CONSTELLATION
DEALER INSIGHTS

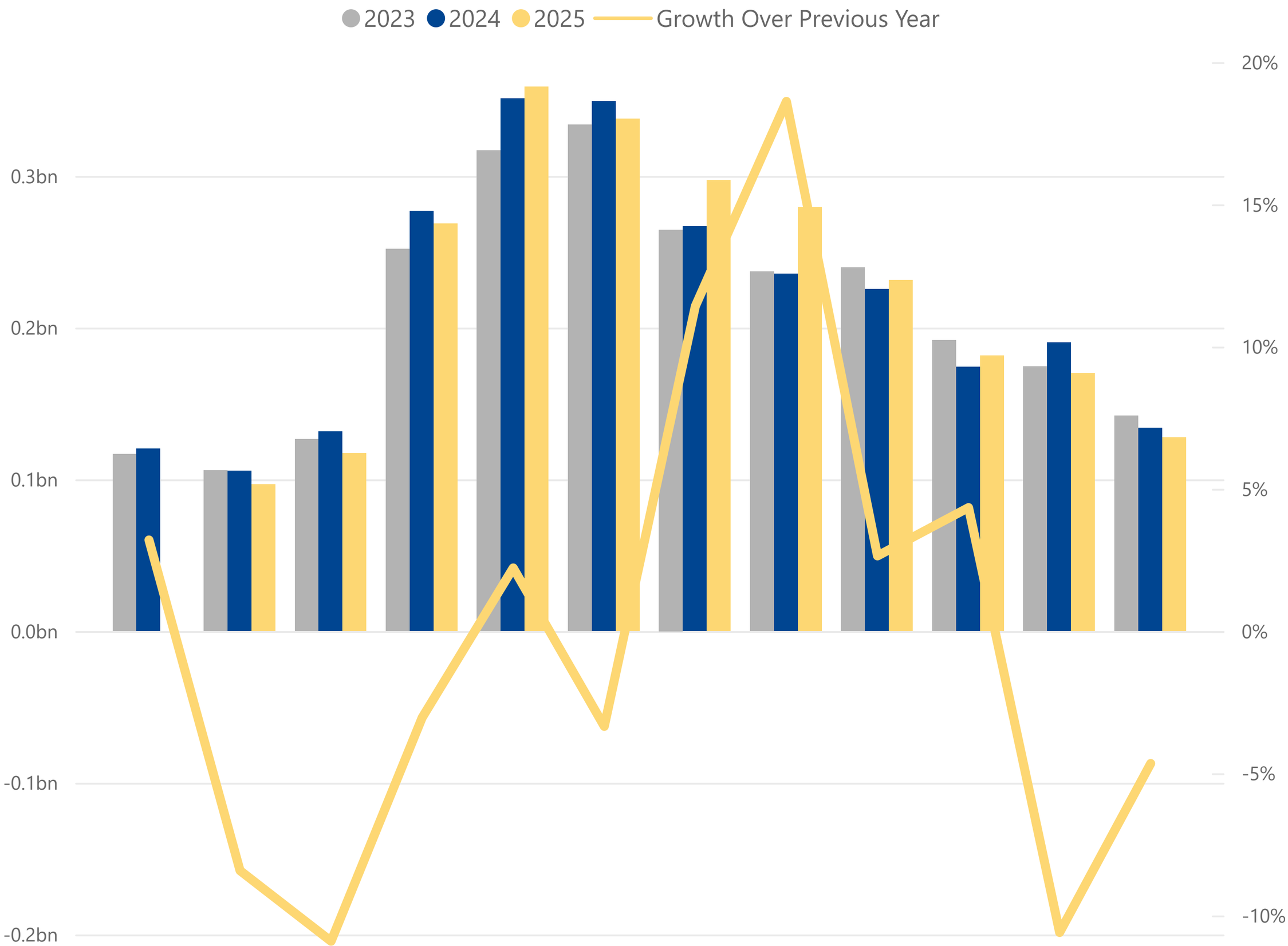
Constellation OPE Market Update

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	1,074	3M	8bn
Market	Dealer Count	New Wholegood Units	Total Sales $

