

**CONSTELLATION**
DEALER INSIGHTS

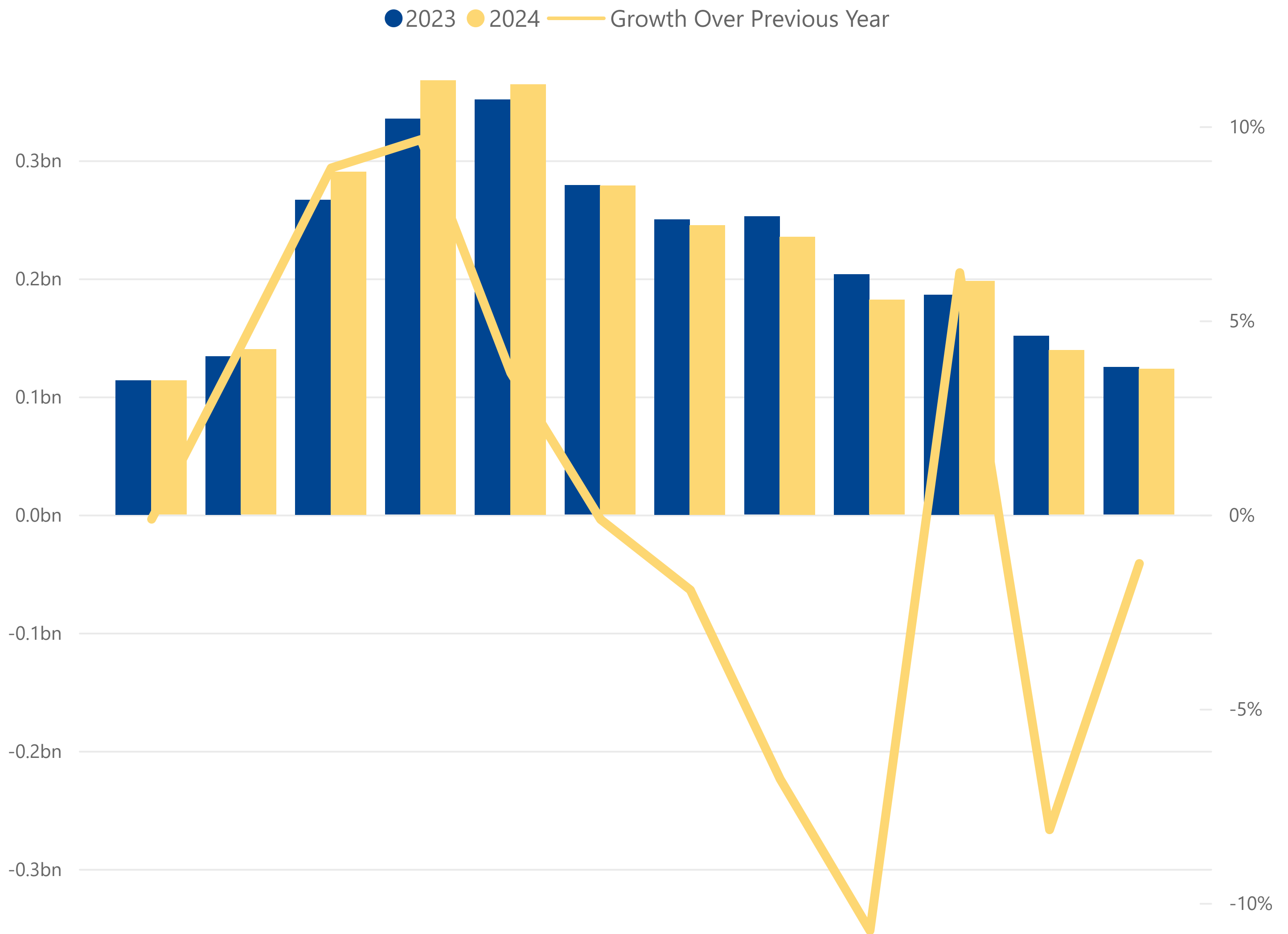
Constellation OPE Market Update

