

**CONSTELLATION**
DEALER INSIGHTS

Constellation OPE Market Update

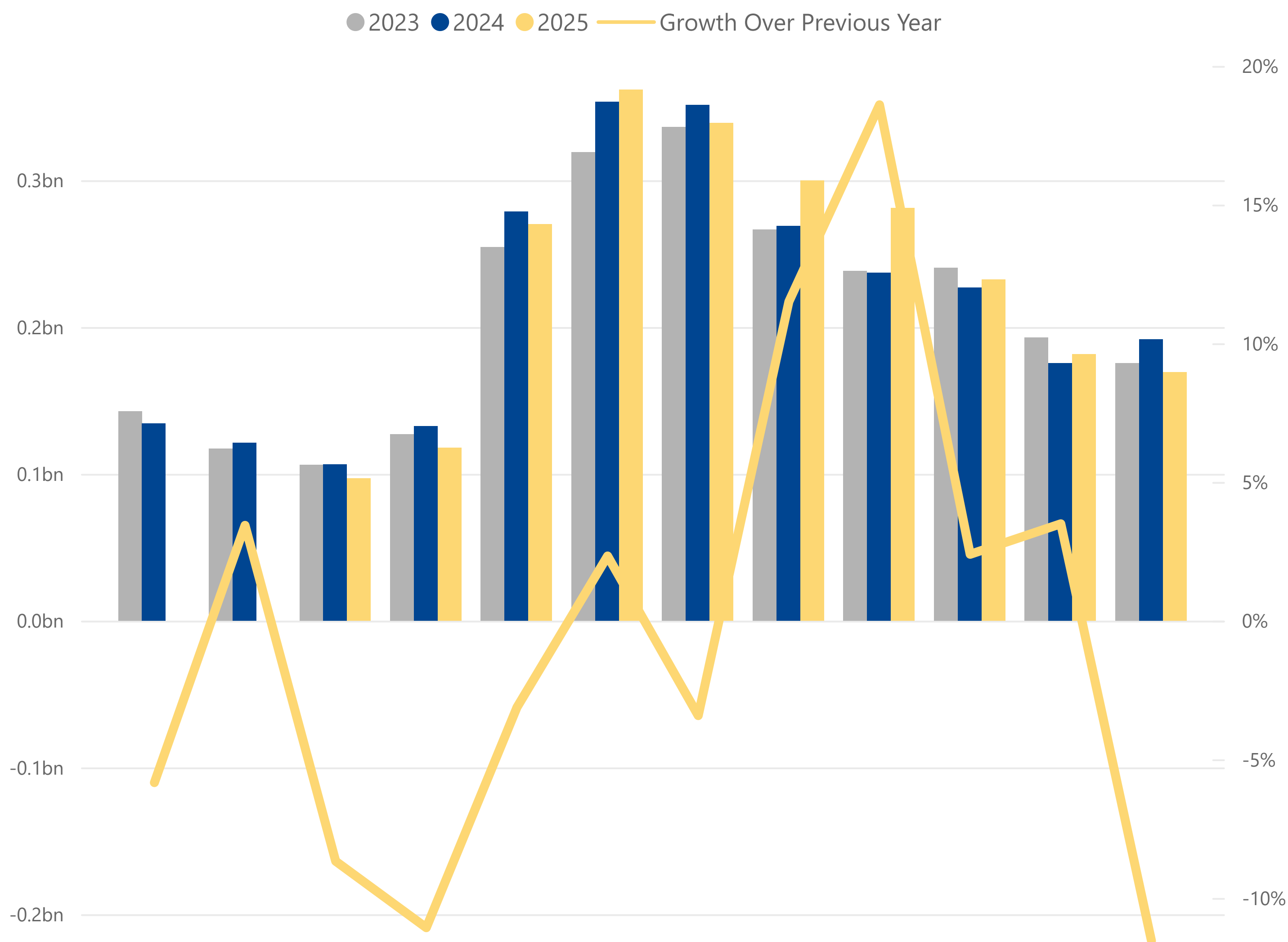
Constellation Dealership Software companies, Ideal, Charter, and c-Systems, have developed the largest database of dealership transactional sales, inventory position and task completion information. Drawing from over 1,700 dealers on a nightly basis, this data warehouse is the largest, most accurate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

OPE Market	1,080 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.

