



Constellation OPE Market Update

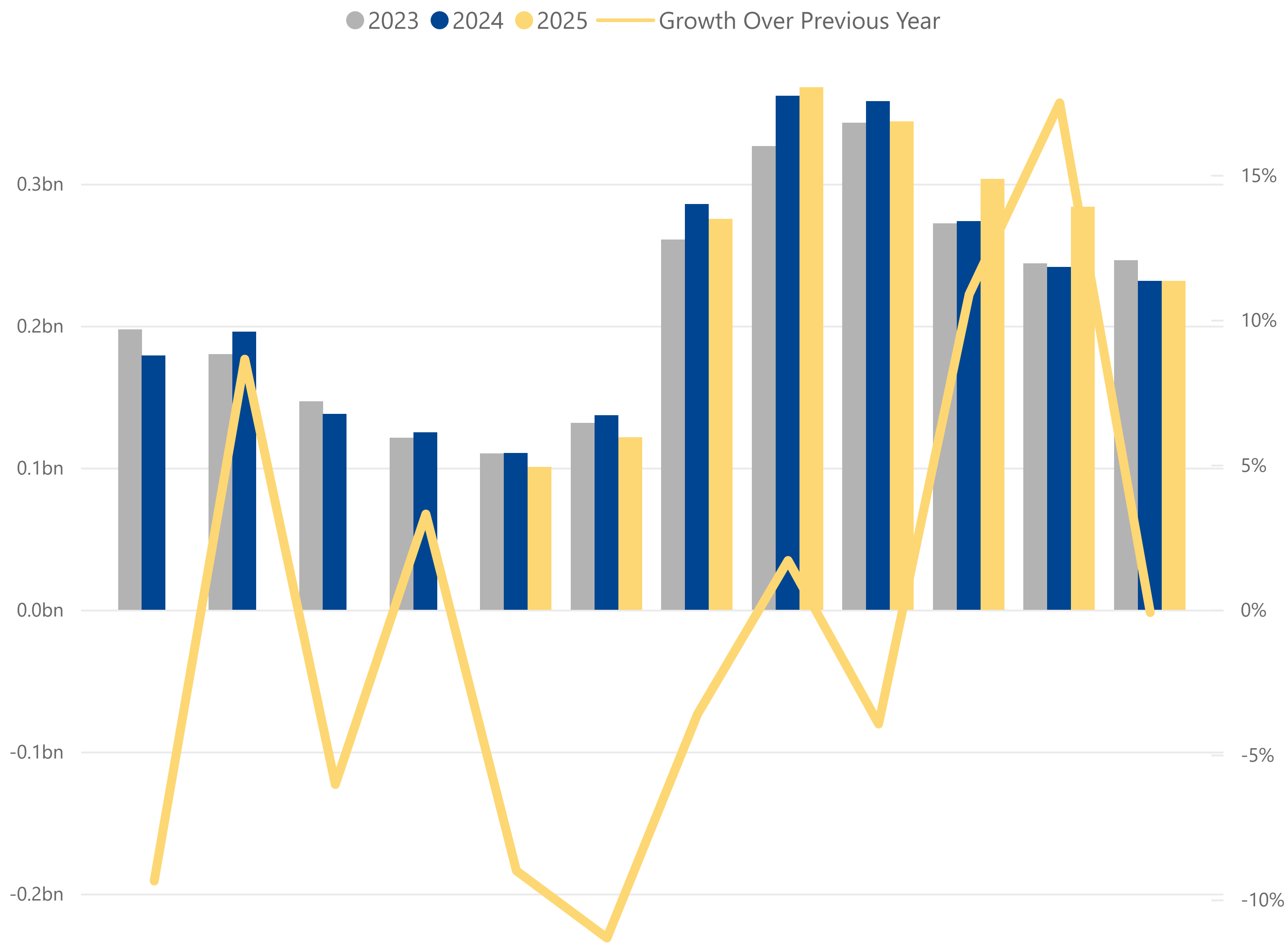
Constellation Dealership Software companies, Ideal, Charter, and c-Systems, have developed the largest database of dealership transactional sales, inventory position and task completion information. Drawing from over 1,700 dealers on a nightly basis, this data warehouse is the largest, most accurate source for dealership and market year-over-year trending information in the industry.