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	1,153 Dealer Count	2M New Wholegood Units	5bn Total Sales \$
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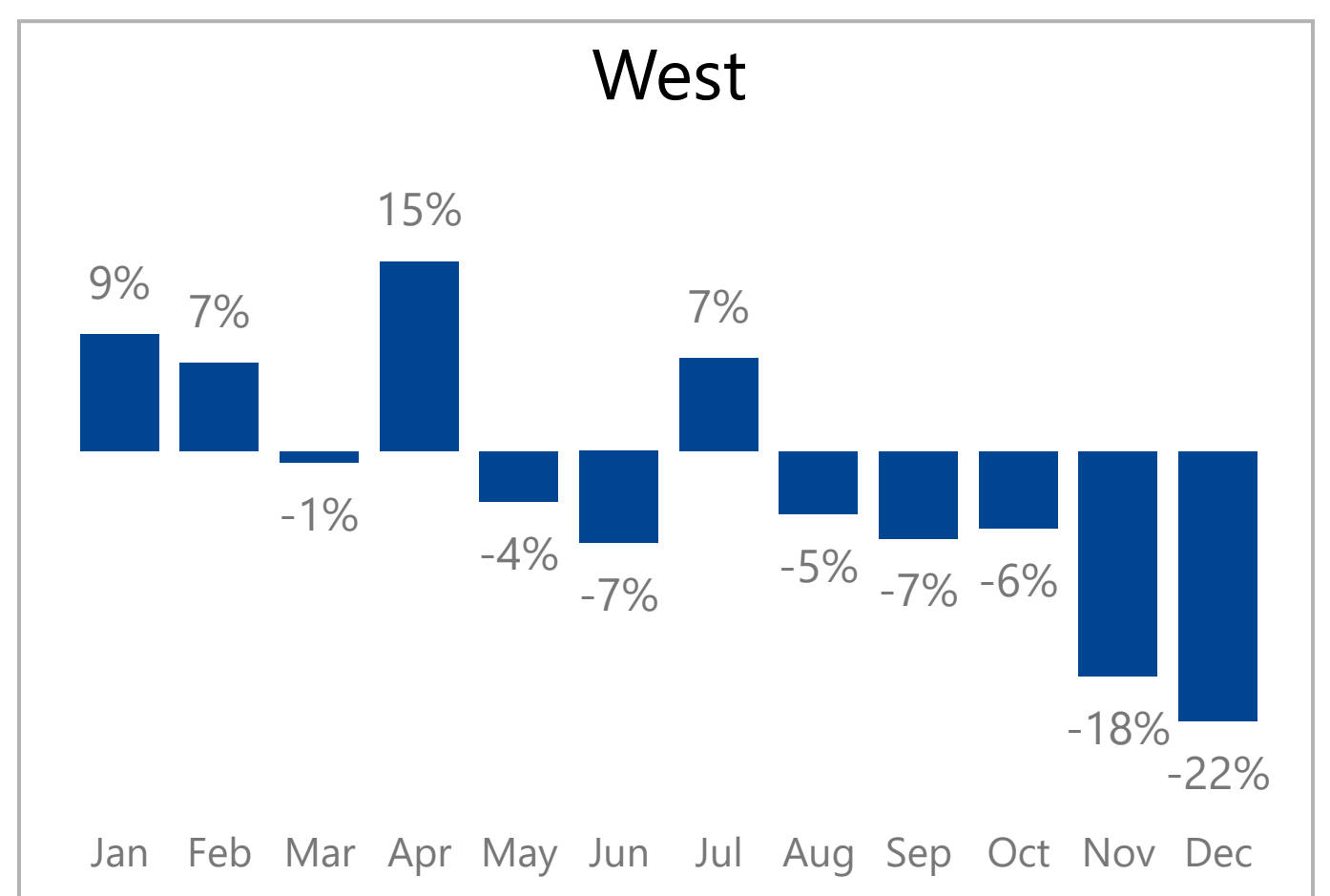
