**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	**1,111**	**3M**	**7bn**
Market	Dealer Count	New Wholegood Units	Total Sales $

- 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
1111 Same Store OPE Dealers

● 2023　● 2024　● 2025　—— Growth Over Previous Year
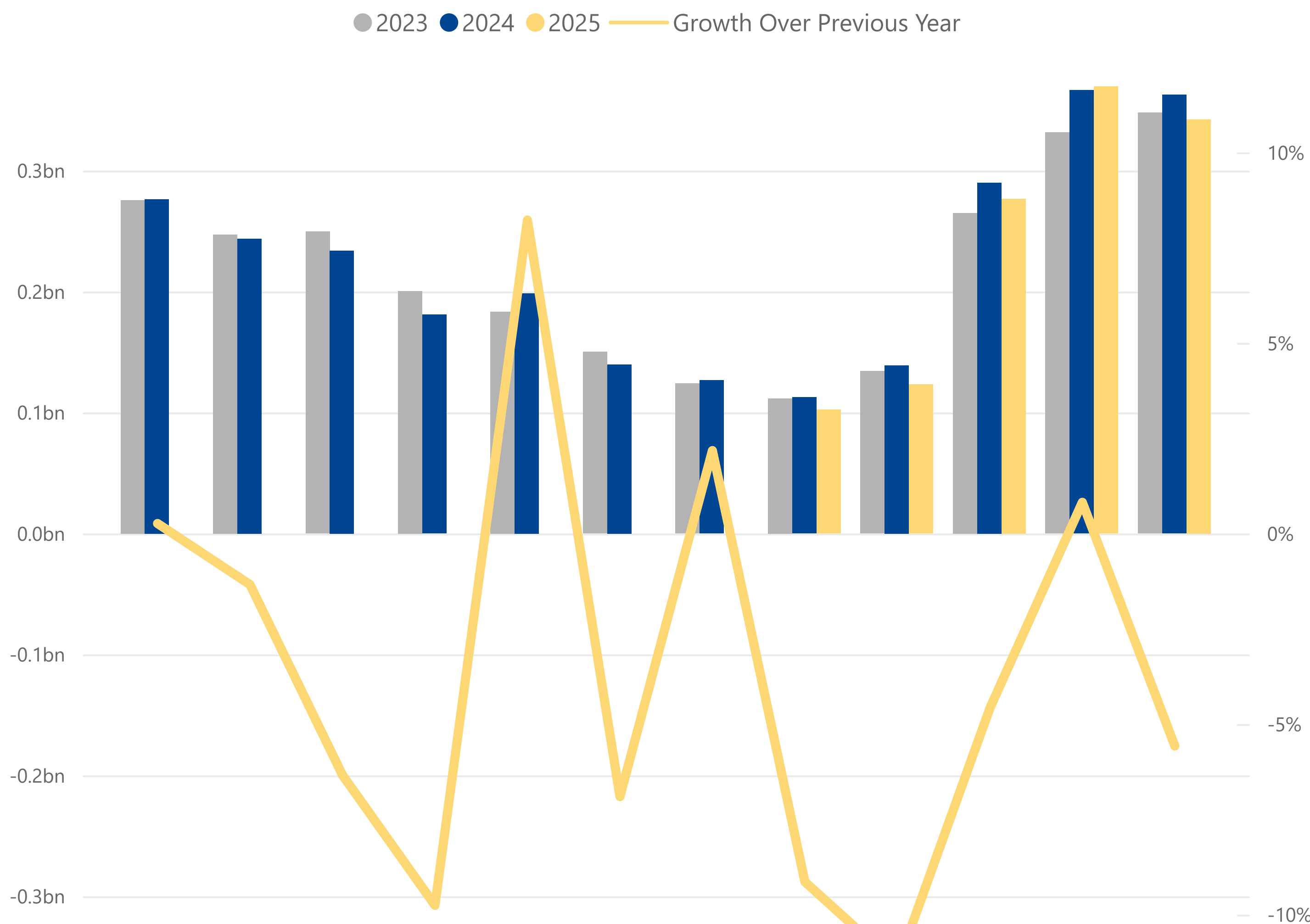
Year	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
2023	276M	247M	250M	201M	183M	150M	124M	112M	