CONSTELLATION
DEALER INSIGHTS

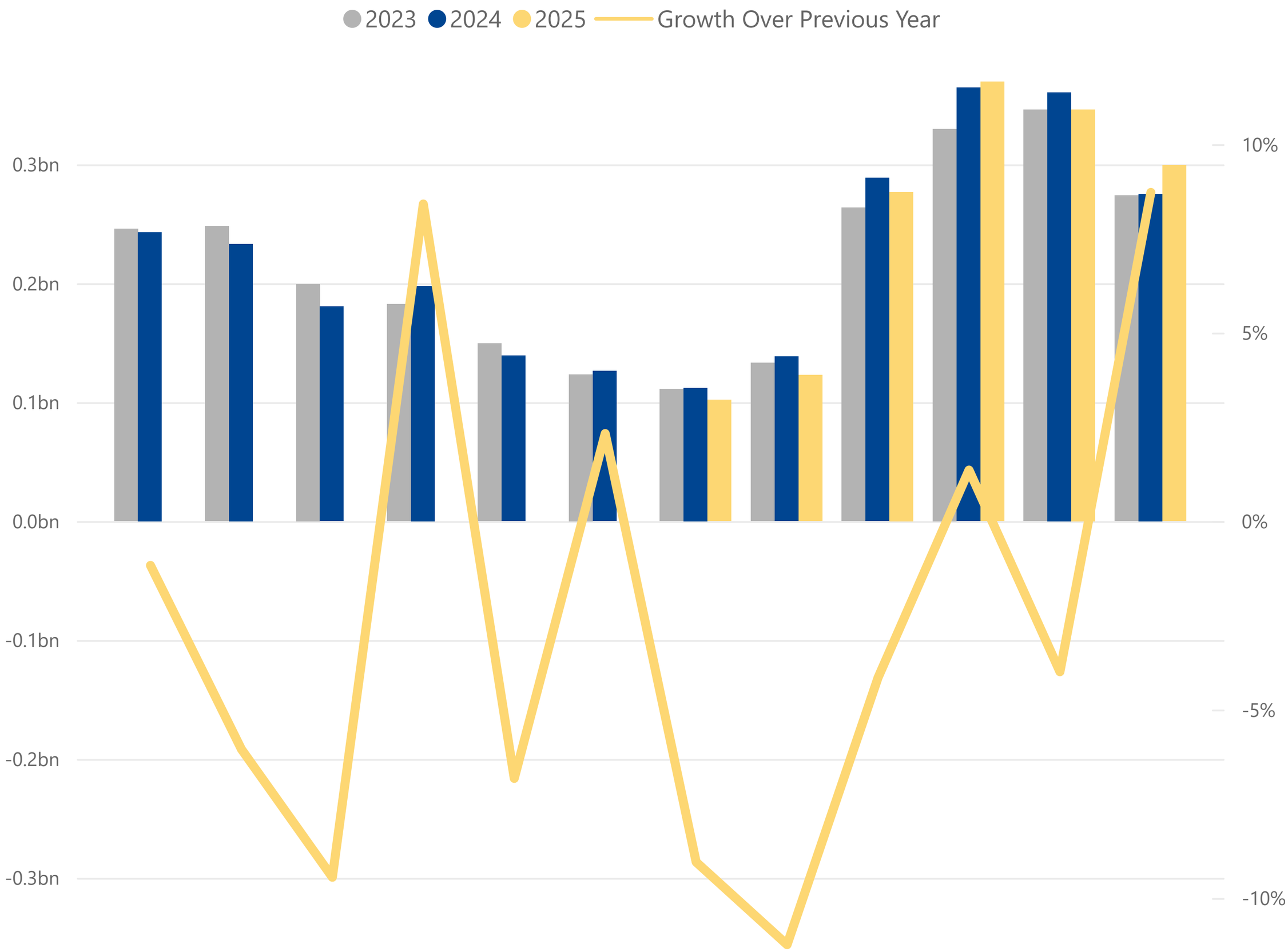
Constellation OPE Market Update

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	1,104	3M	7bn
Market	Dealer Count	New Wholegood Units	Total Sales $