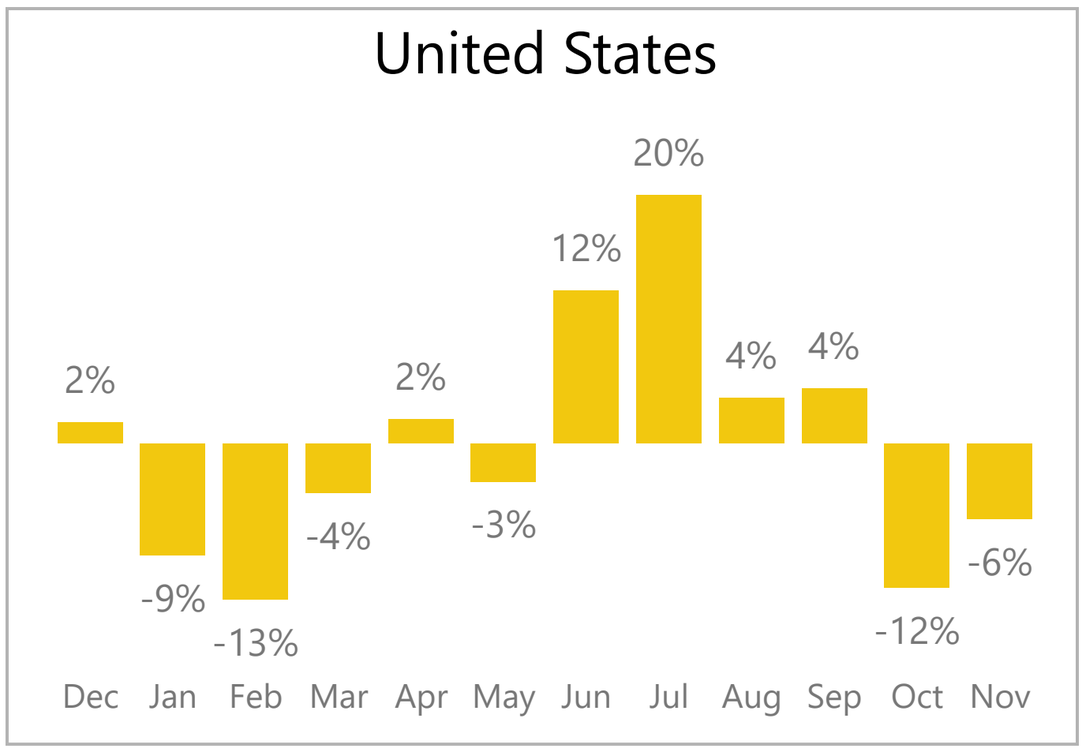
- The report is based on a group of dealers who have reported their data over the previous three years. The dealer count, wholegood unit sale count, and total sales numbers above show the actual number of dealers and total sales being analyzed.
- The graph and analysis on the following pages is based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