134M	265M	332M	348M
2024	276M	244M	234M	181M	199M	140M	127M	113M	139M	290M	366M	363M
2025								102M	123M	277M	369M	342M
	0%	-1%	-6%	-10%	8%	-7%	2%	-9%	-11%	-5%	1%	-6%

Monthly Revenue Growth By Region

United States

Canada

Northeast

Midwest

South

West
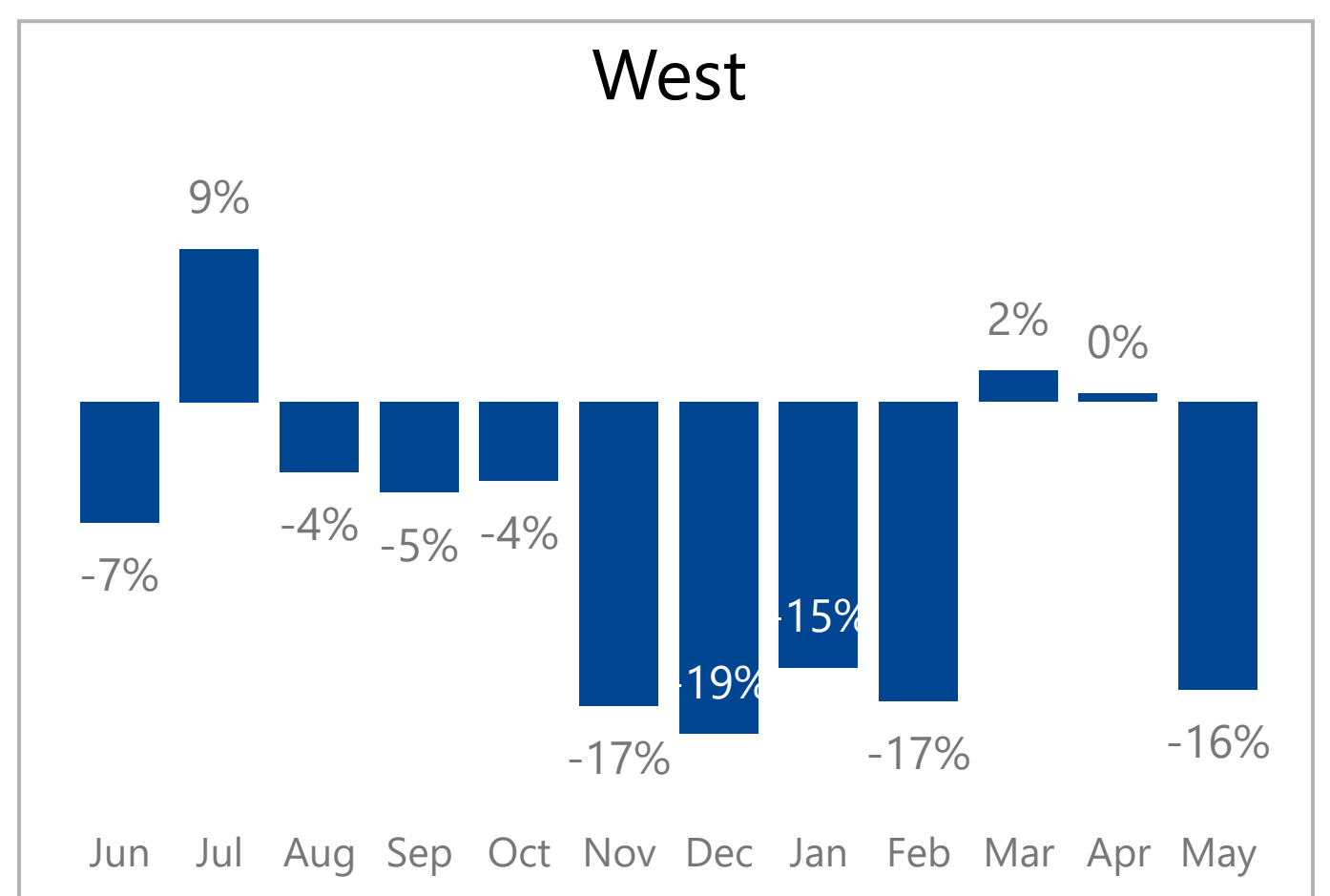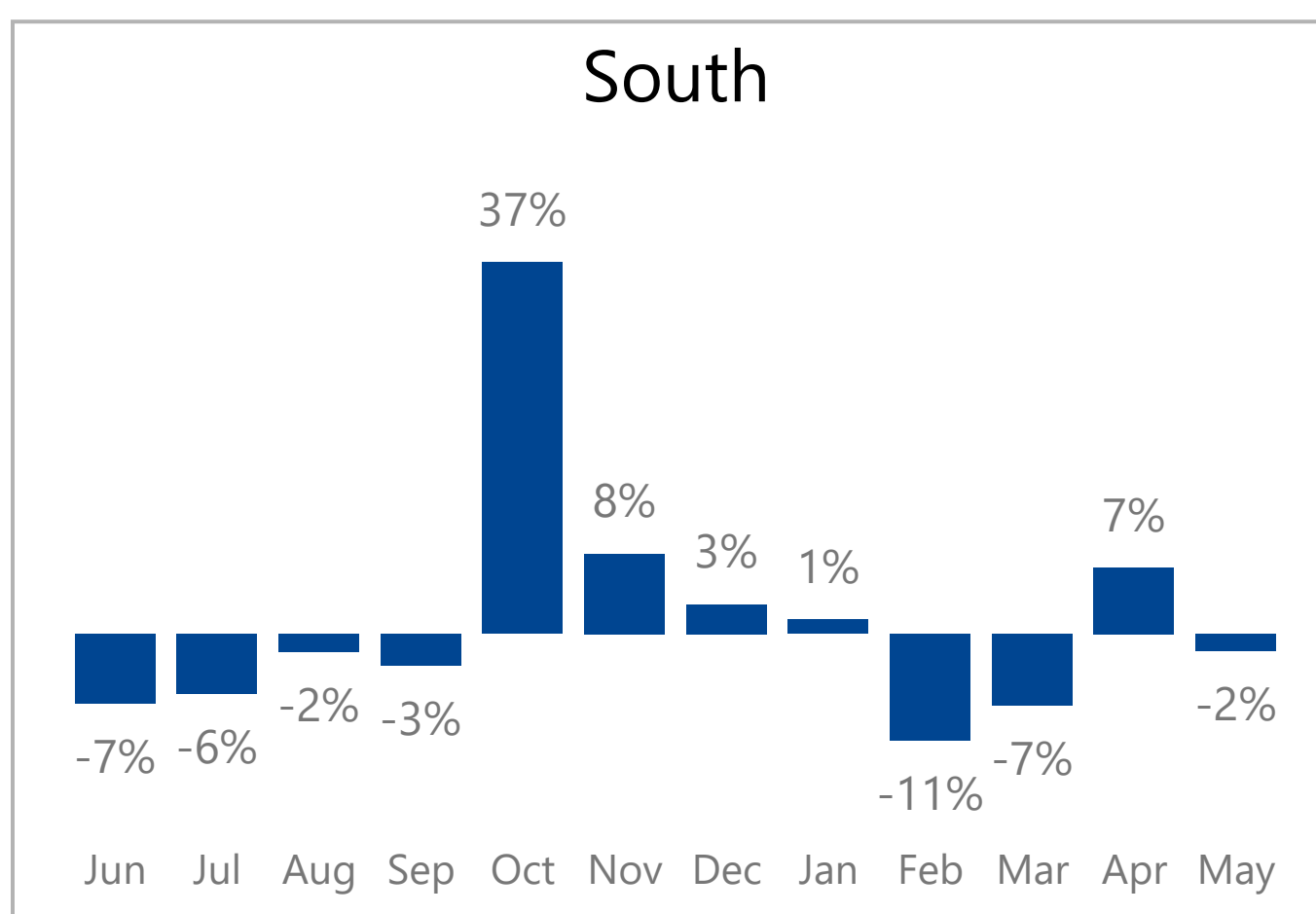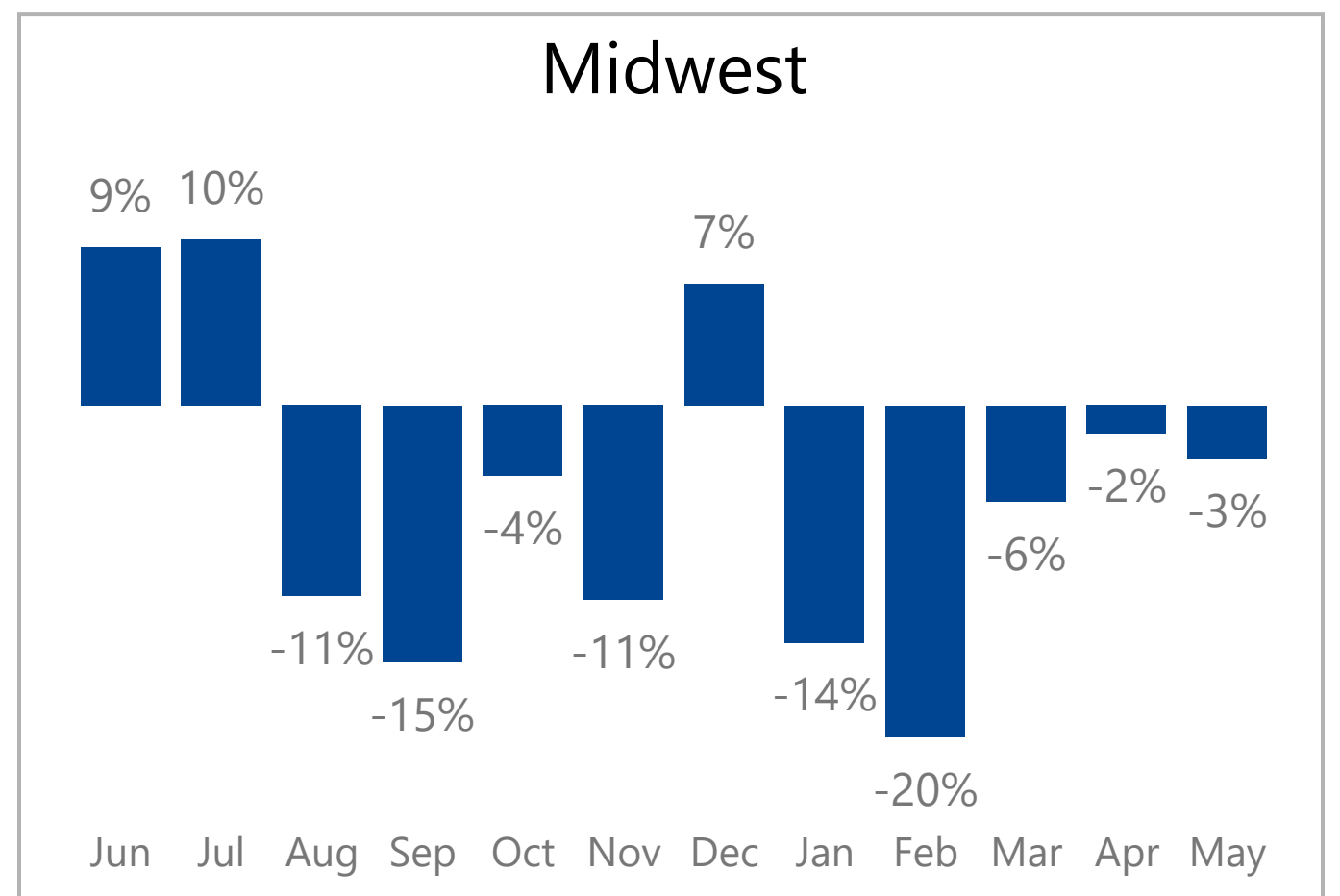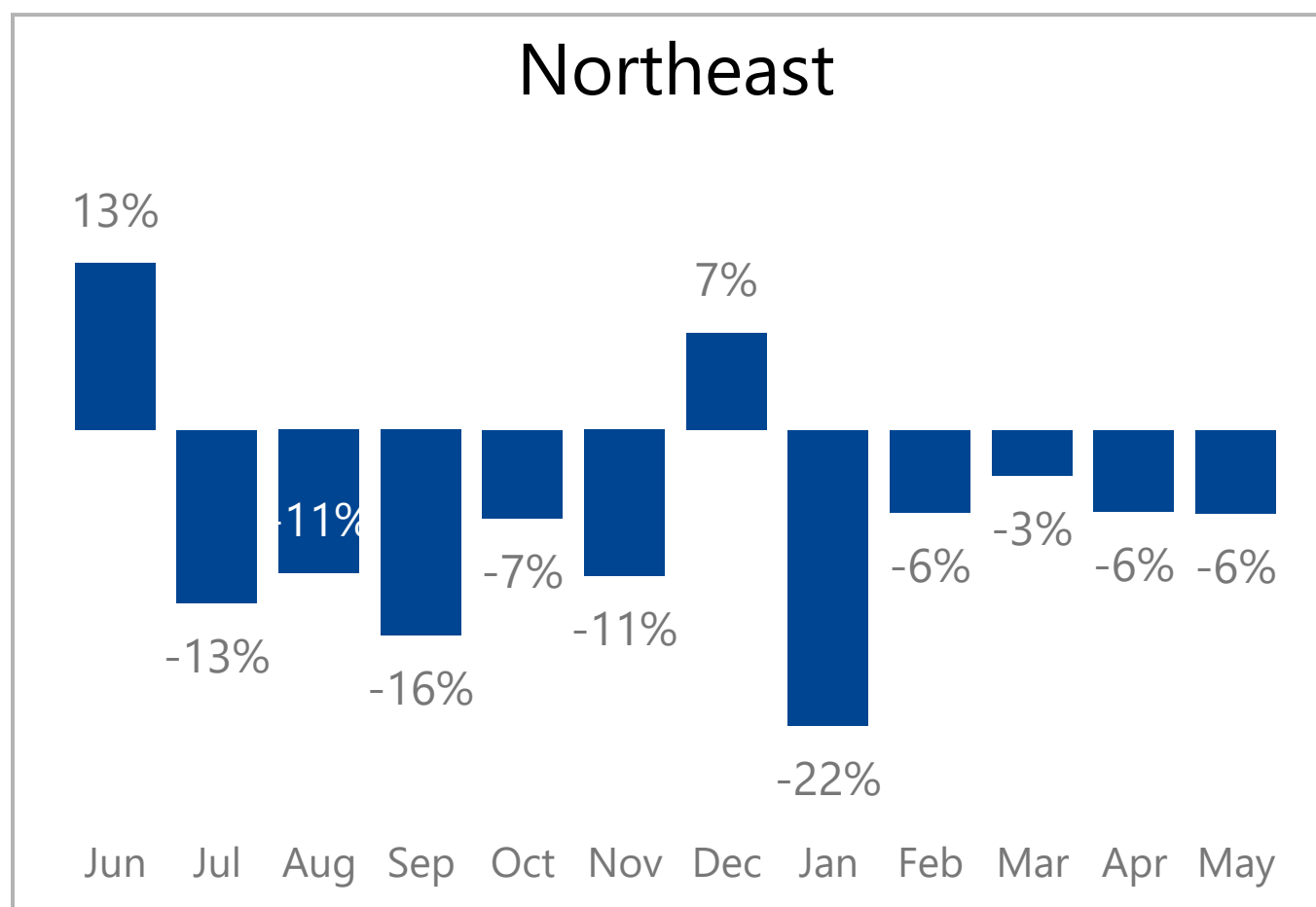