

**CONSTELLATION**
DEALER INSIGHTS

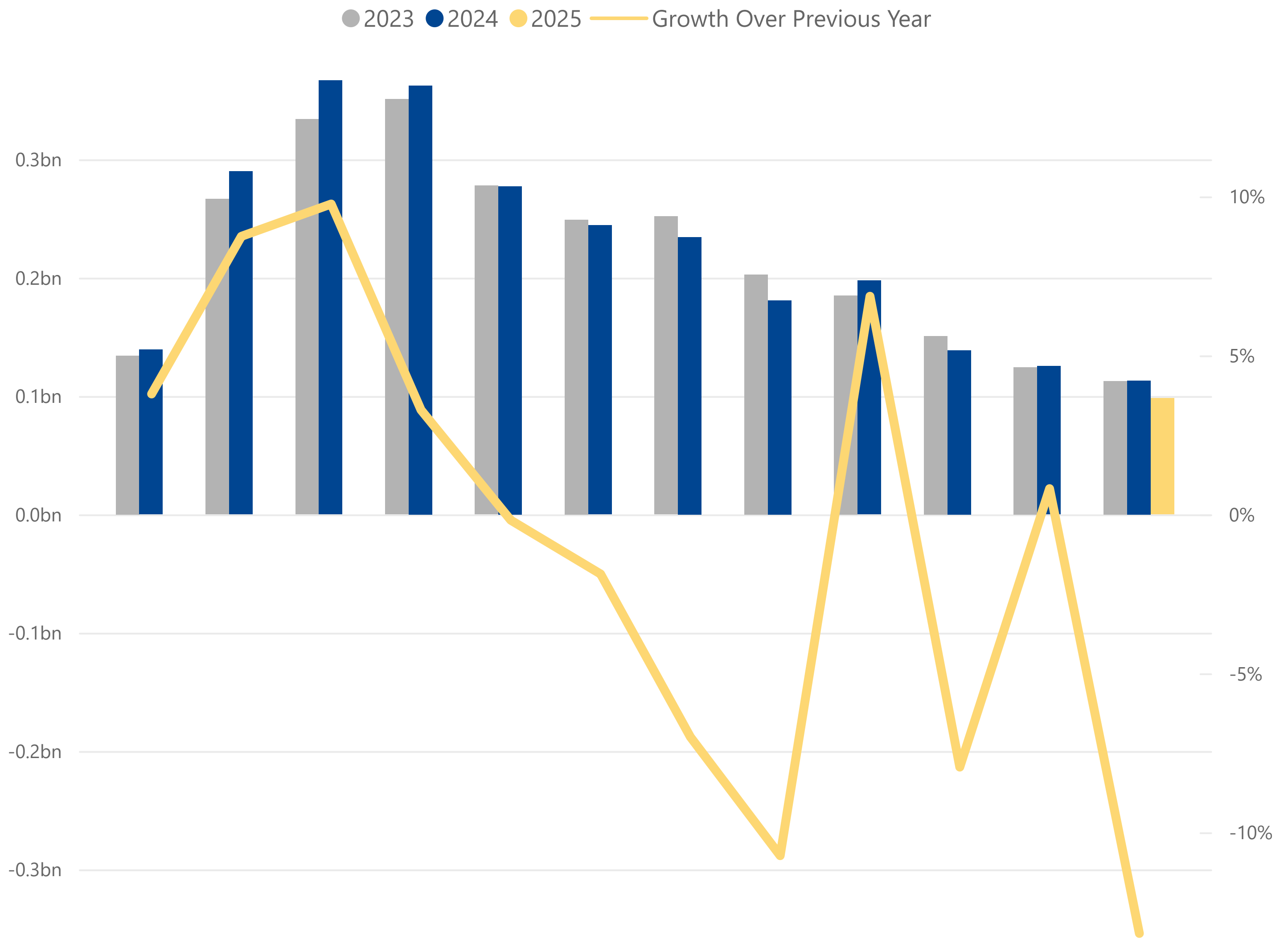
Constellation OPE Market Update

