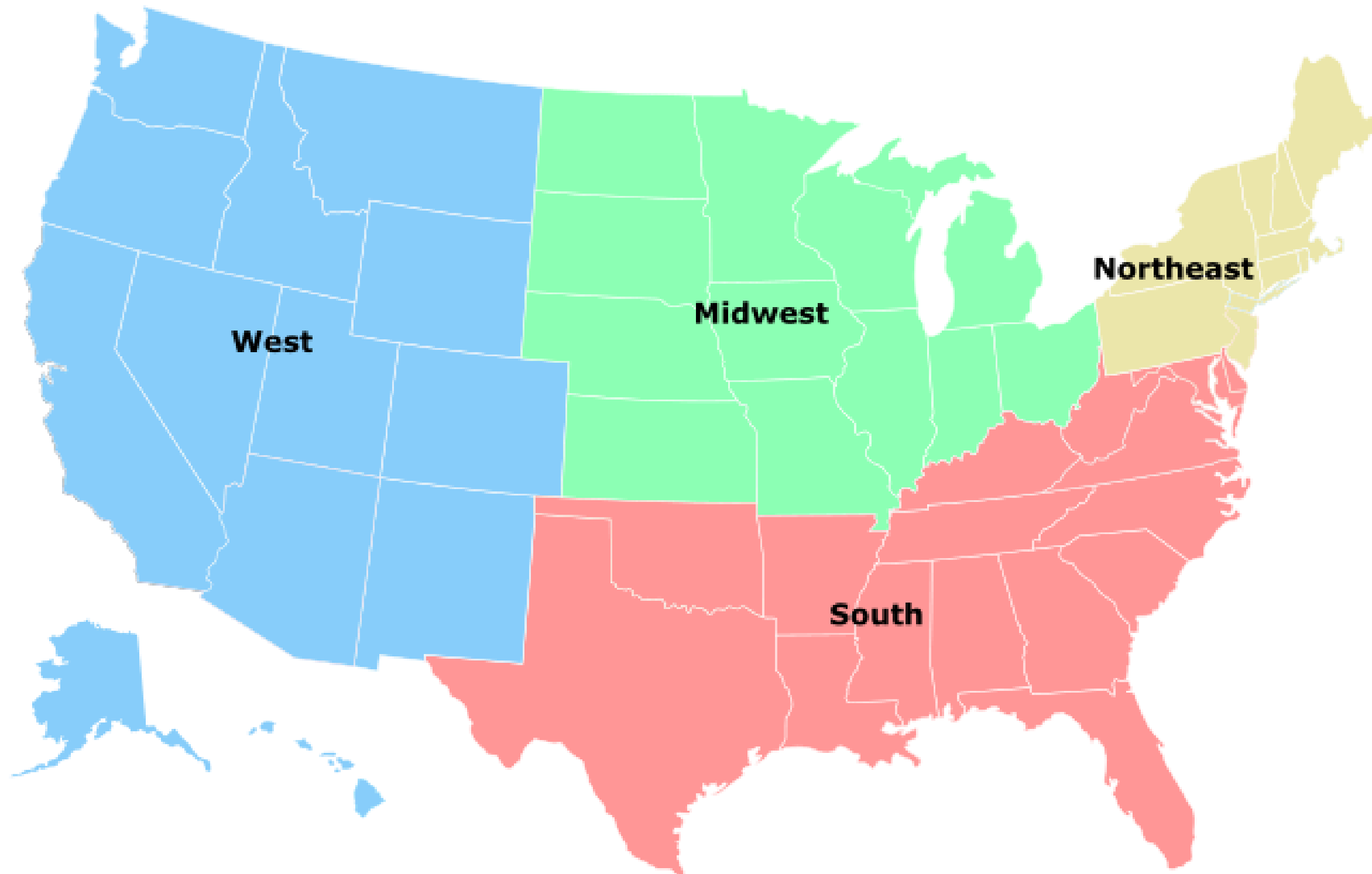


Year	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
2022	136M	112M	121M	252M	329M	321M	281M	205M	216M	203M	173M	149M
2023	121M	110M	130M	256M	320M	338M	268M	240M	242M	196M	179M	146M
2024		110M	134M	275M	350M	346M	267M	235M	226M	175M	190M	130M
	-11%	-0%	3%	8%	9%	2%	-0%	-2%	-7%	-11%	6%	-10%

Monthly Revenue Growth By Region



Regions



Information is also available on: www.constellationdealer.com/ope-market-update/

Have questions? Contact: datasolutions@constellationdealer.com