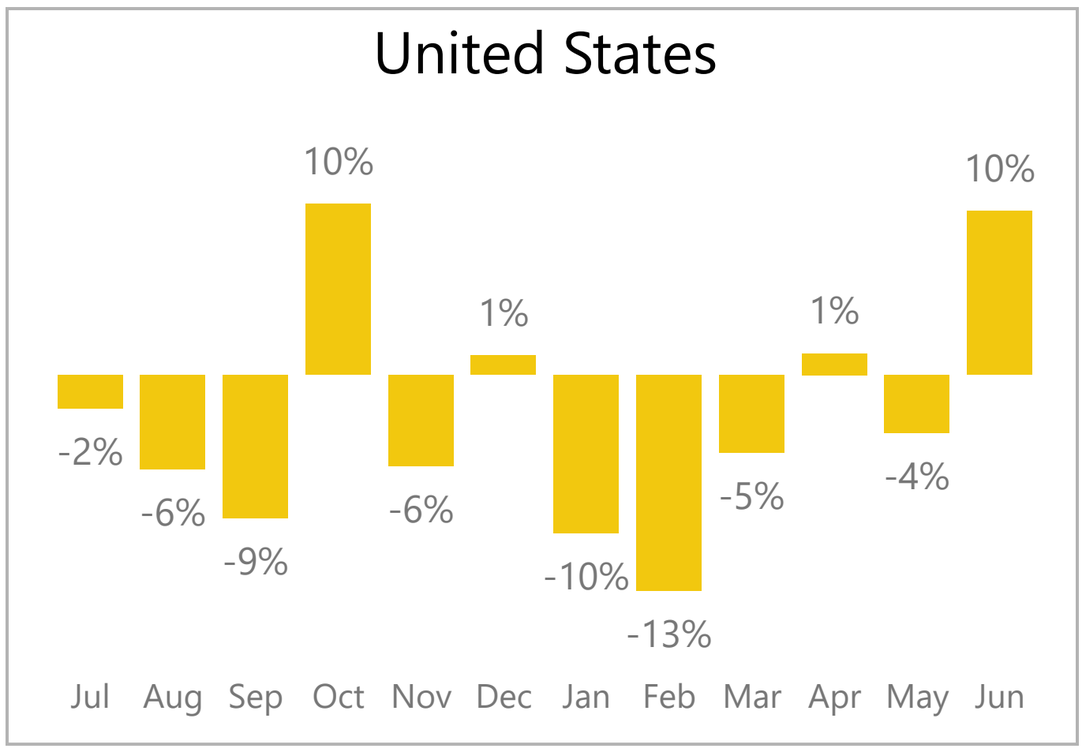
- The report is based on a group of dealers who have reported their data over the previous three years. The dealer count, wholegood unit sale count, and total sales numbers above show the actual number of dealers and total sales being analyzed.
- The graph and analysis on the following pages is based 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.