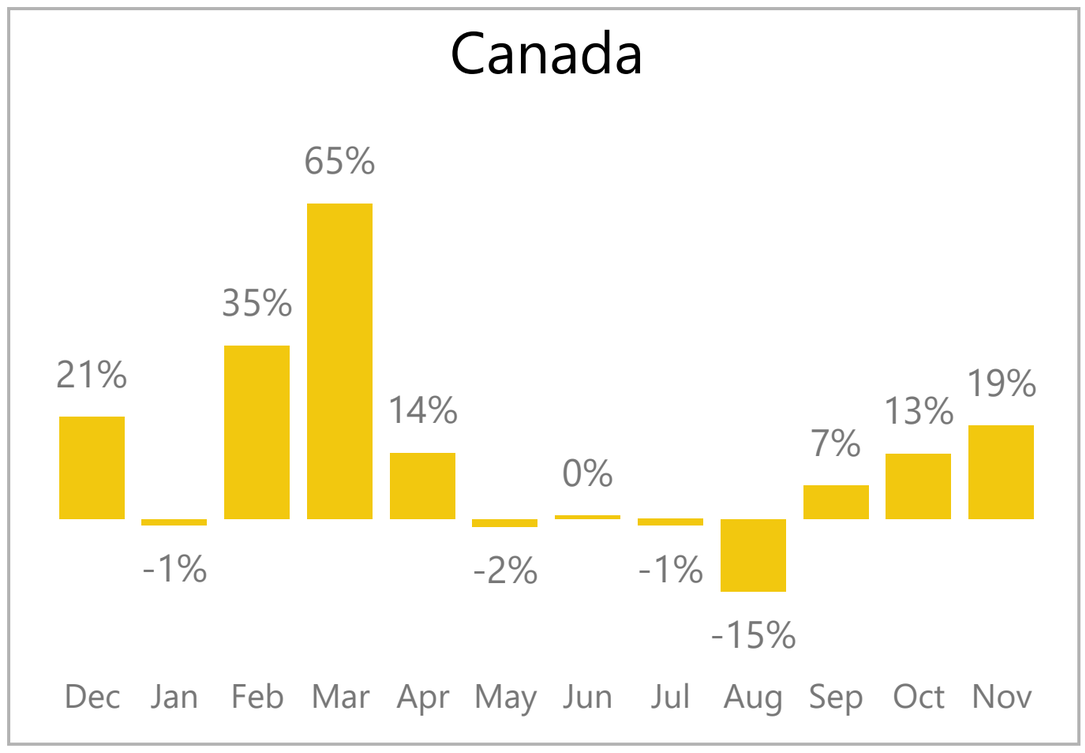
Monthly Revenue and Growth Over Previous Year
1074 Same Store OPE Dealers