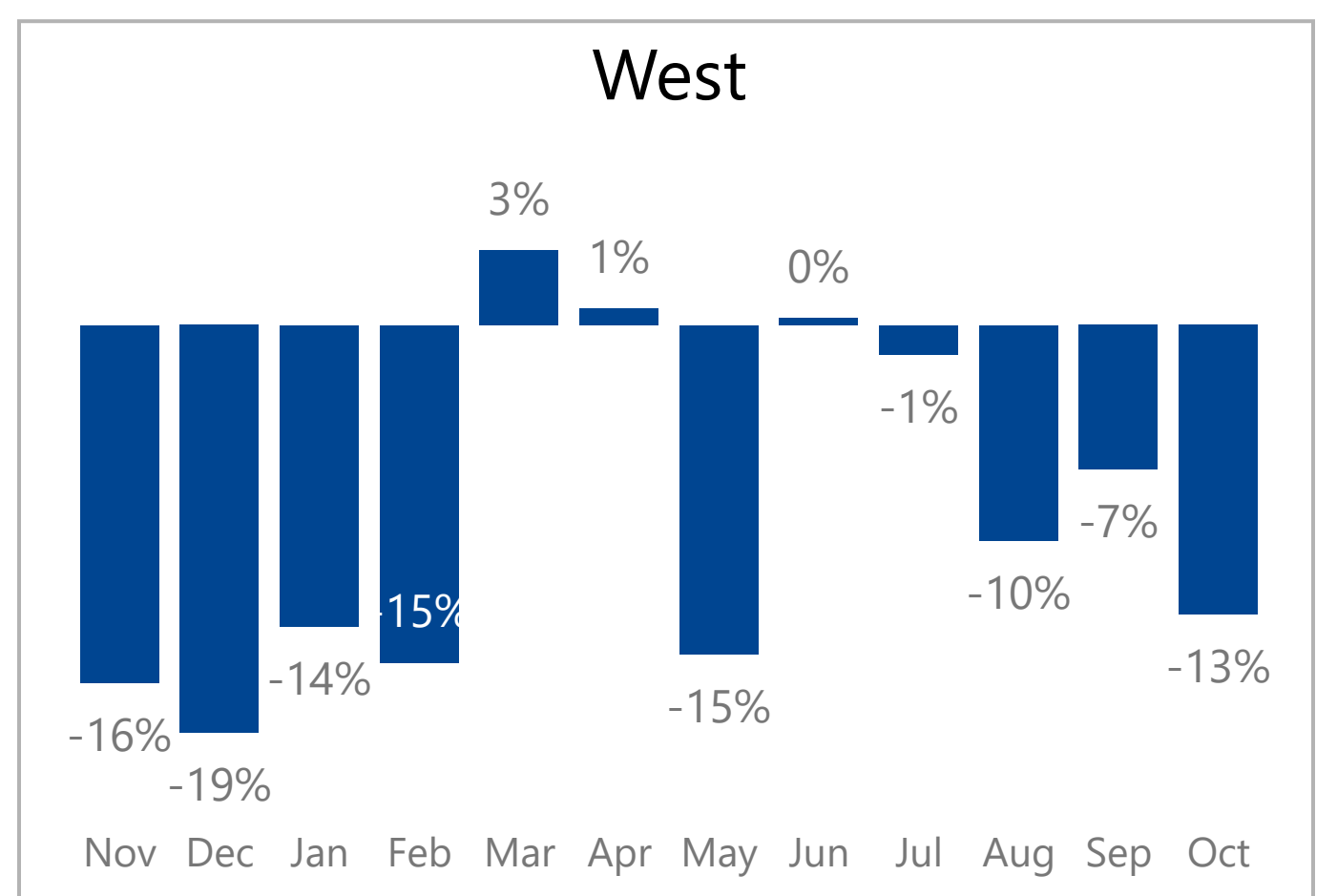
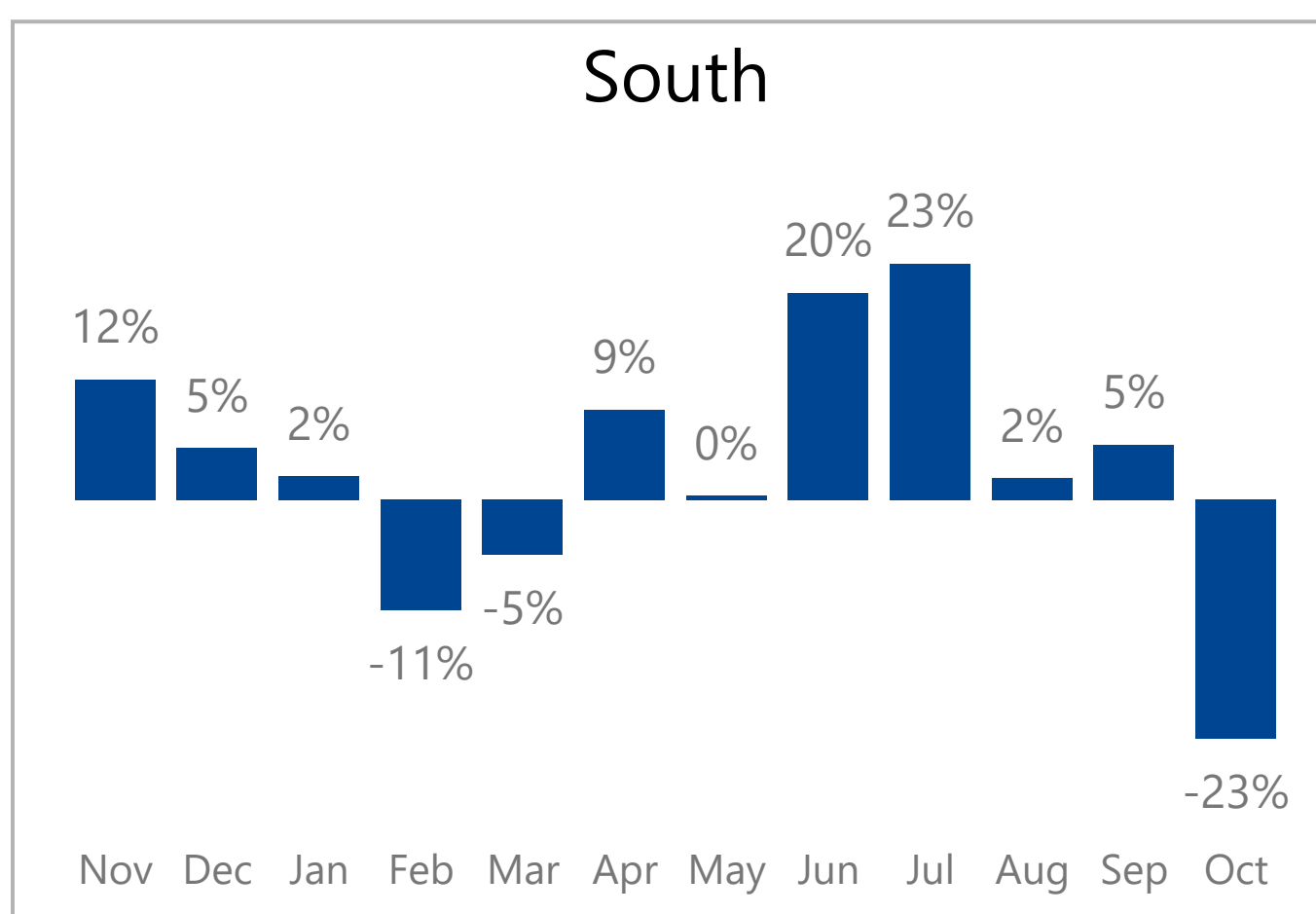
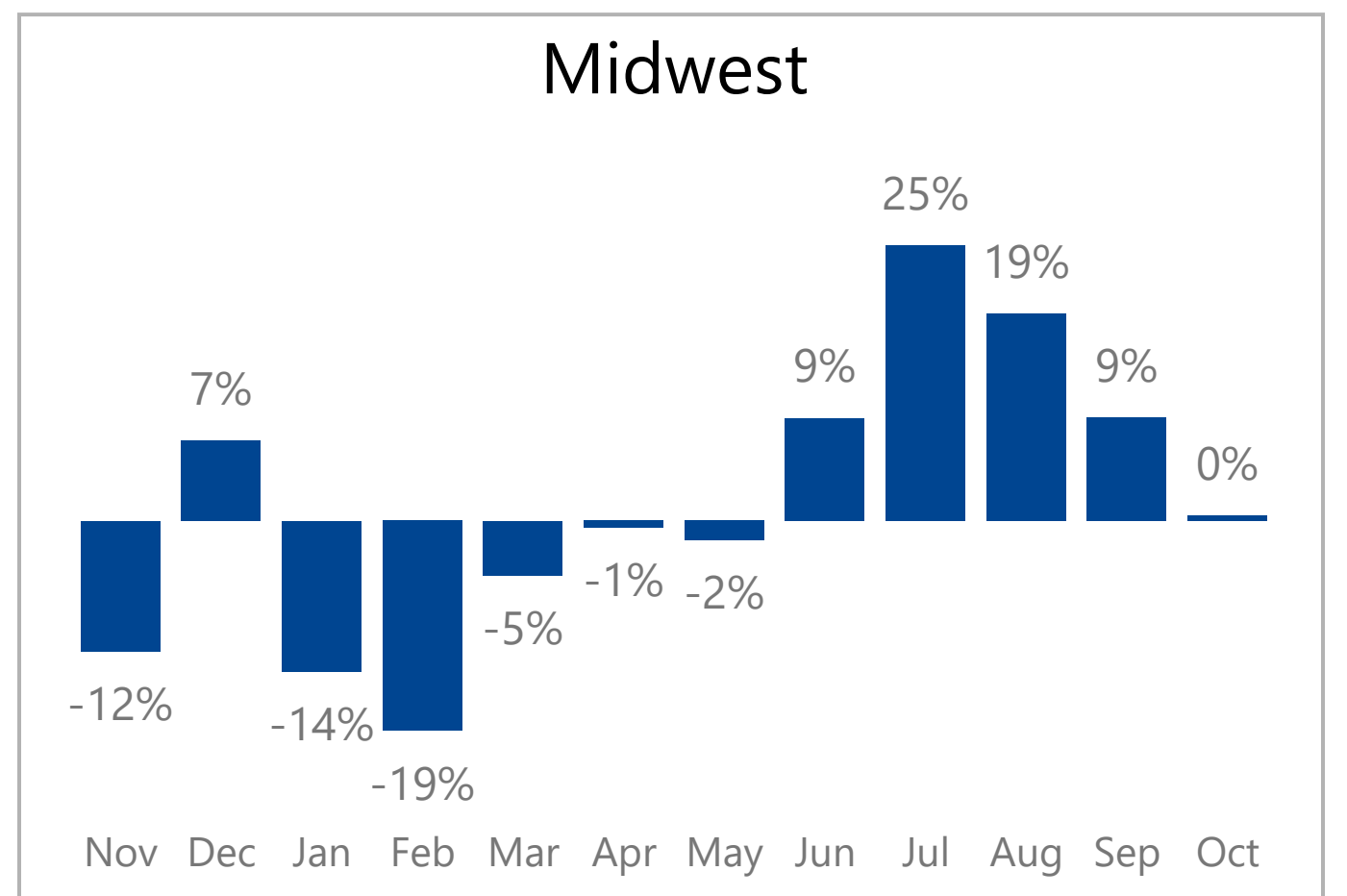