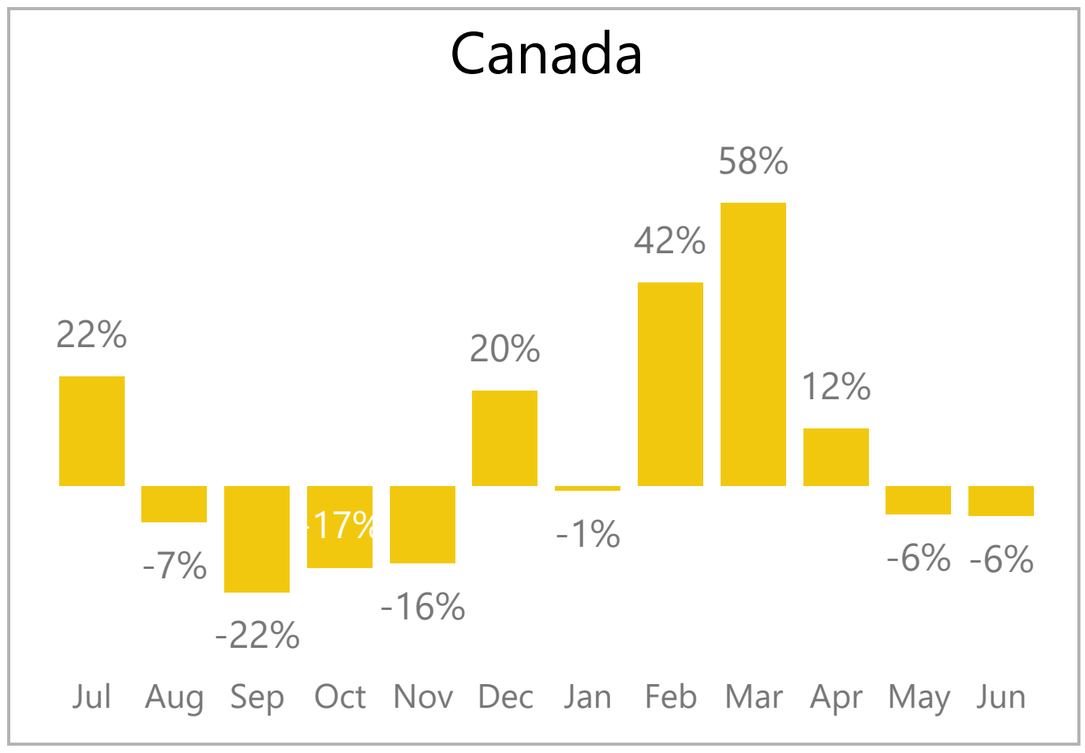
Monthly Revenue and Growth Over Previous Year
1104 Same Store OPE Dealers