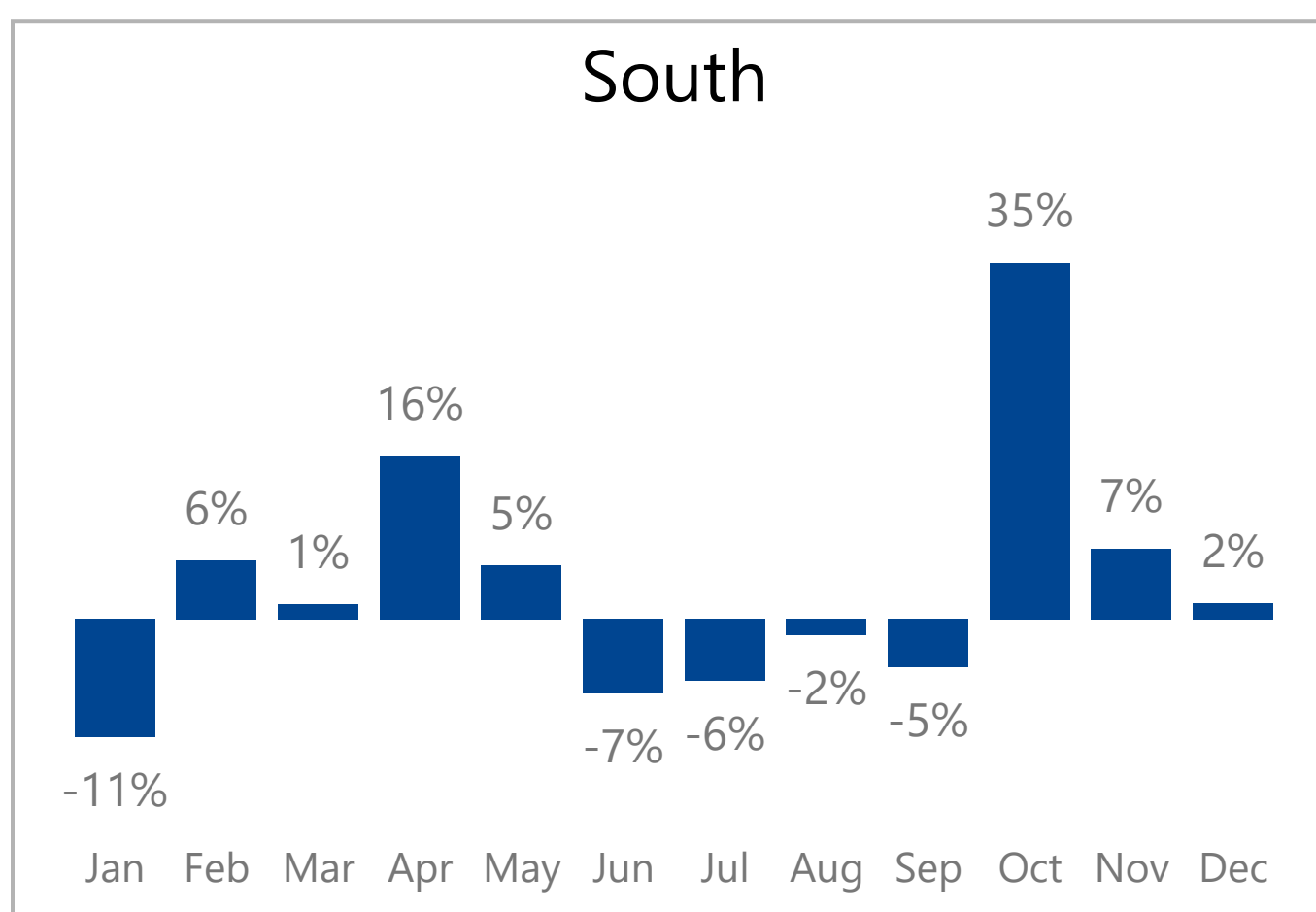
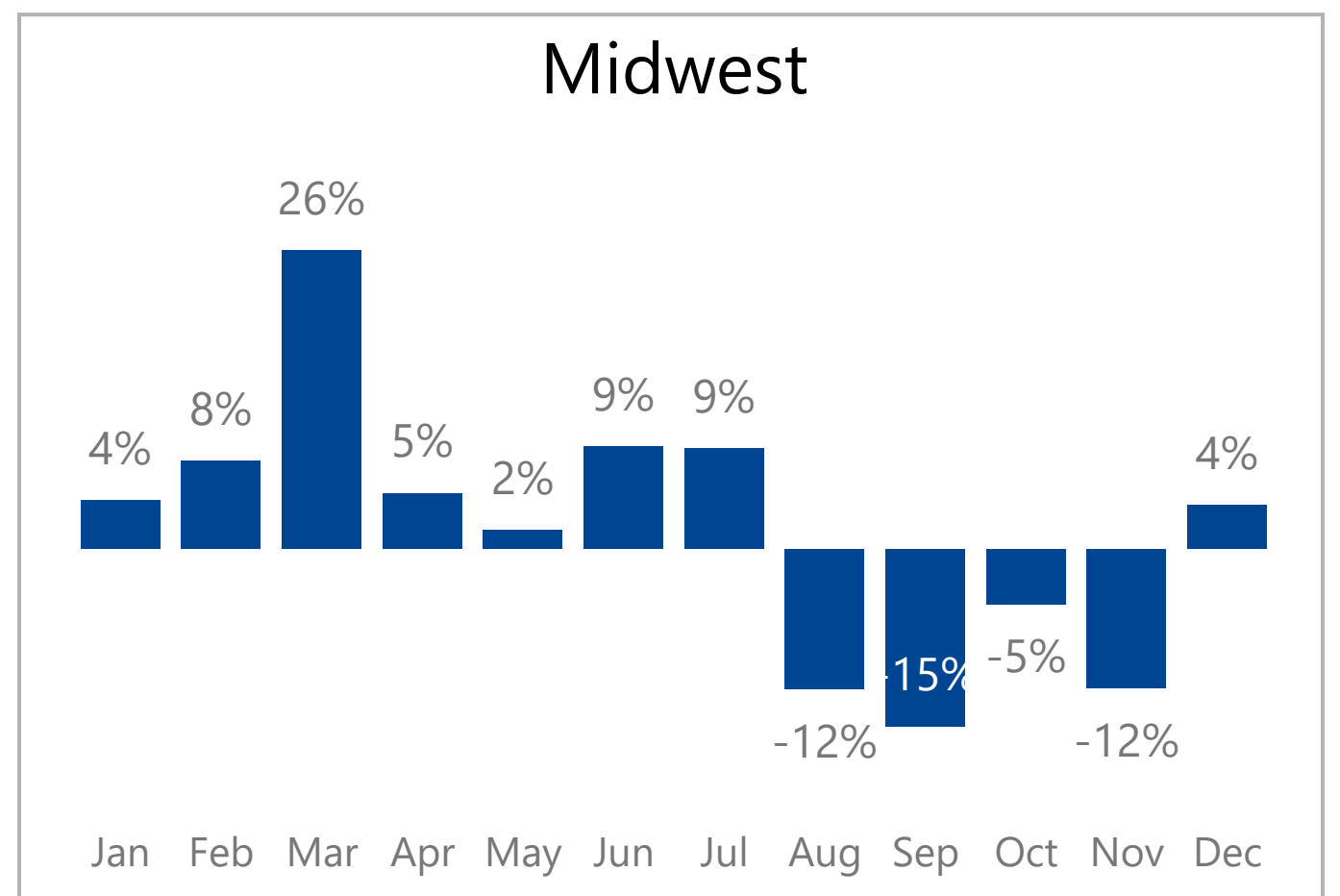
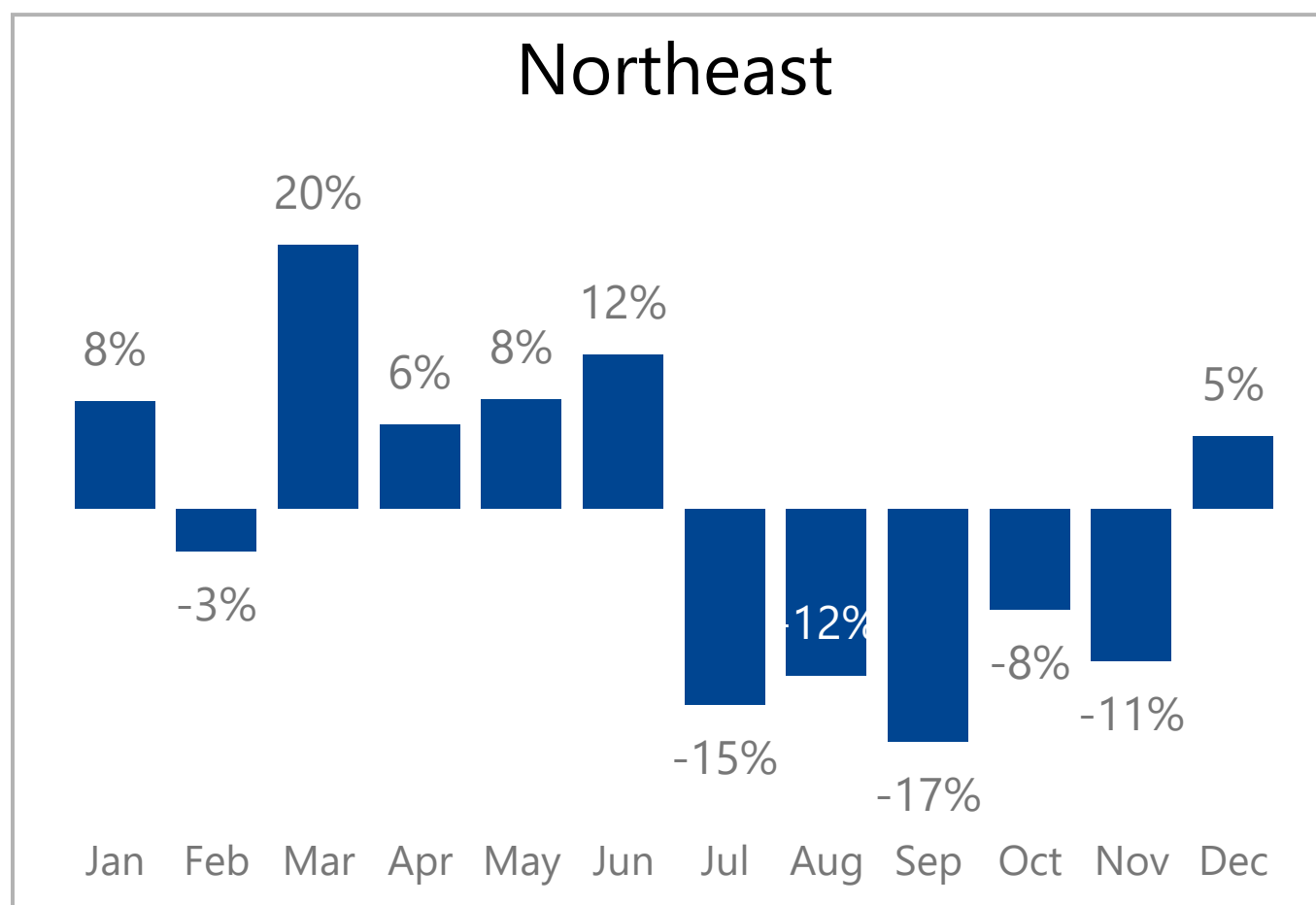