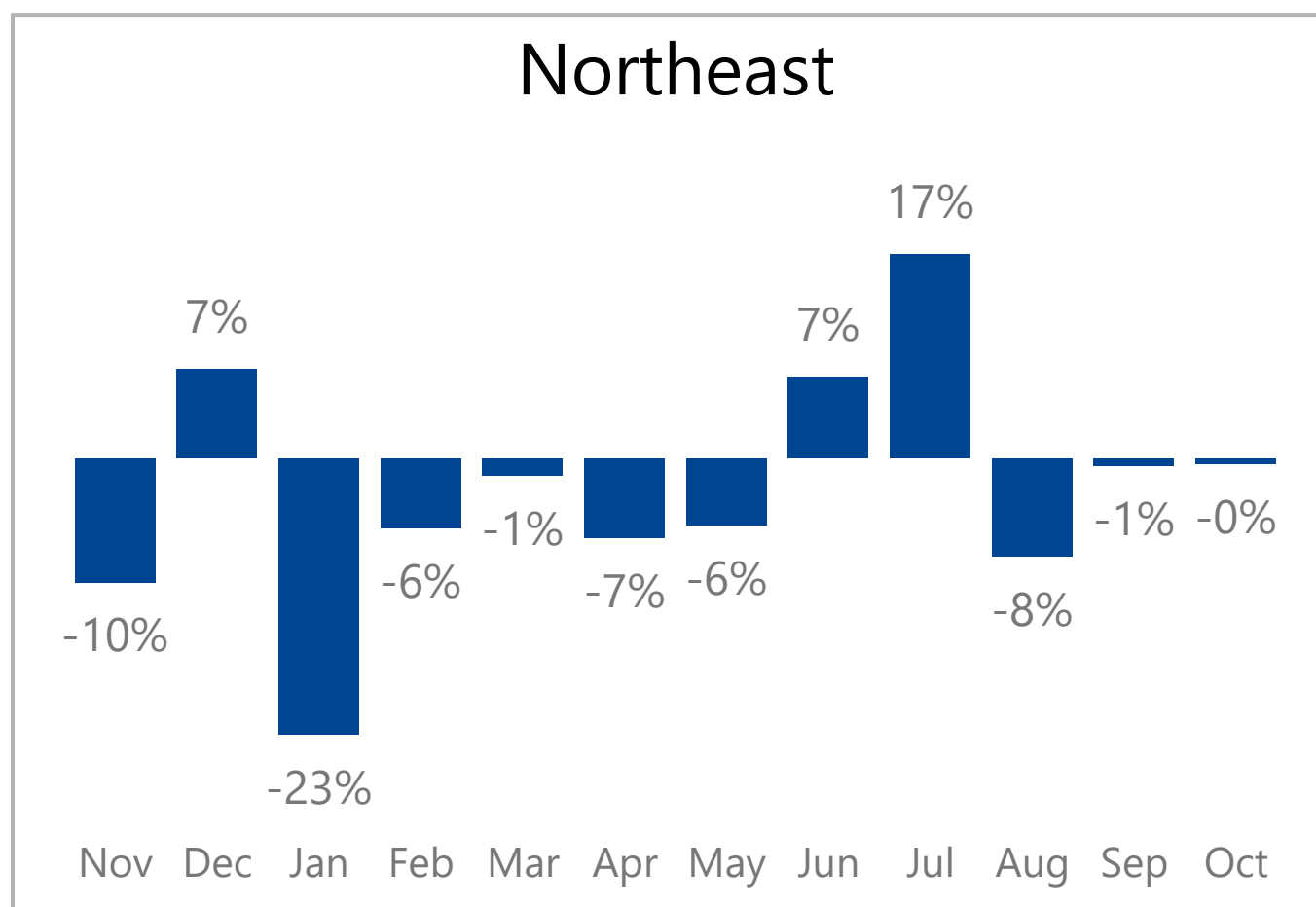
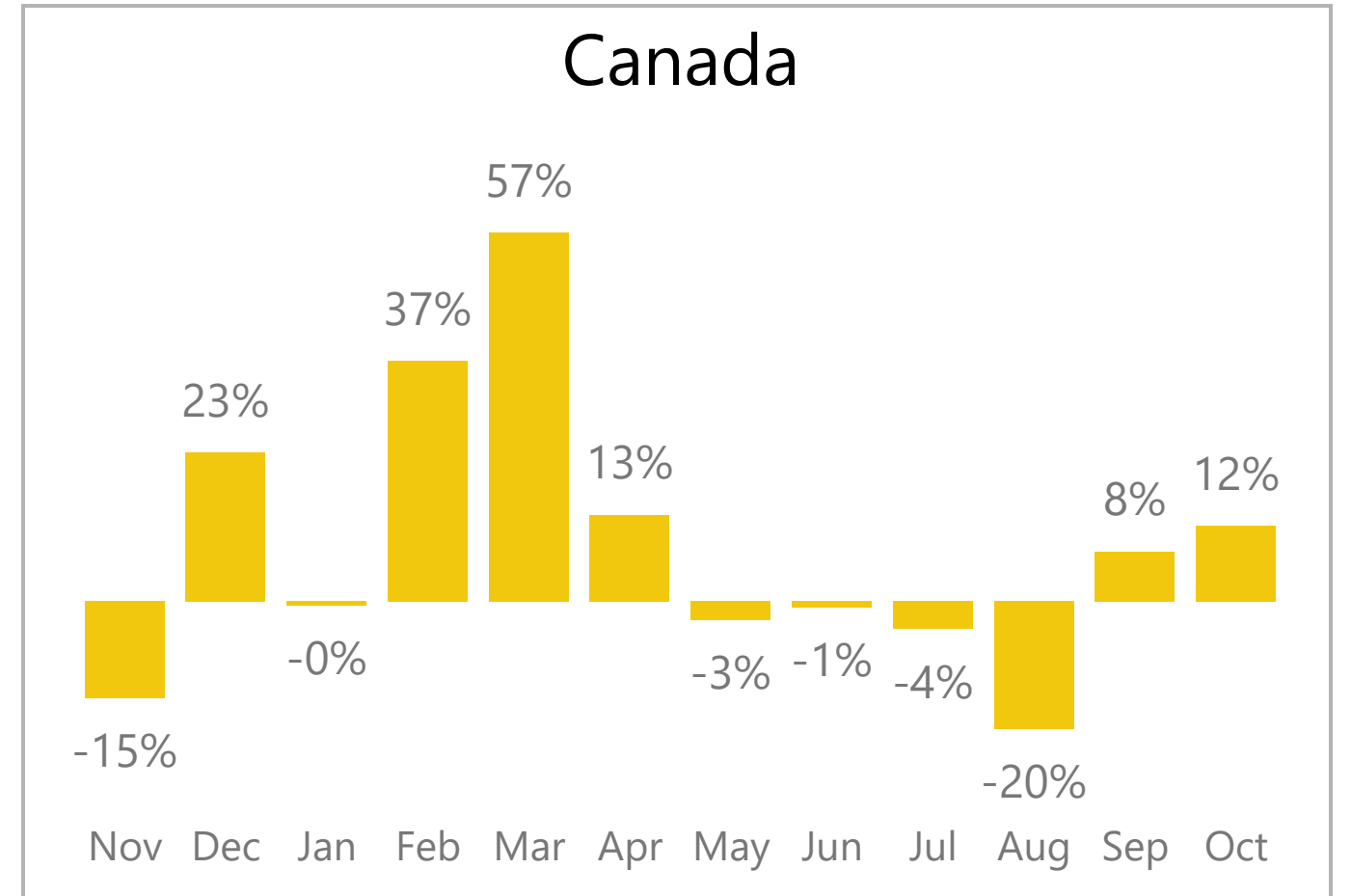
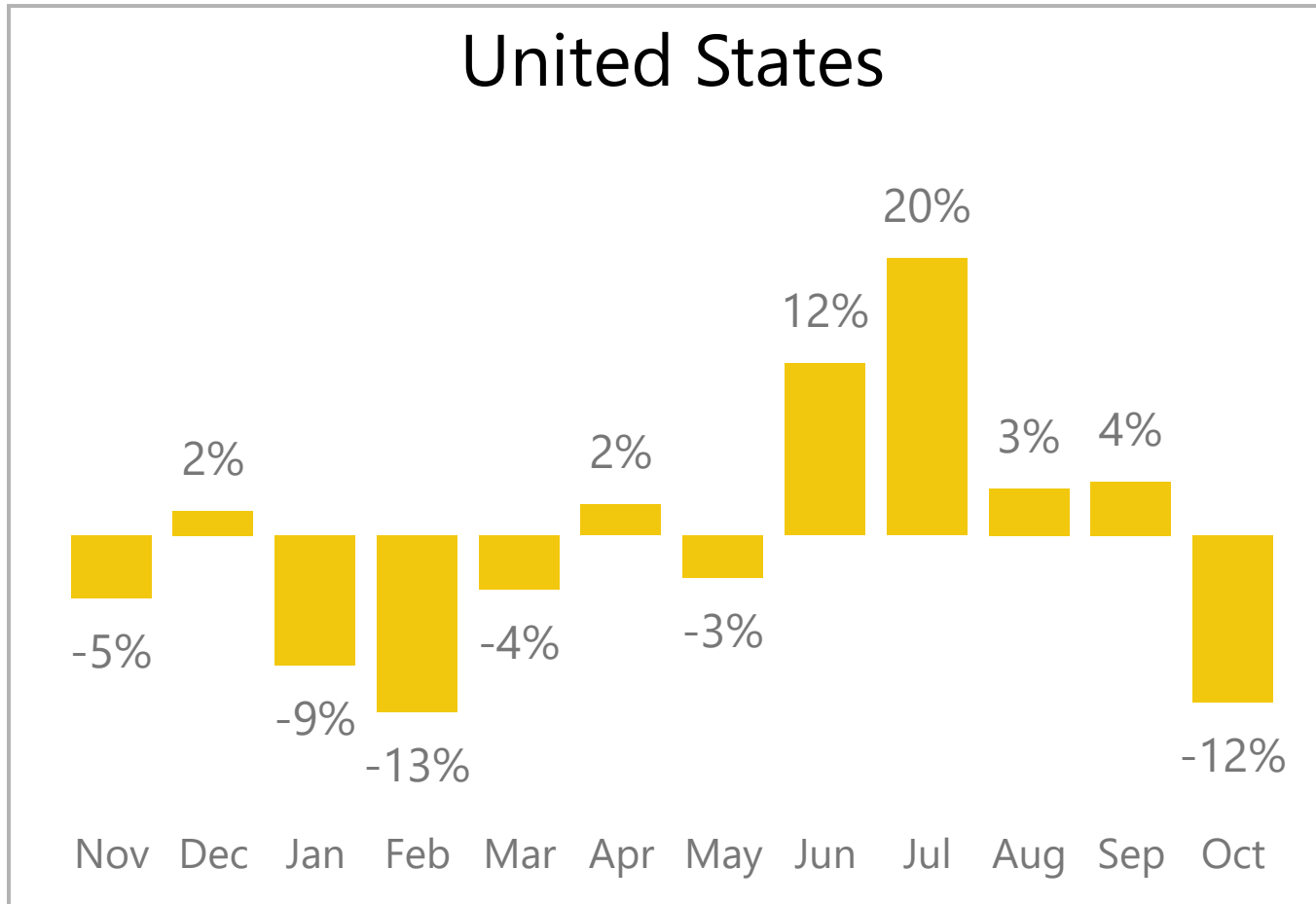