OPE Market	1,092 Dealer Count	3M 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.

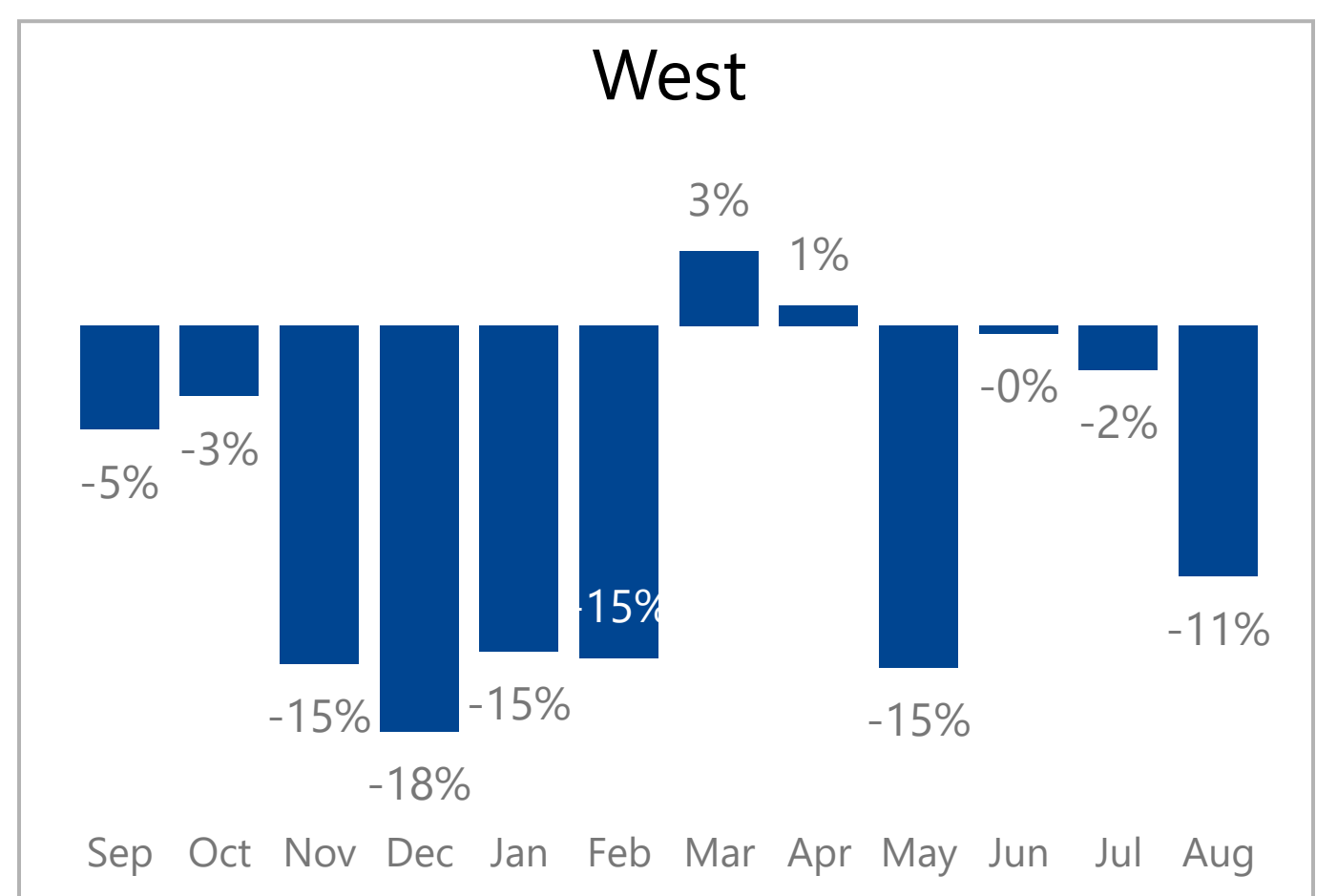