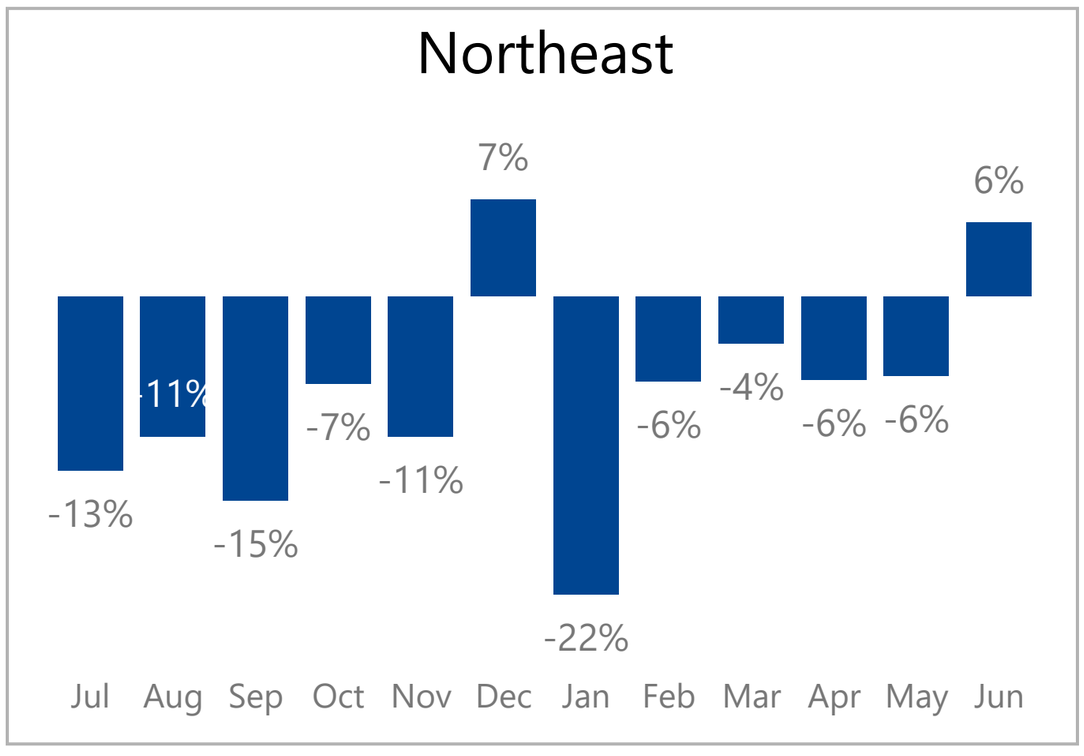


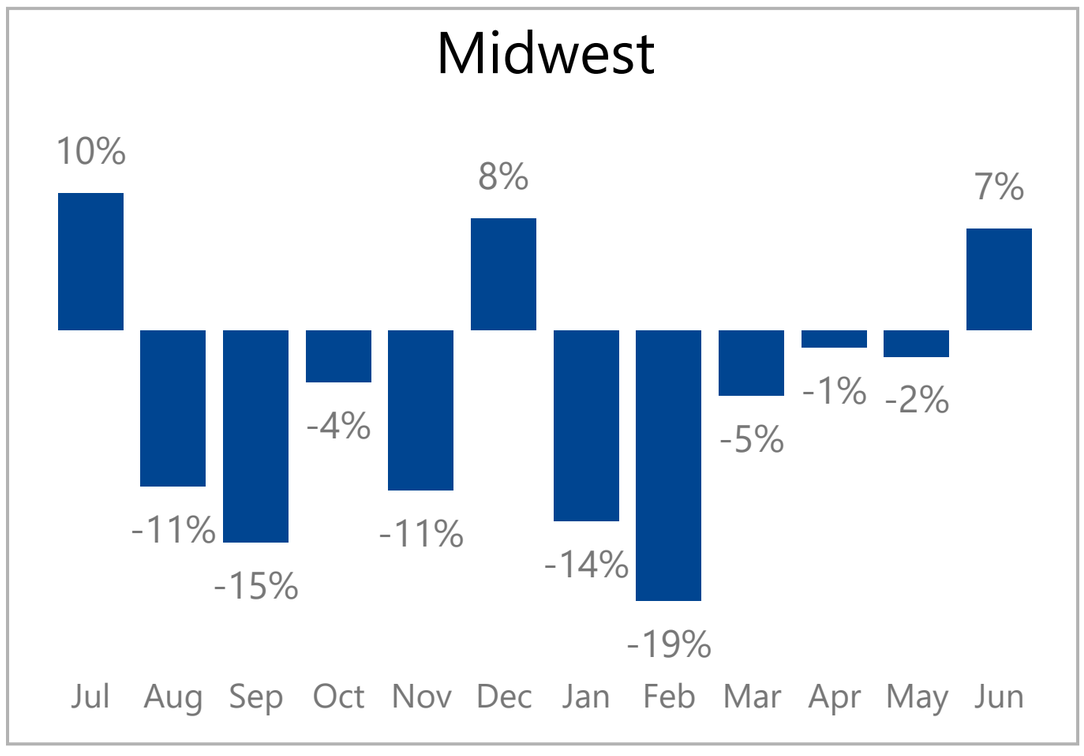
Year	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
2023	246M	248M	199M	182M	149M	123M	111M	133M	264M	330M	346M	274M
2024	243M	233M	181M	198M	139M	126M	112M	138M	289M	364M	361M	275M
2025							102M	123M	277M	369M	346M	299M
	-1%	-6%	-9%	8%	-7%	2%	-9%	-11%	-4%	1%	-4%	9%