Monthly Revenue and Growth Over Previous Year

1080 Same Store OPE Dealers

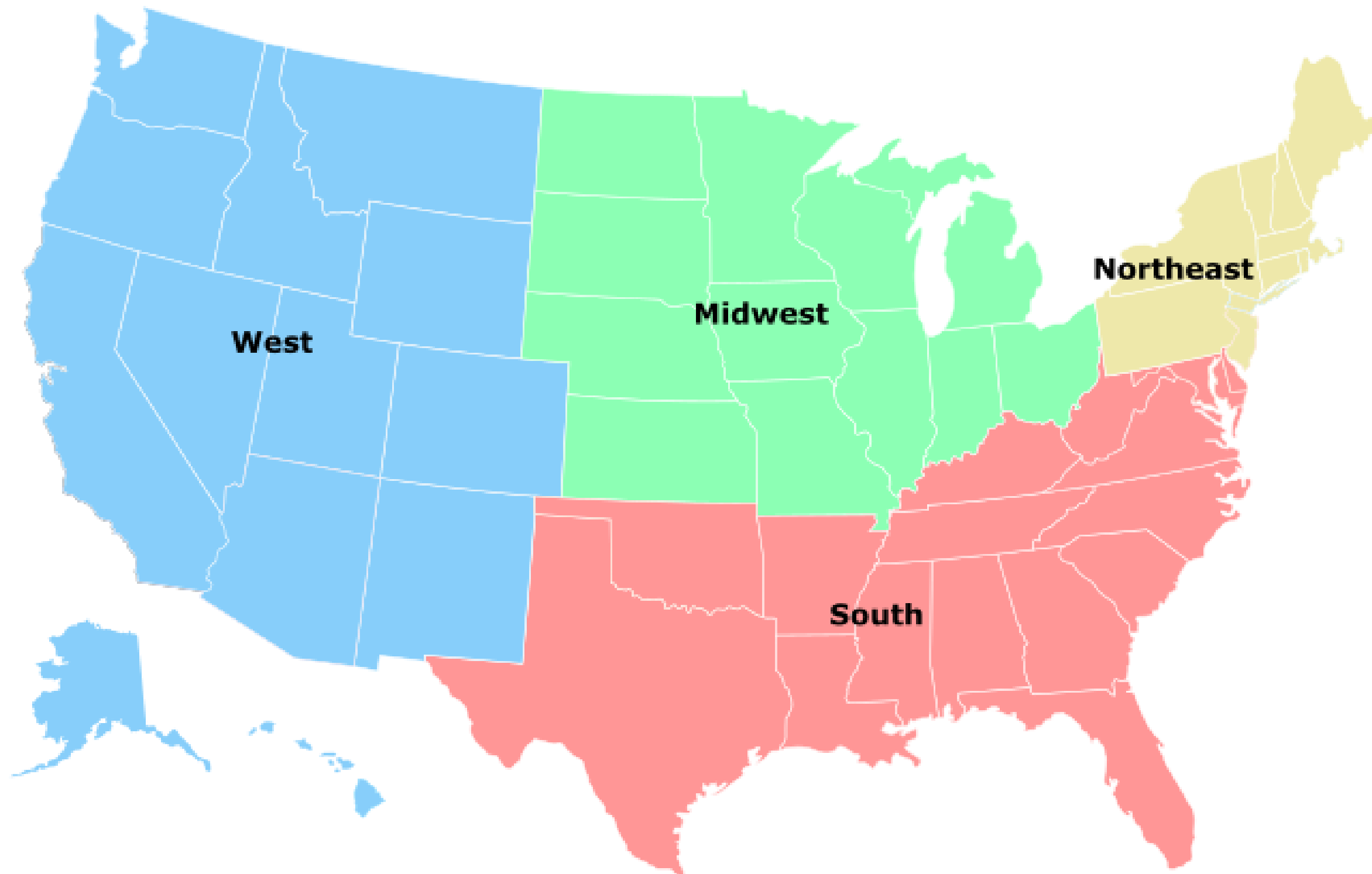


Year	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
2023	143M	117M	106M	127M	254M	319M	336M	266M	238M	240M	193M	175M
2024	134M	121M	106M	133M	279M	354M	351M	269M	237M	227M	176M	192M
2025			97M	118M	270M	362M	339M	300M	281M	232M	182M	169M
	-6%	3%	-9%	-11%	-3%	2%	-3%	12%	19%	2%	3%	-12%

Monthly Revenue Growth By Region



Regions



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

Have questions? Contact: datasolutions@constellationdealer.com