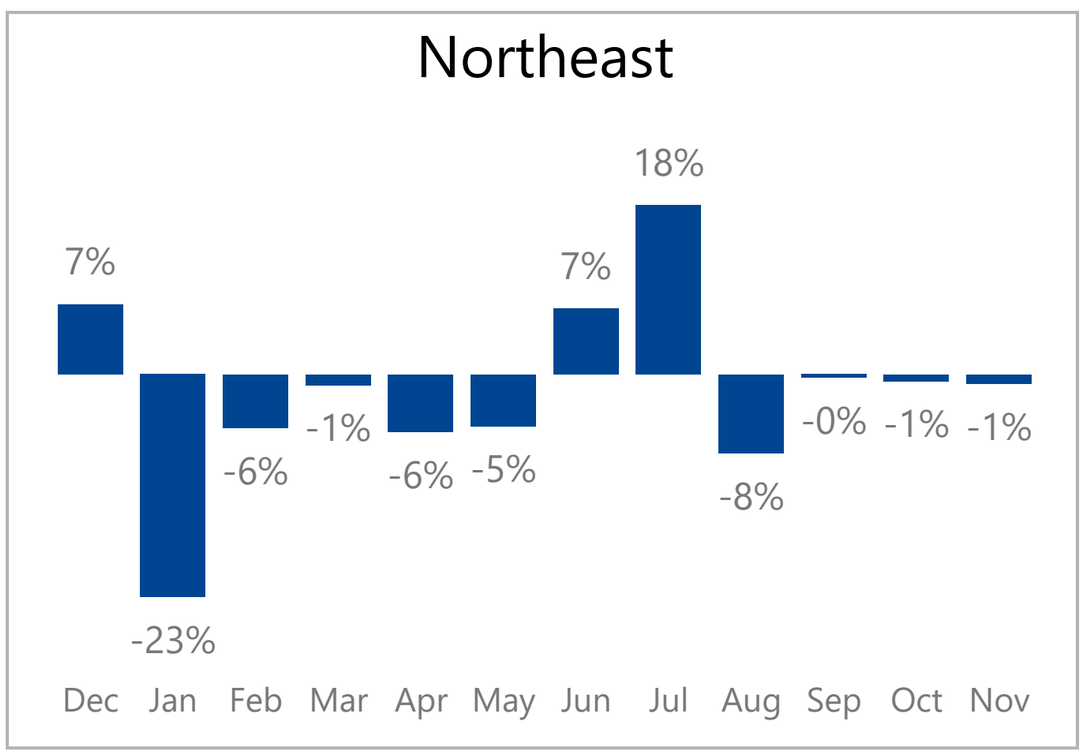


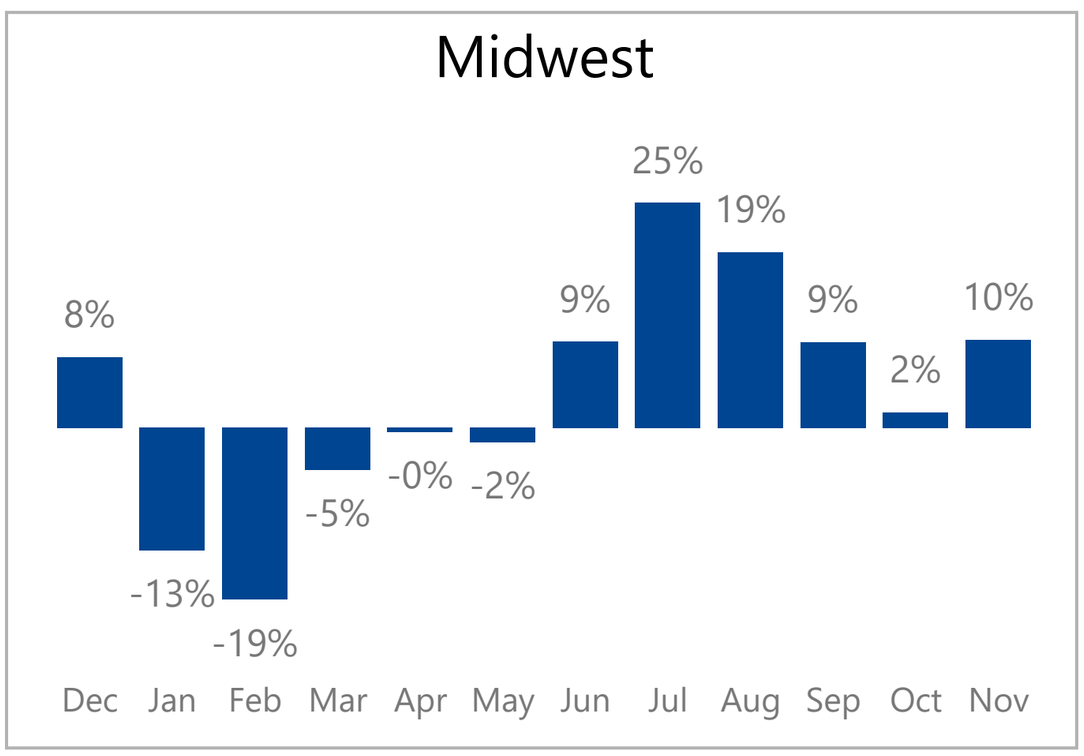
Year	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
2023	117M	106M	126M	252M	317M	334M	265M	237M	240M	192M	174M	142M
2024	120M	106M	132M	277M	351M	349M	267M	236M	225M	174M	190M	134M
2025		97M	117M	268M	359M	338M	297M	279M	231M	182M	170M	128M
	3%	-8%	-11%	-3%	2%	-3%	11%	19%	3%	4%	-11%	-5%