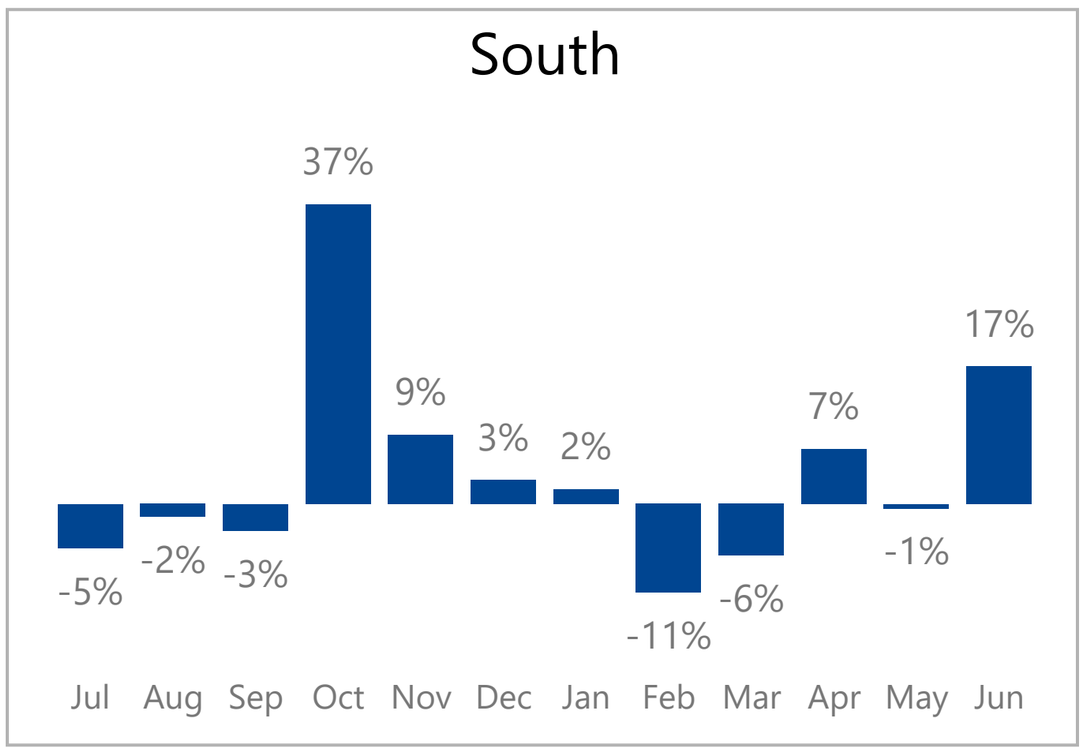
Monthly Revenue Growth By Region

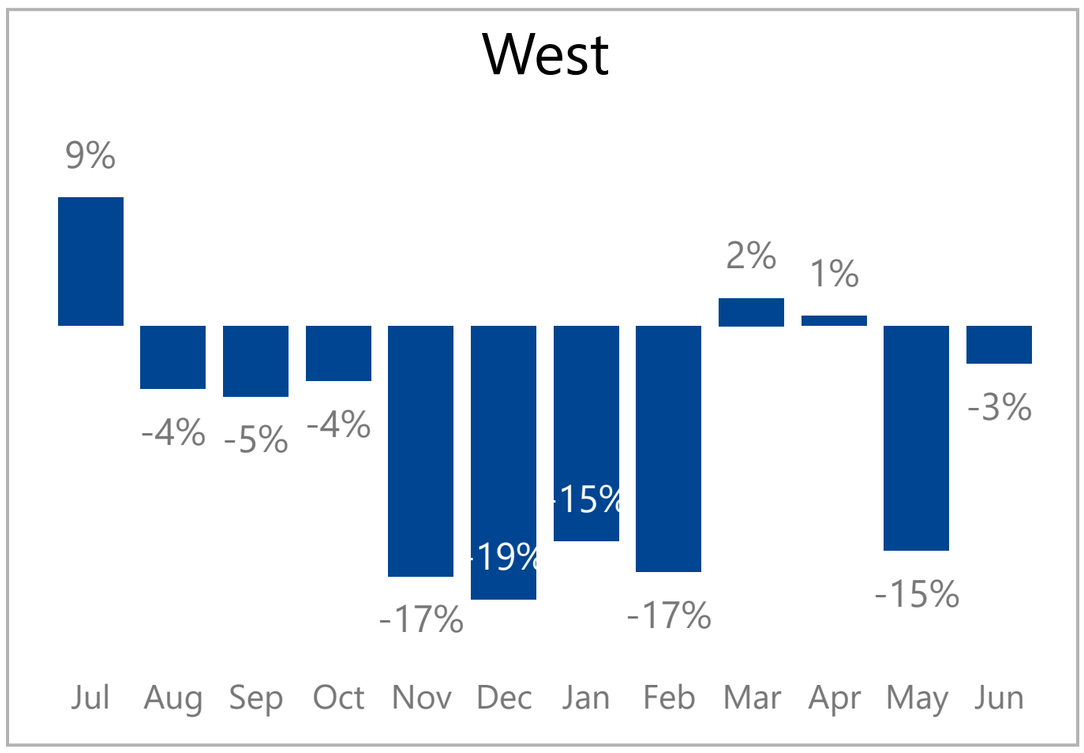




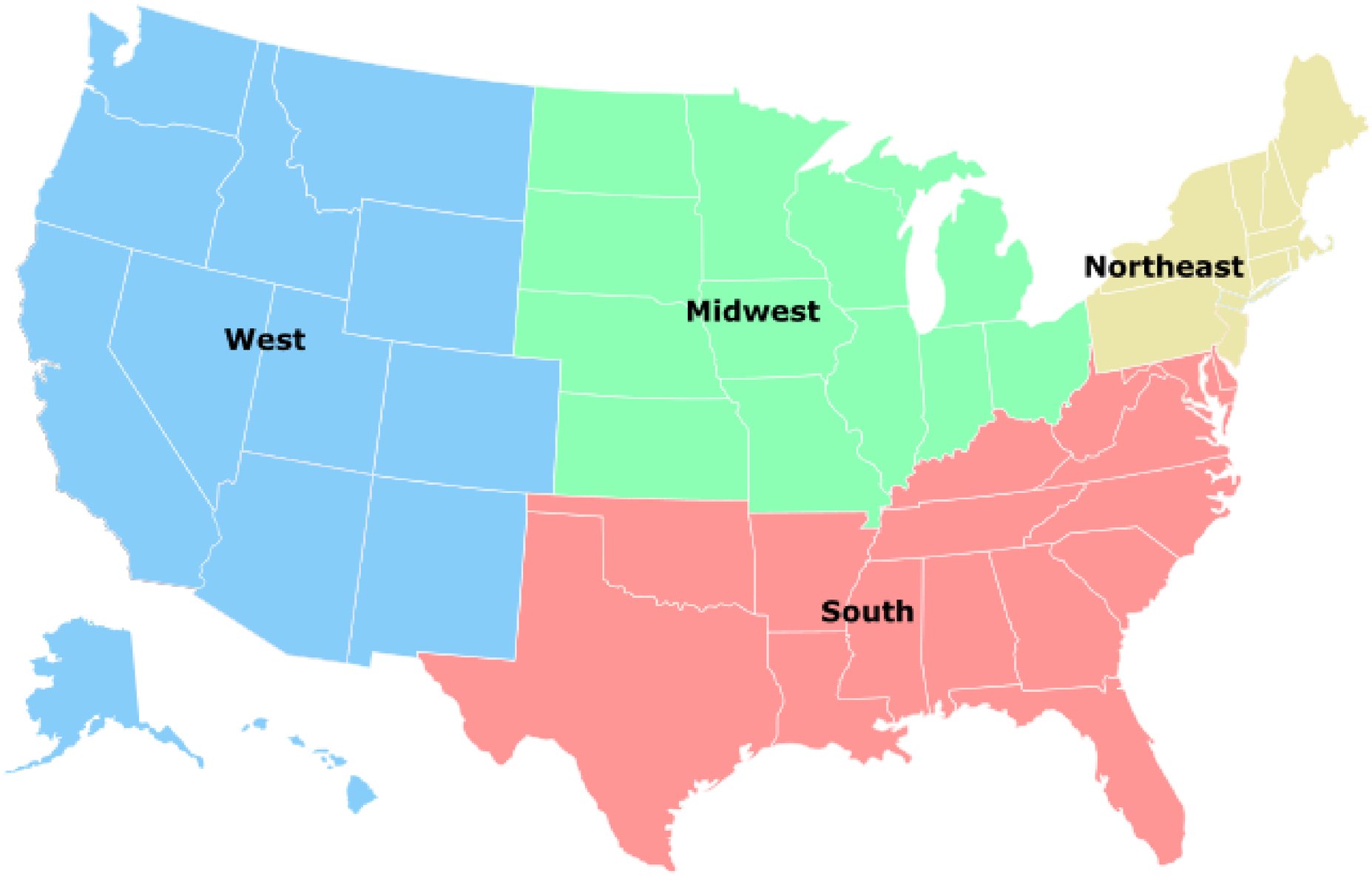








Regions



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

Have questions? Contact: datasolutions@constellationdealer.com