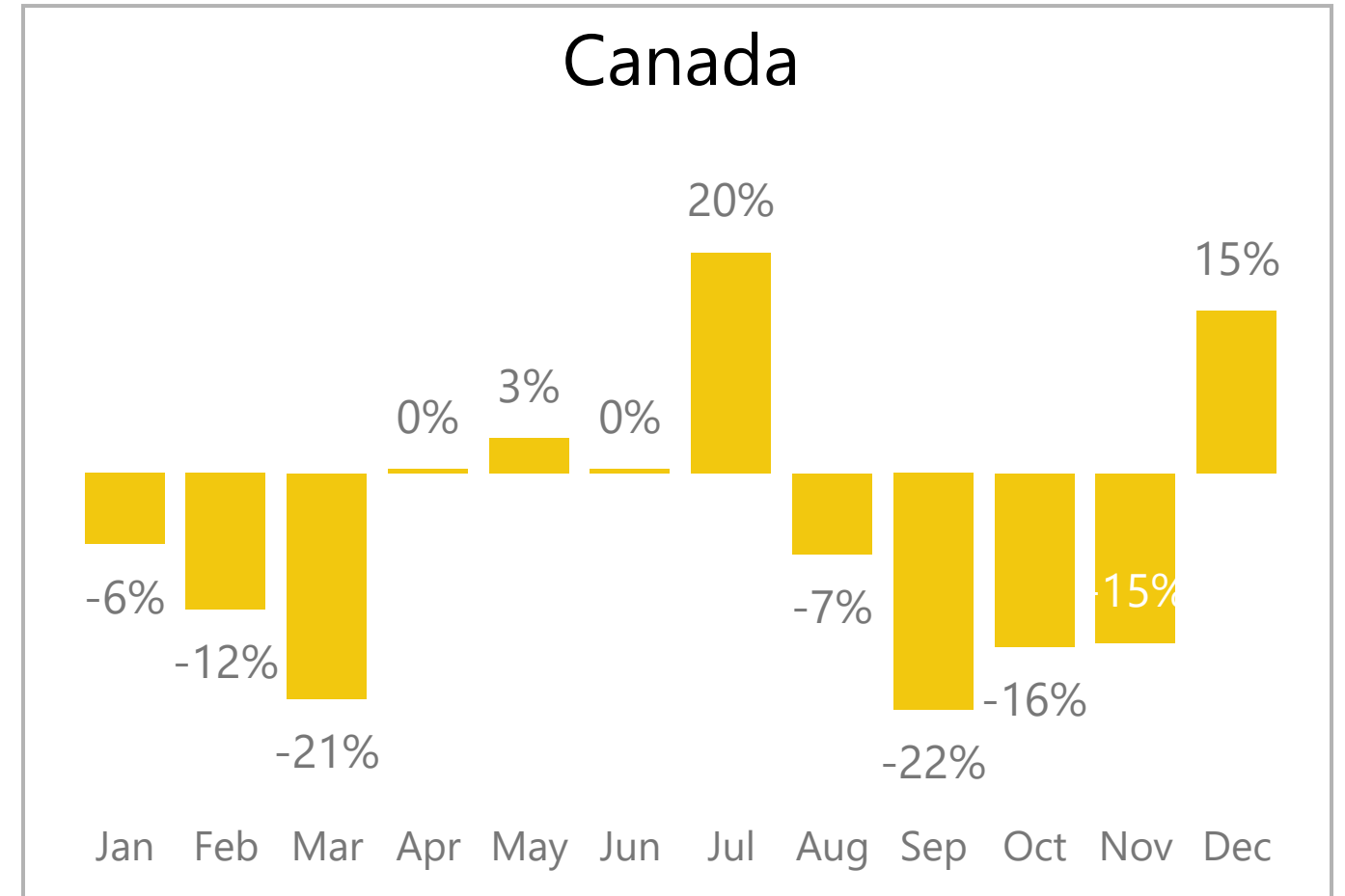
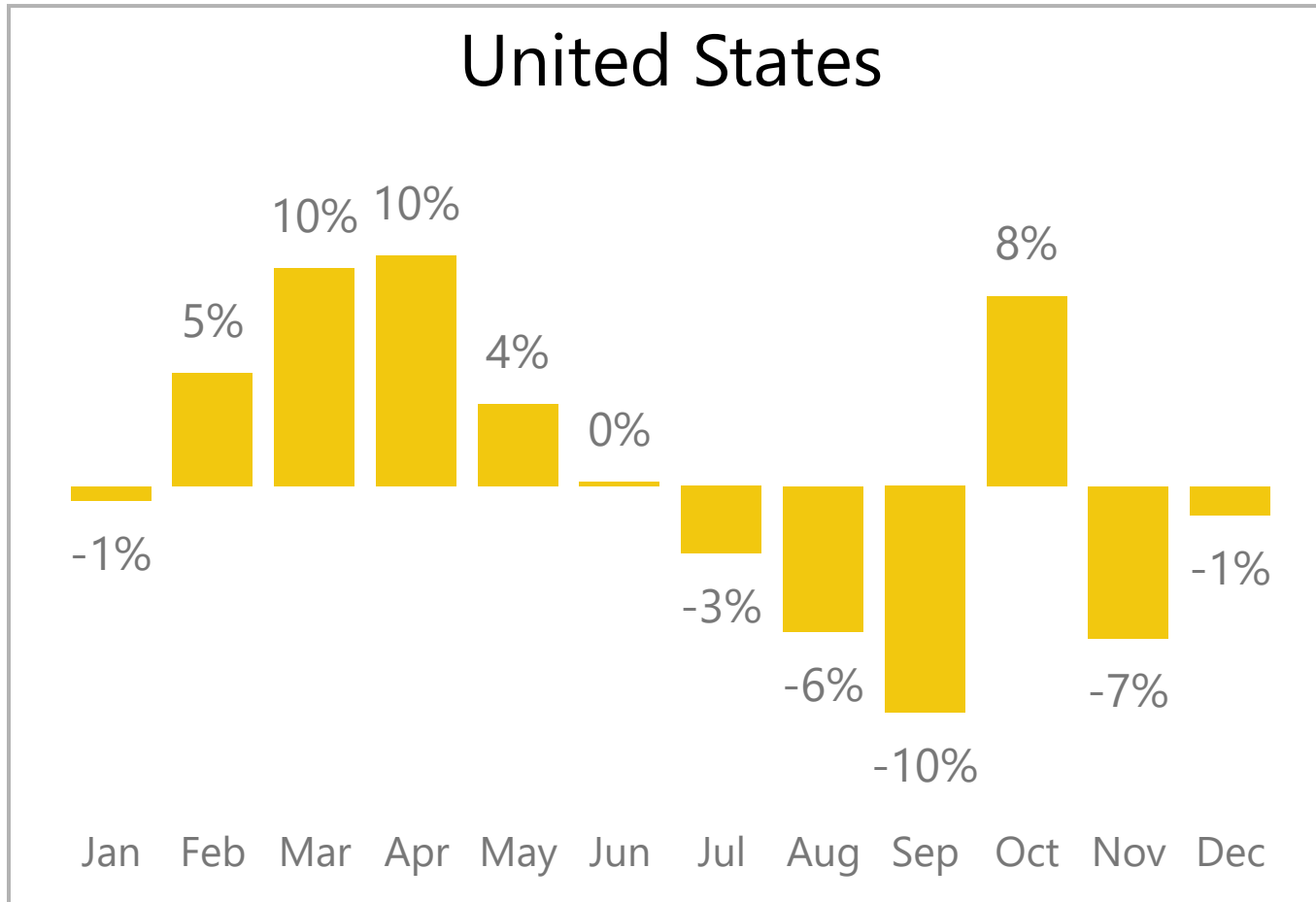
- The report is based on a group of dealers who have reported their data over the previous three years. The dealer count, wholegood unit sale count, and total sales numbers above show the actual number of dealers and total sales being analyzed.