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	1,136 Dealer Count	2M New Wholegood Units	5bn Total Sales \$
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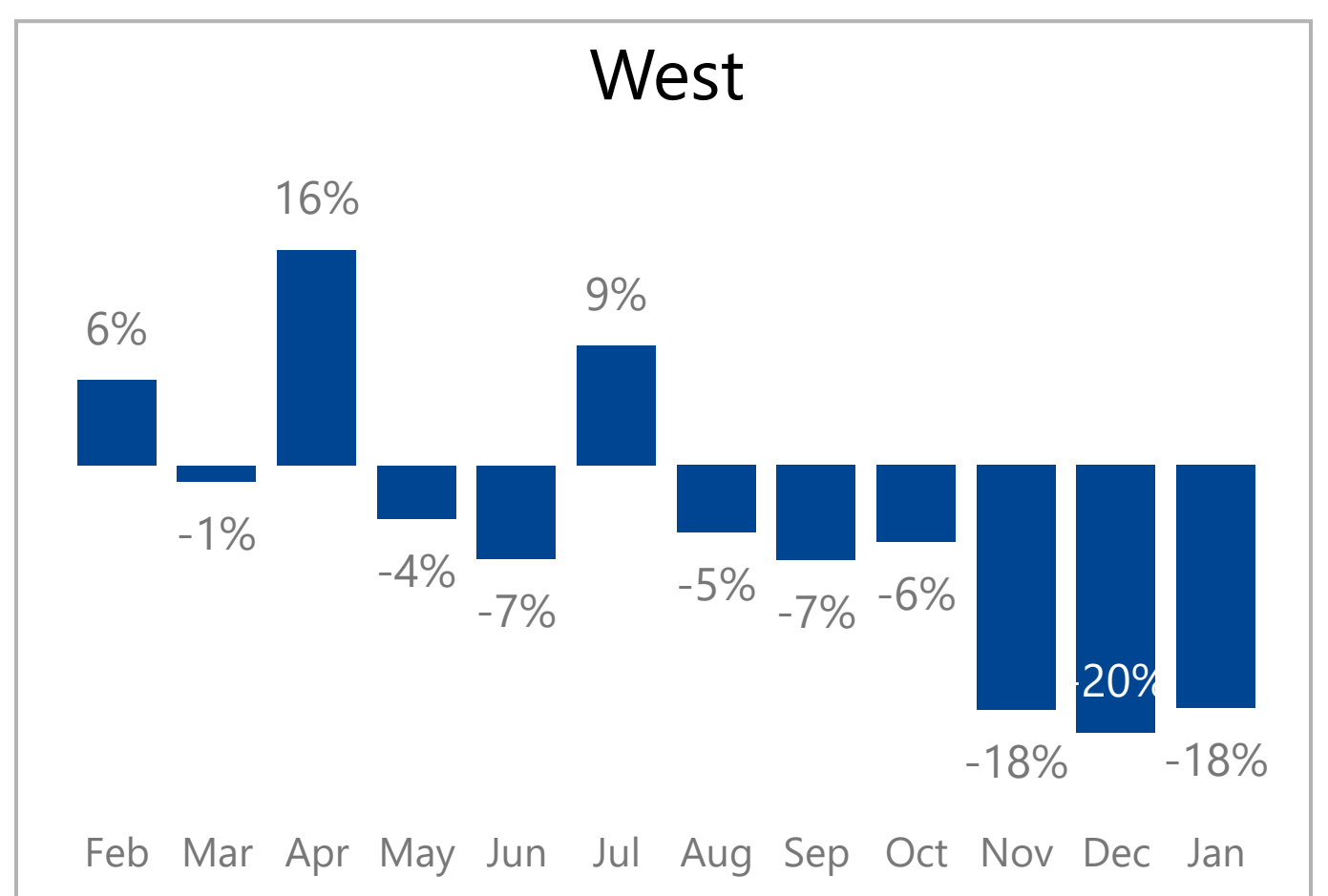