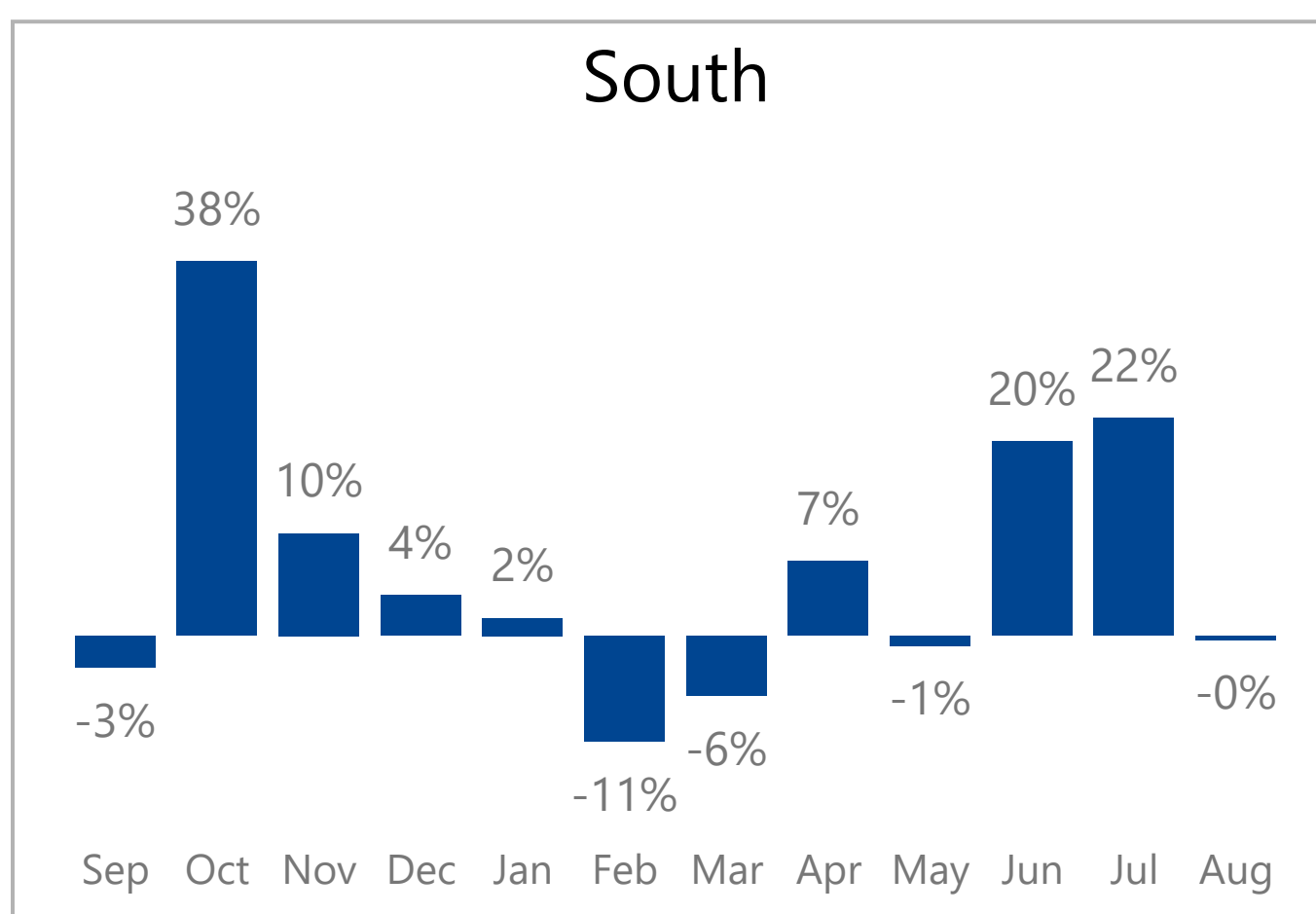
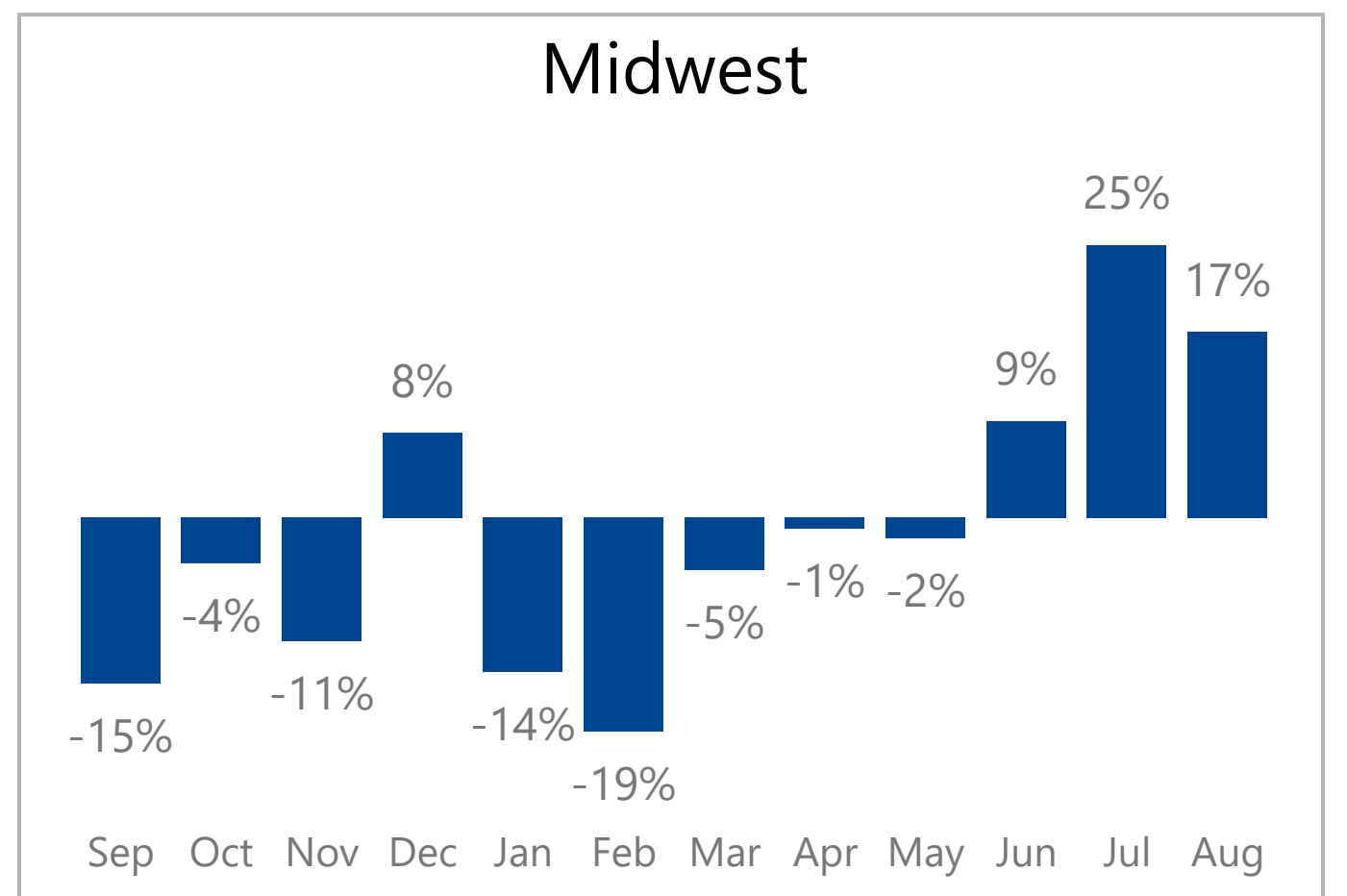
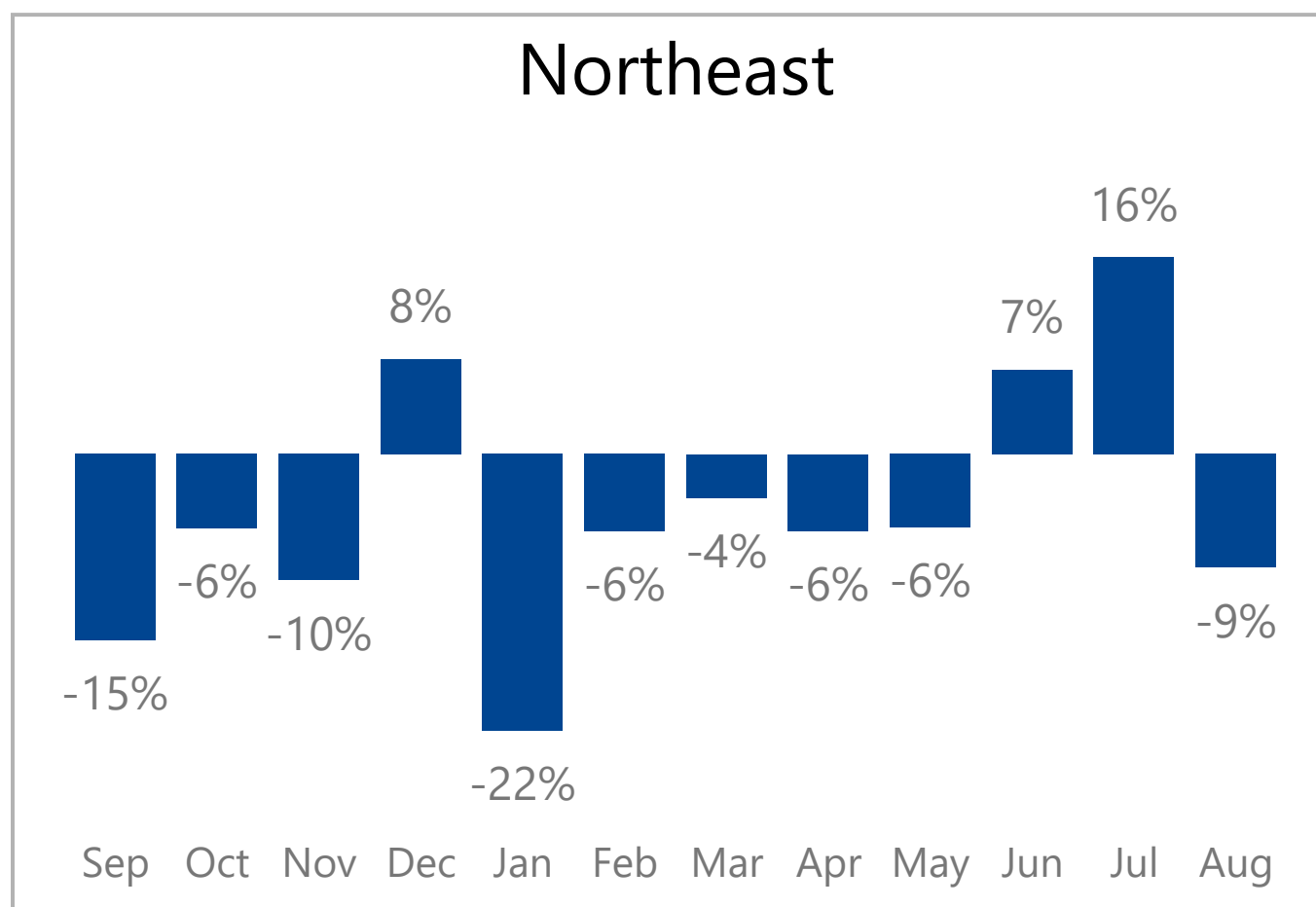