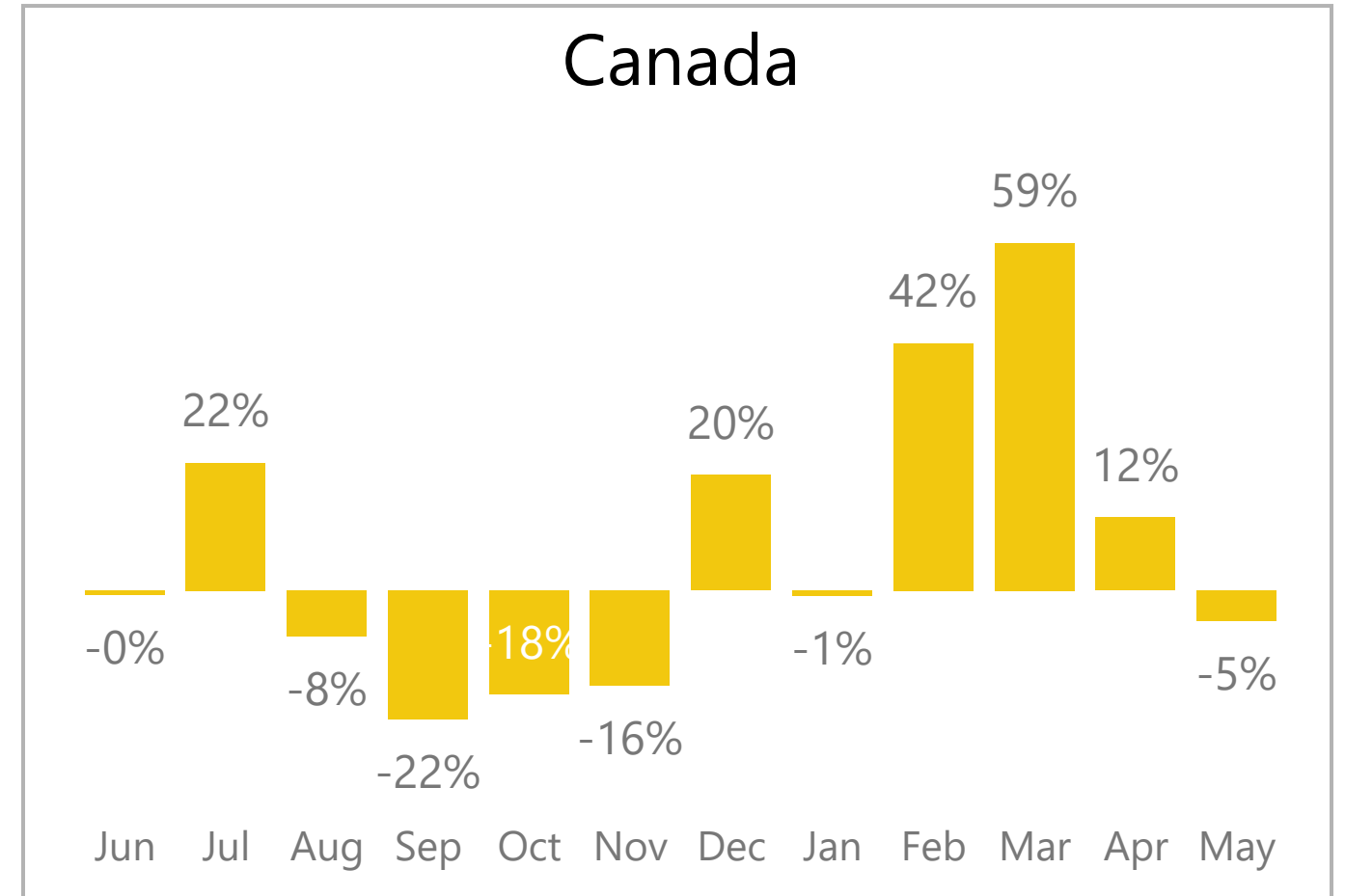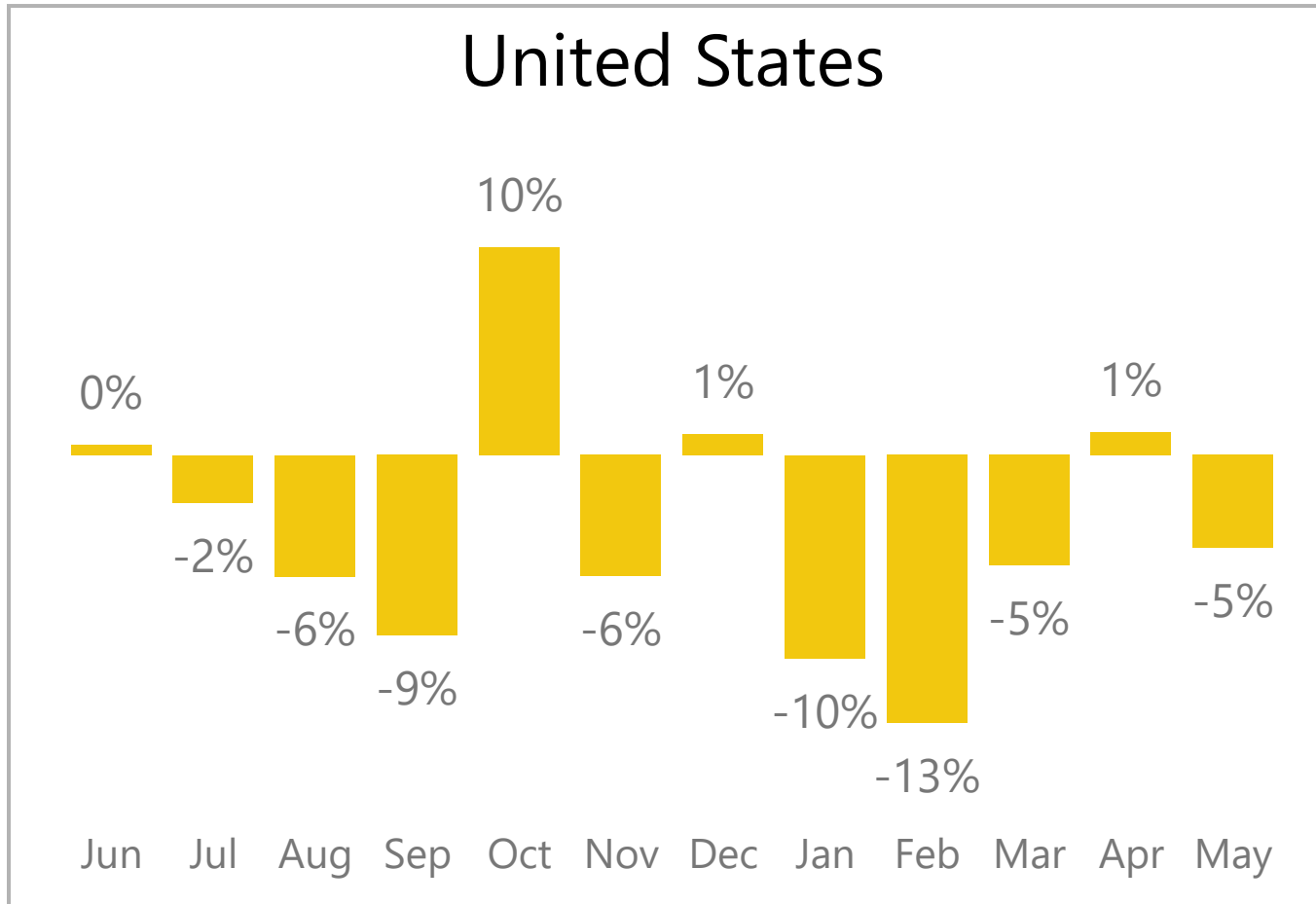
Regions
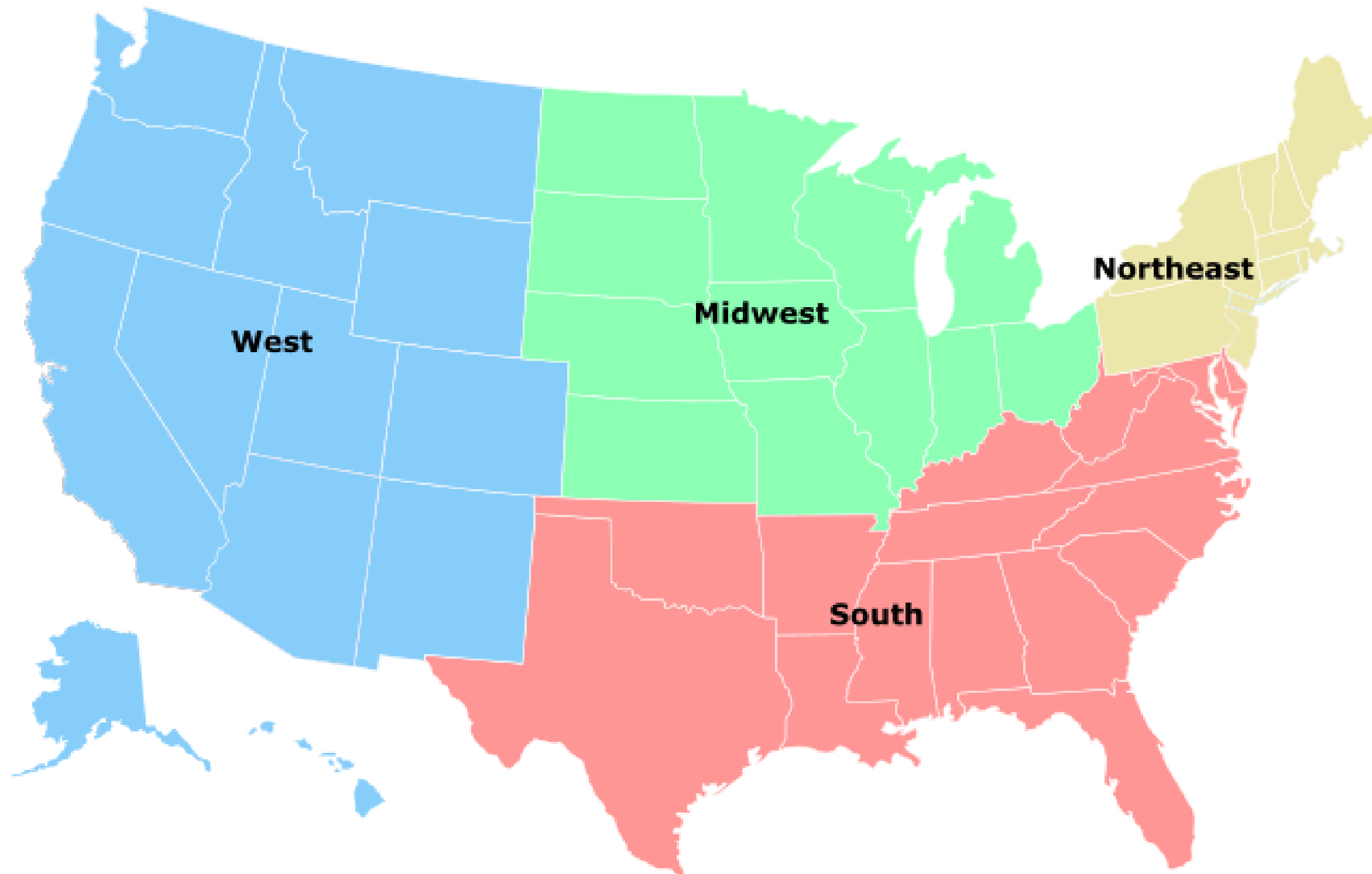
Information is also available on: www.constellationdealer.com/market-data/

Have questions? Contact: datasolutions@constellationdealer.com