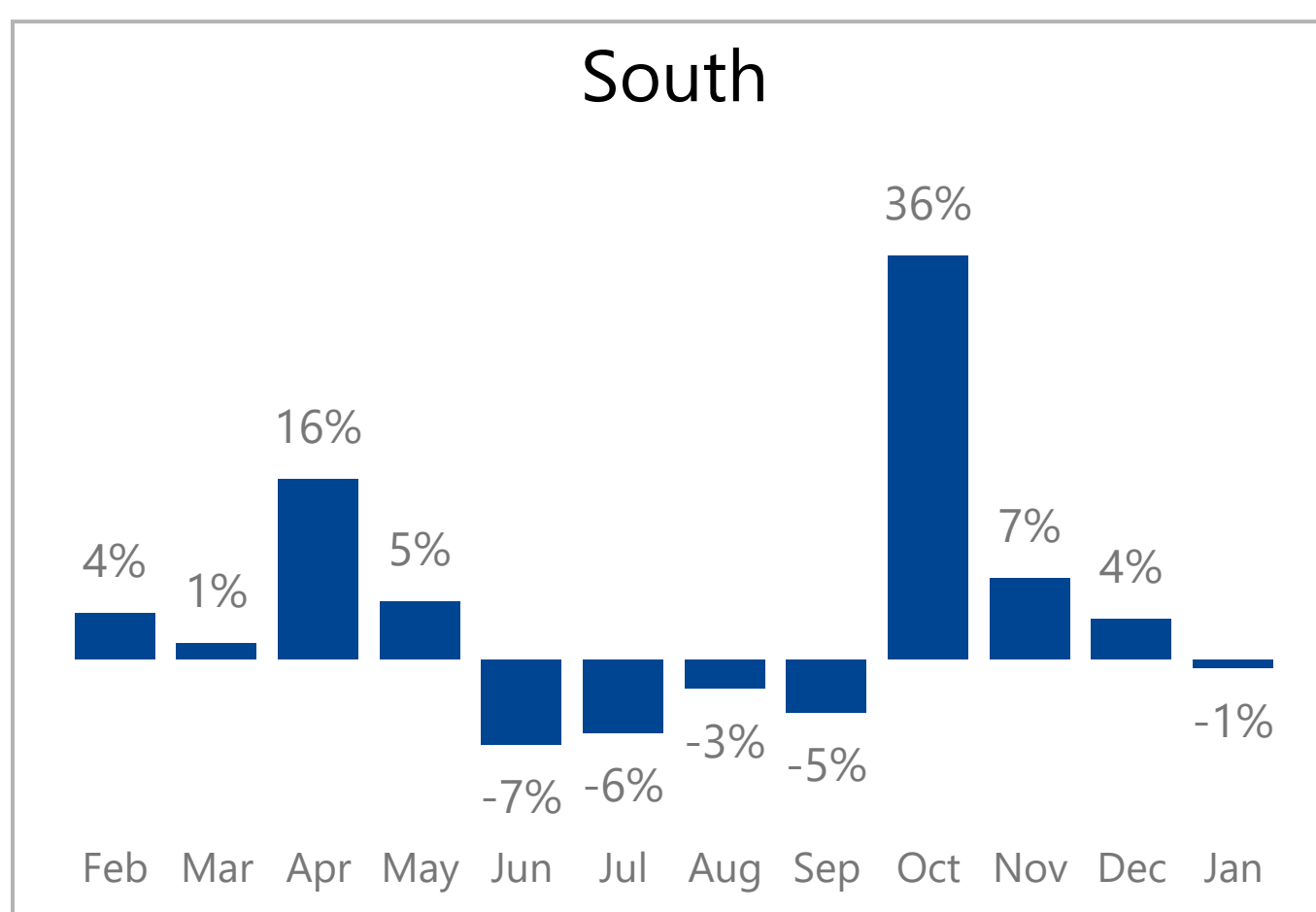
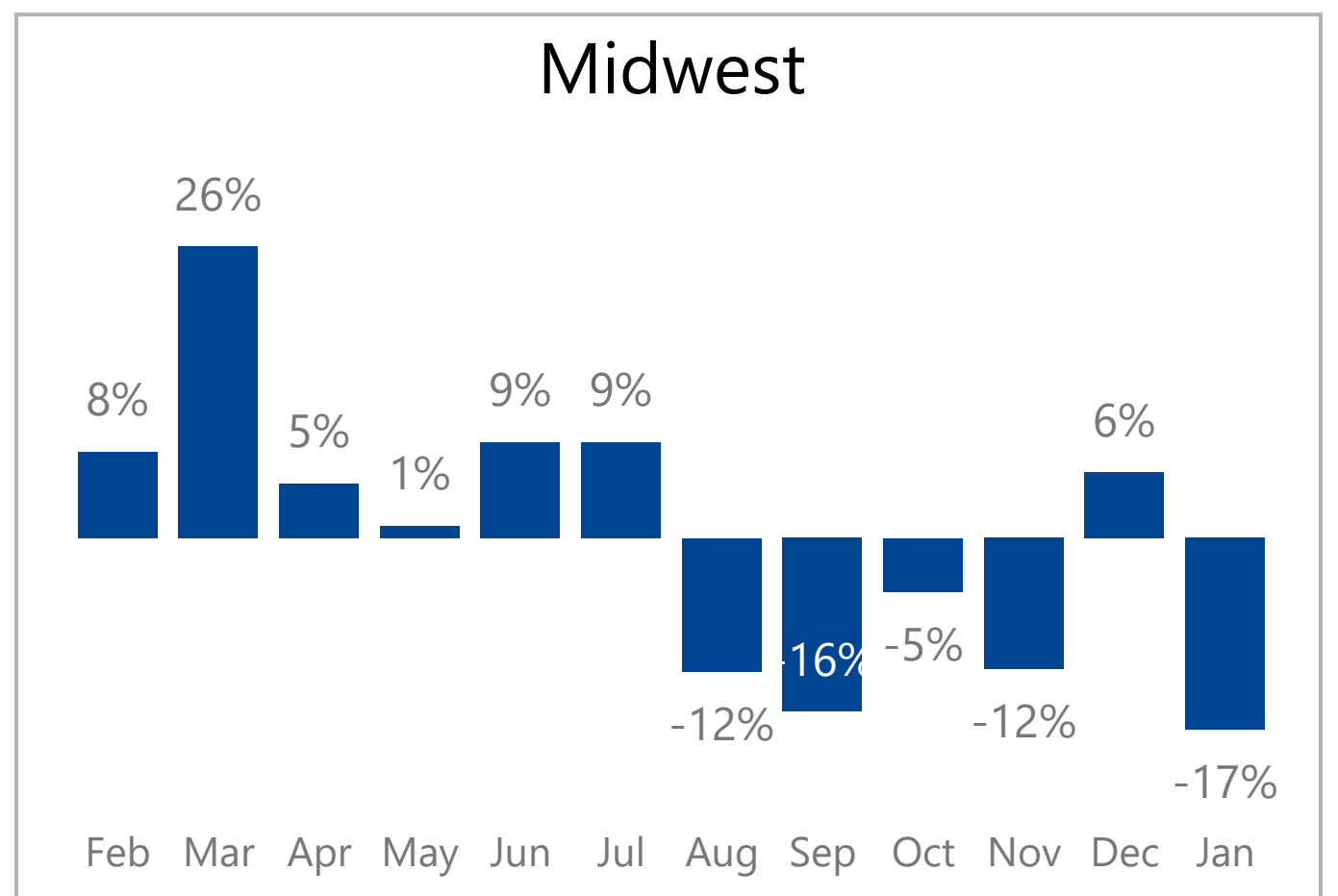
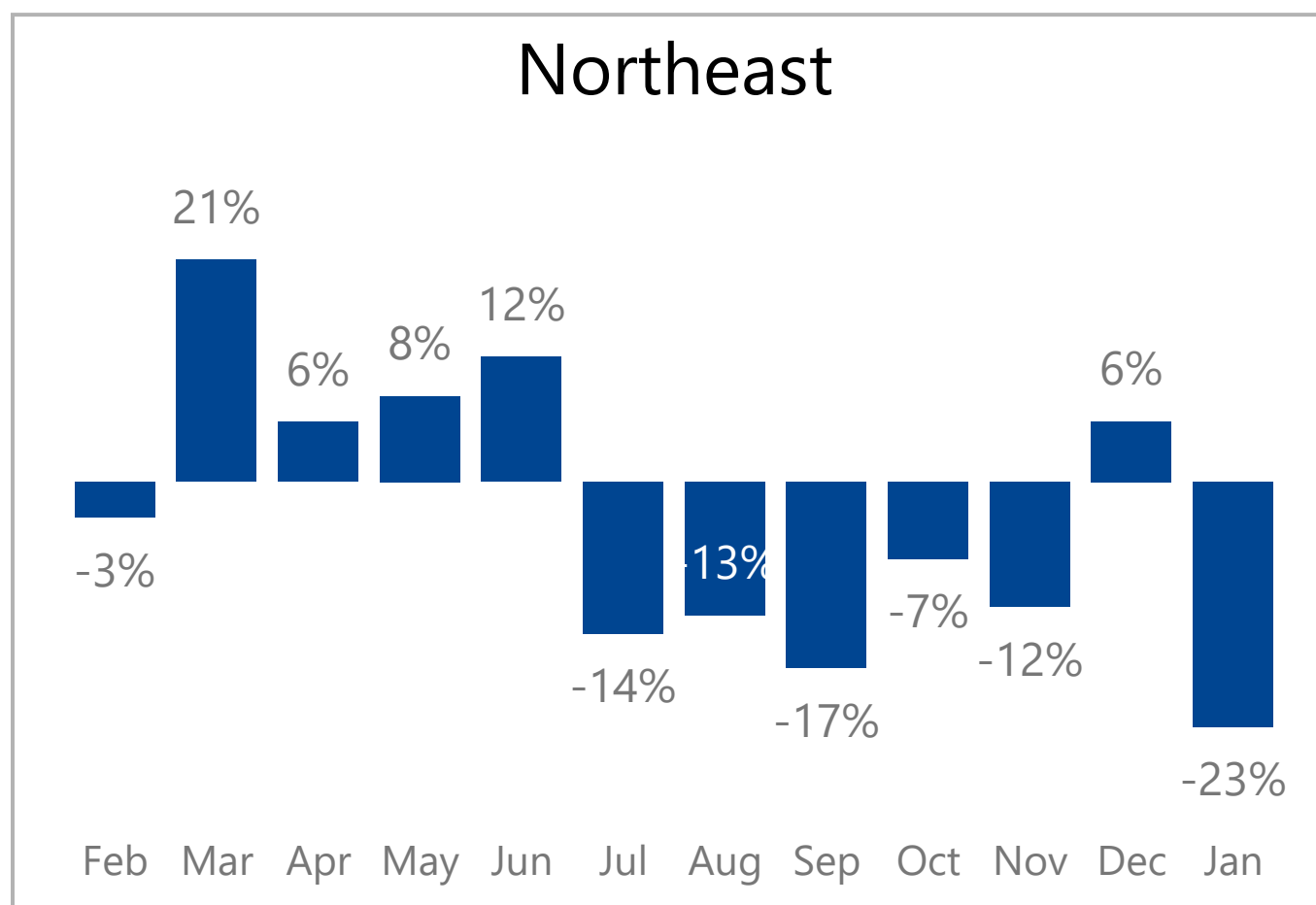