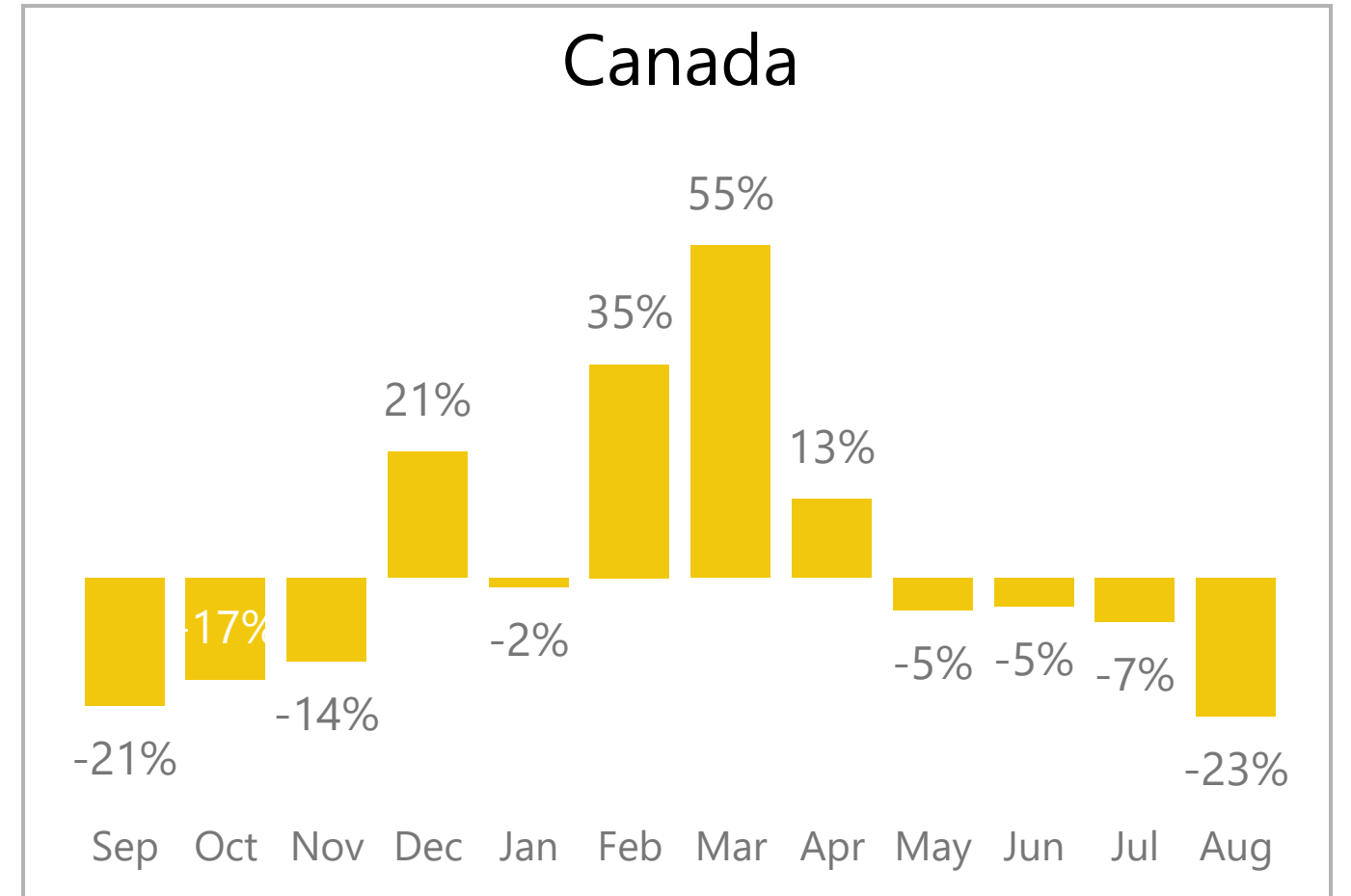
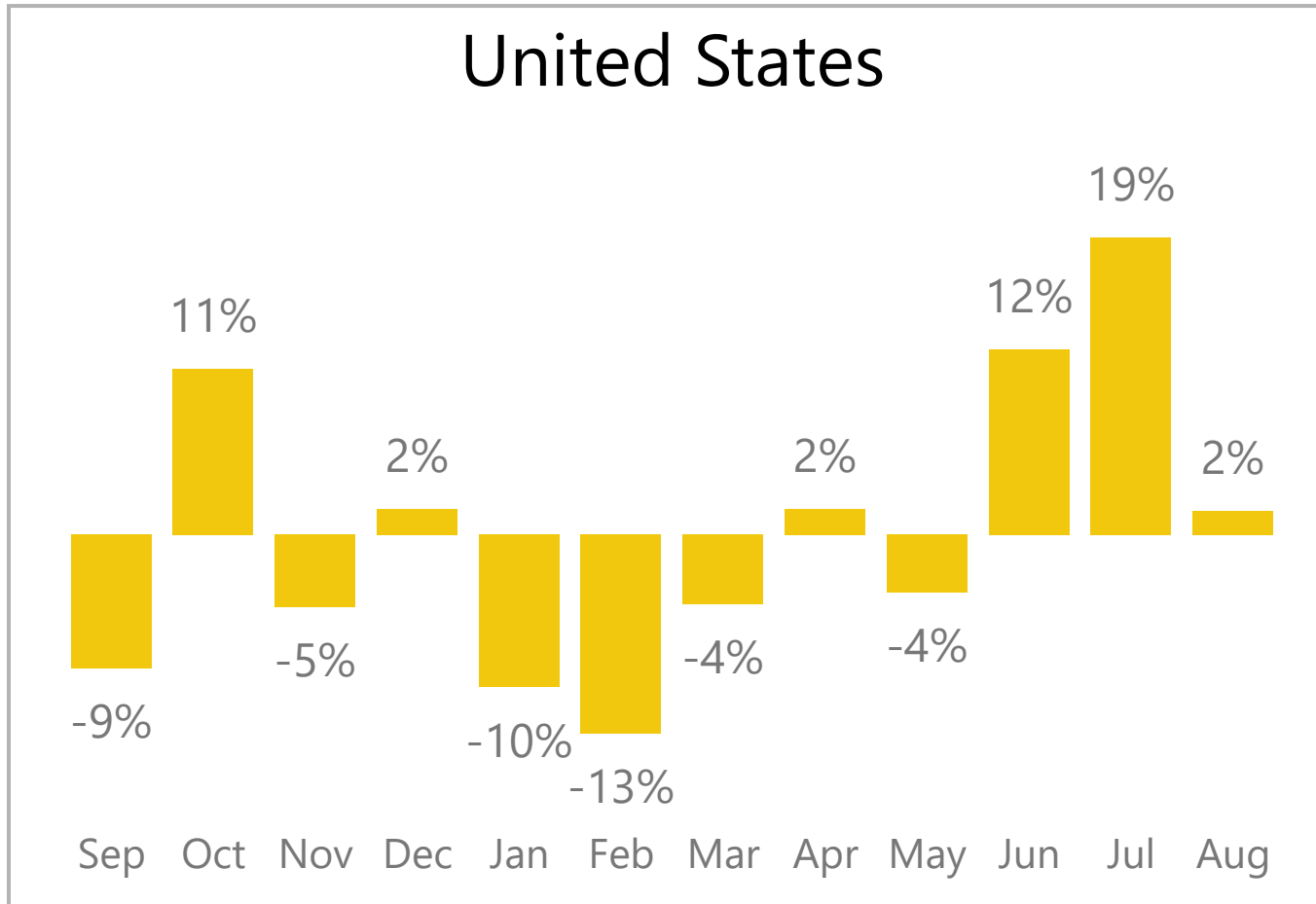
Monthly Revenue and Growth Over Previous Year