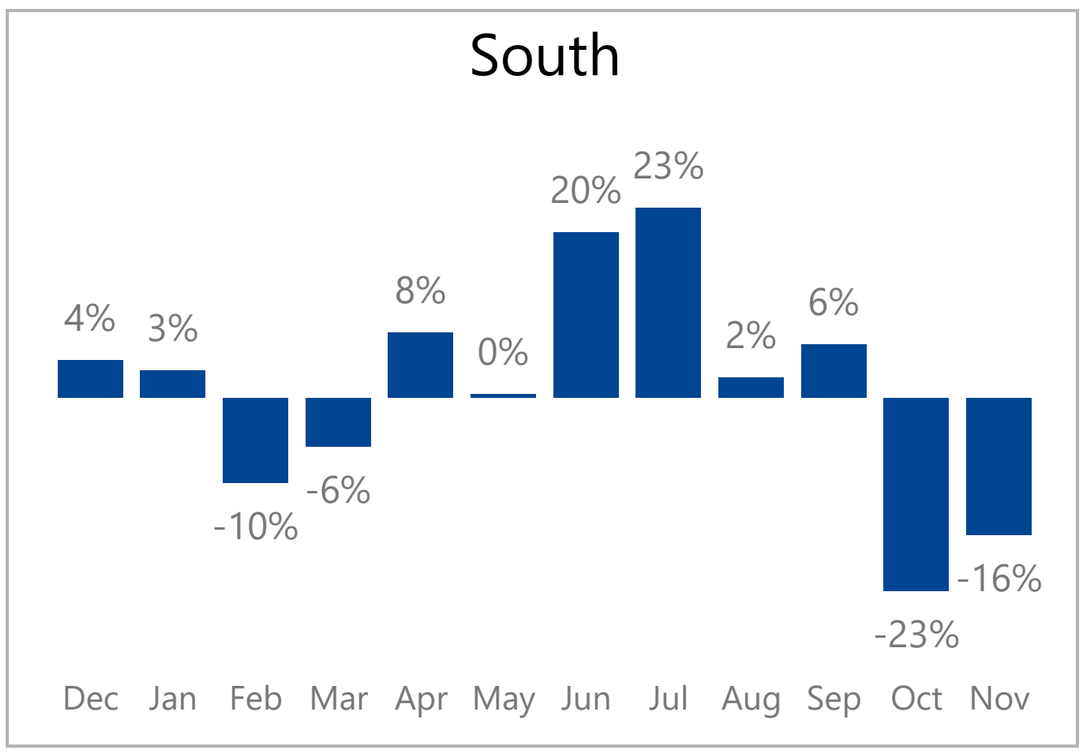
Monthly Revenue Growth By Region

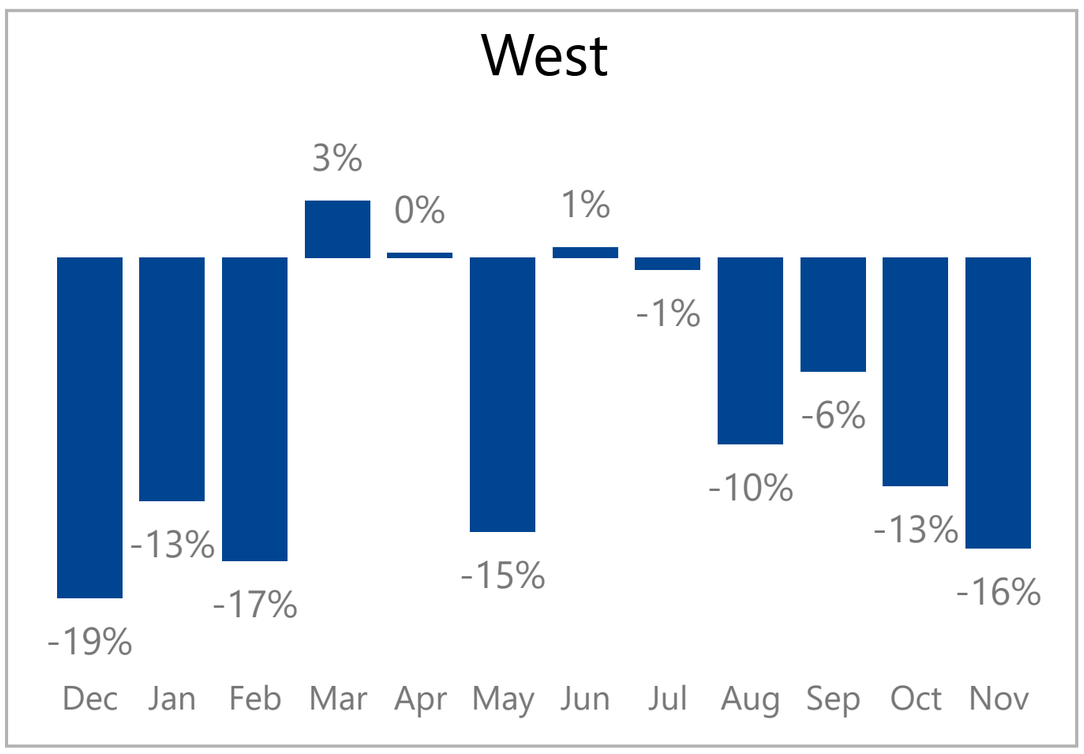




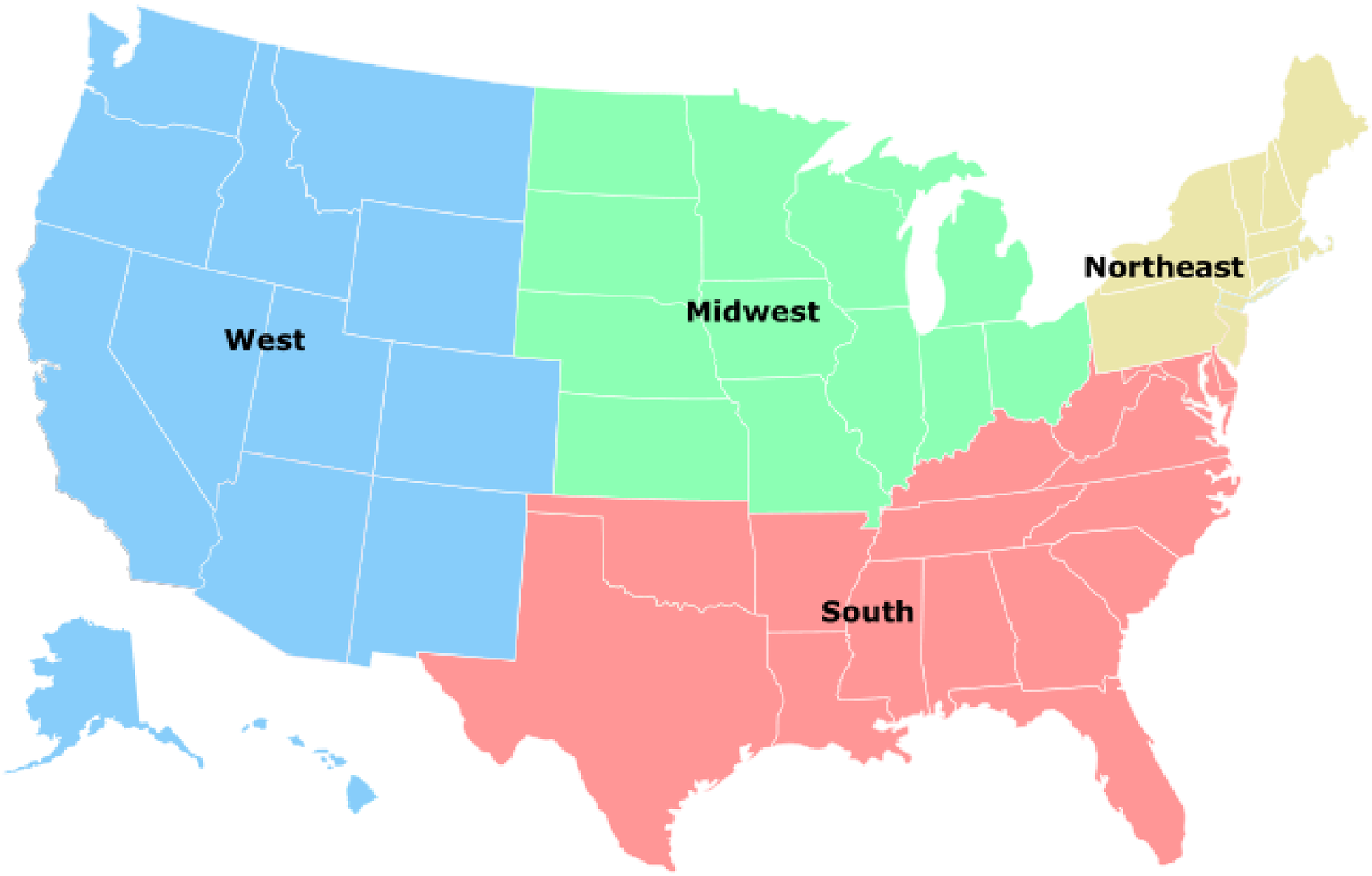








Regions



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

Have questions? Contact: datasolutions@constellationdealer.com