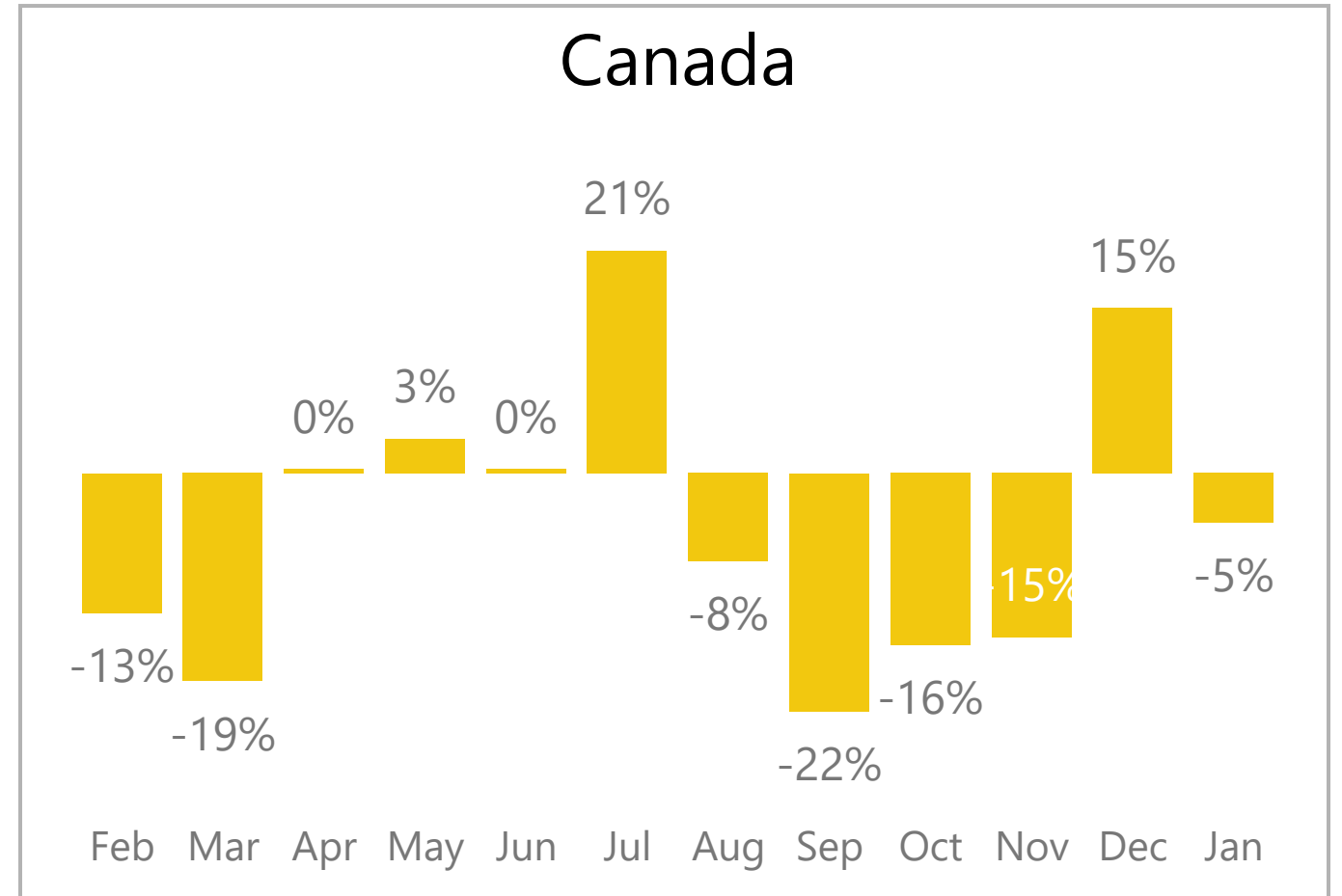
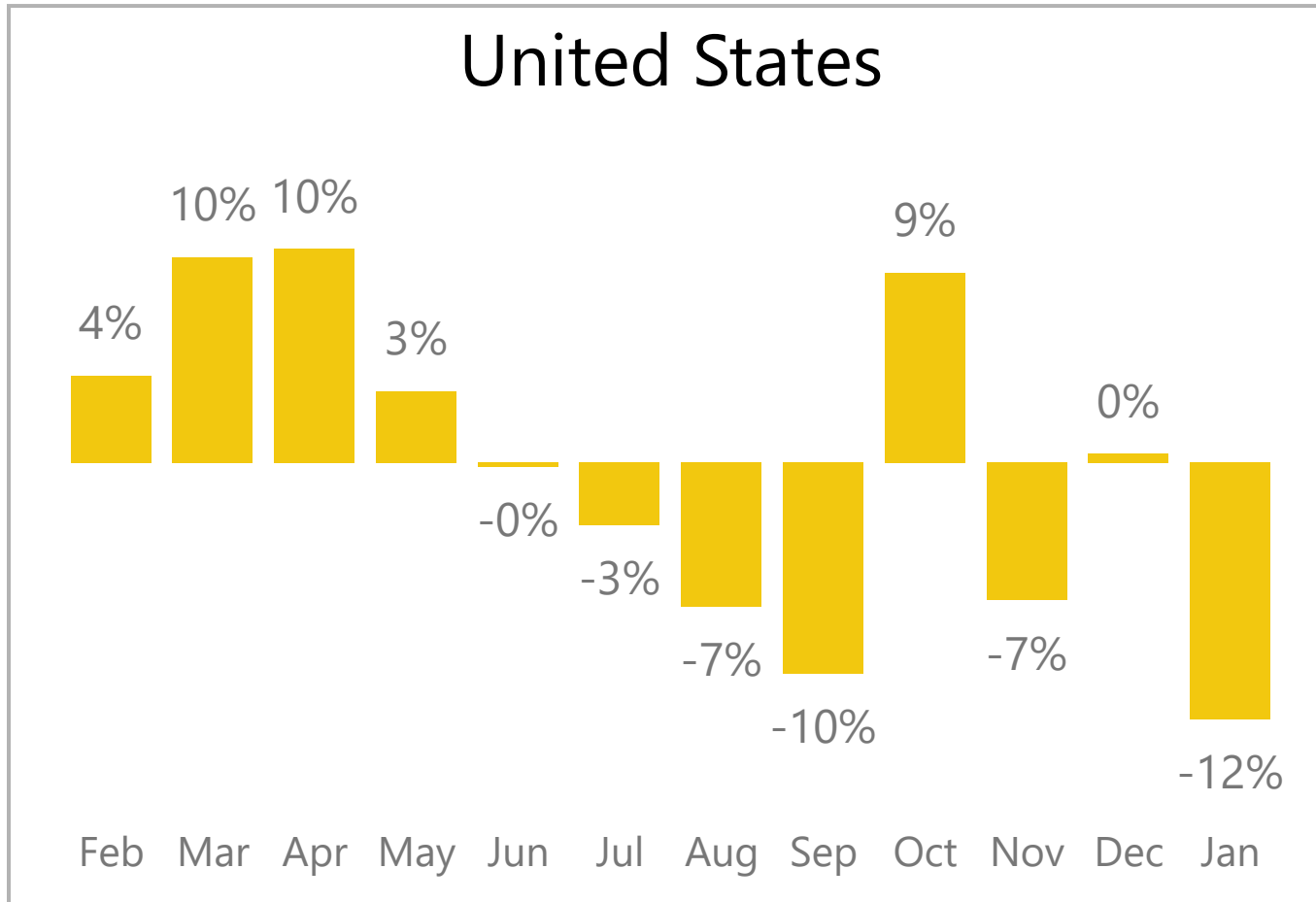
- The report is based on a group of dealers who have reported their data over the previous three years. The dealer count, wholegood unit sale count, and total sales numbers above show the actual number of dealers and total sales being analyzed.