1092 Same Store OPE Dealers

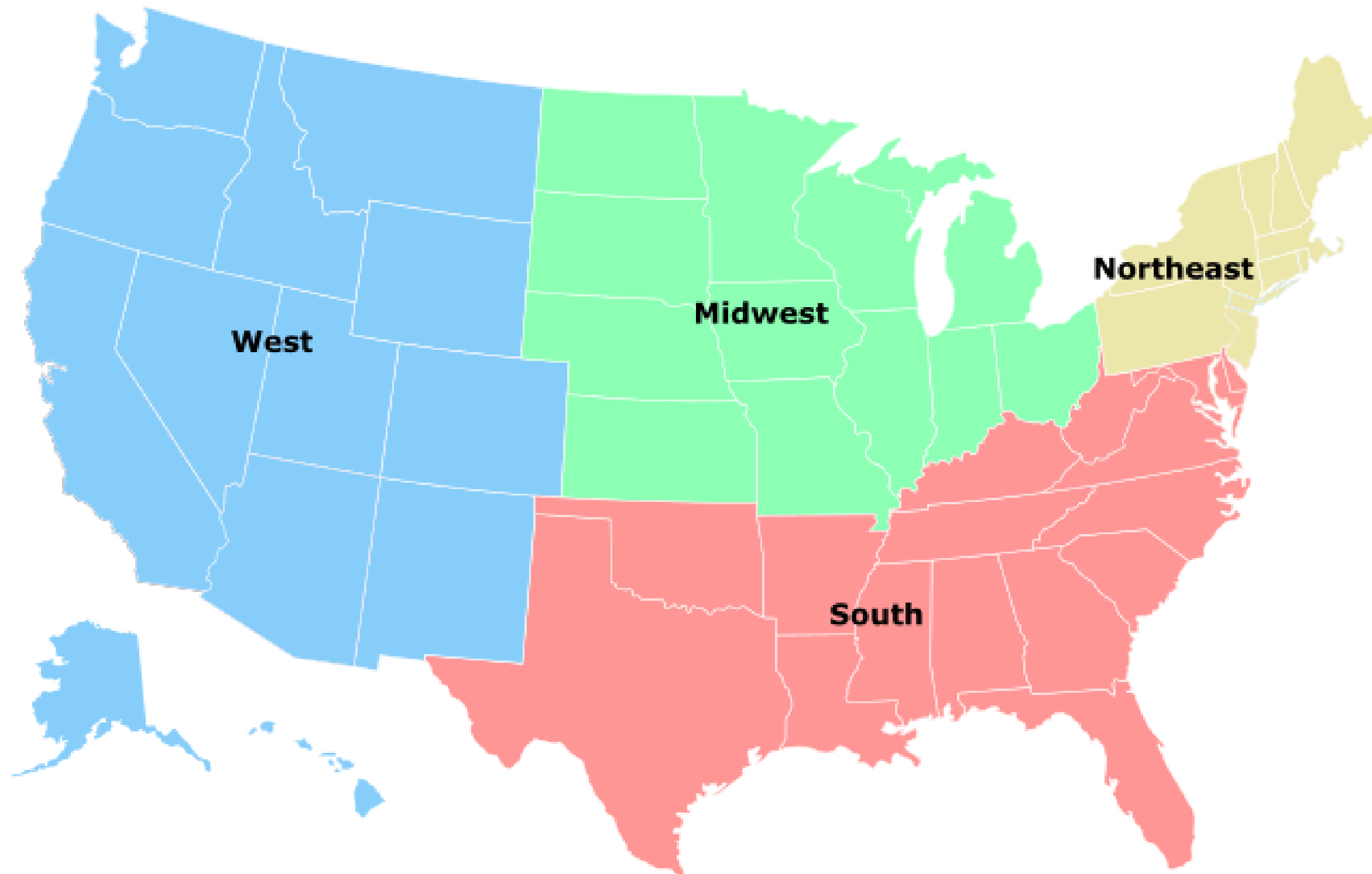


Year	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
2023	197M	180M	147M	121M	110M	131M	261M	327M	343M	272M	244M	246M
2024	179M	196M	138M	125M	110M	137M	286M	362M	358M	274M	241M	232M
2025					100M	121M	275M	368M	344M	303M	284M	231M
	-9%	9%	-6%	3%	-9%	-11%	-4%	2%	-4%	11%	17%	-0%

Monthly Revenue Growth By Region



Regions



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

Have questions? Contact: datasolutions@constellationdealer.com