- The graph and analysis on the following pages is based 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 1153 Same Store OPE Dealers

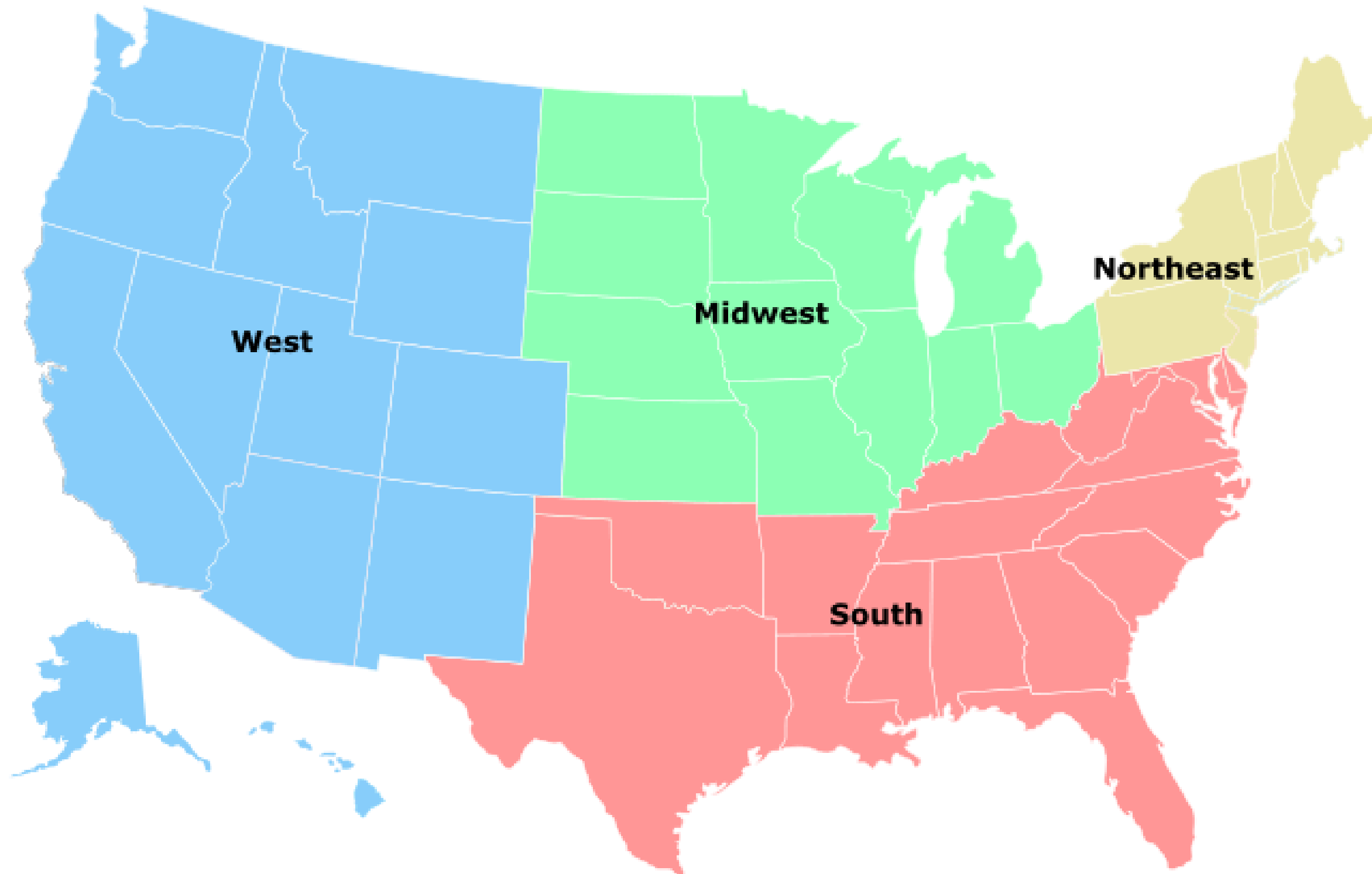


Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2023	114M	134M	267M	335M	352M	279M	250M	253M	204M	186M	151M	125M
2024	114M	140M	290M	367M	364M	279M	245M	235M	182M	198M	139M	123M
	-0%	4%	9%	10%	4%	-0%	-2%	-7%	-11%	6%	-8%	-1%

Monthly Revenue Growth By Region



Regions



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

Have questions? Contact: datasolutions@constellationdealer.com