- The graph and analysis on the following pages is based 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 1136 Same Store OPE Dealers

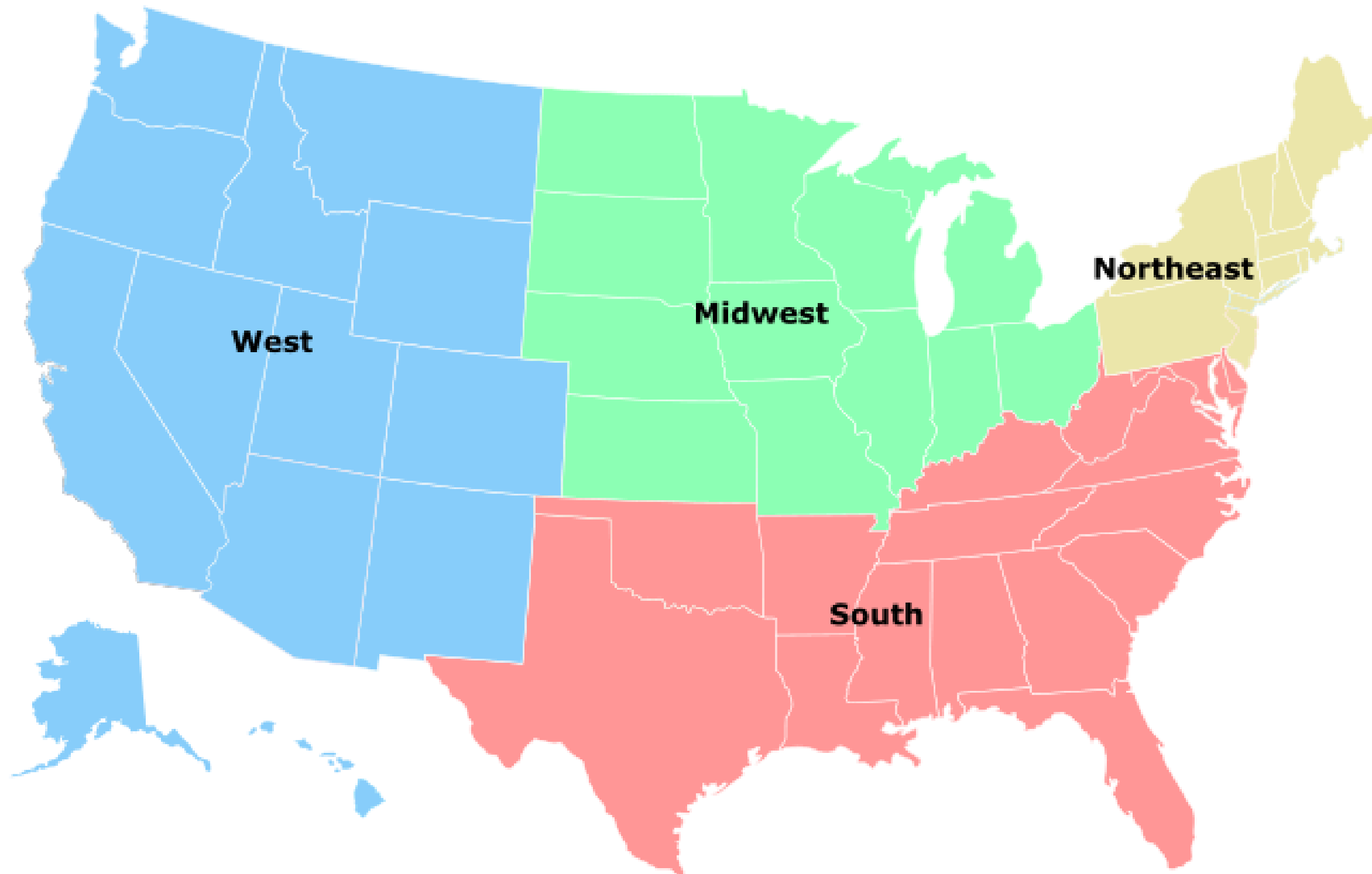


Year	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
2023	134M	266M	334M	351M	278M	249M	252M	203M	185M	151M	124M	113M
2024	139M	290M	367M	362M	277M	244M	234M	181M	198M	139M	125M	113M
2025												98M
	4%	9%	10%	3%	-0%	-2%	-7%	-11%	7%	-8%	1%	-13%

Monthly Revenue Growth By Region



Regions



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

Have questions? Contact: datasolutions@constellationdealer.com