



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 2,500 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

1,188
Dealer Count

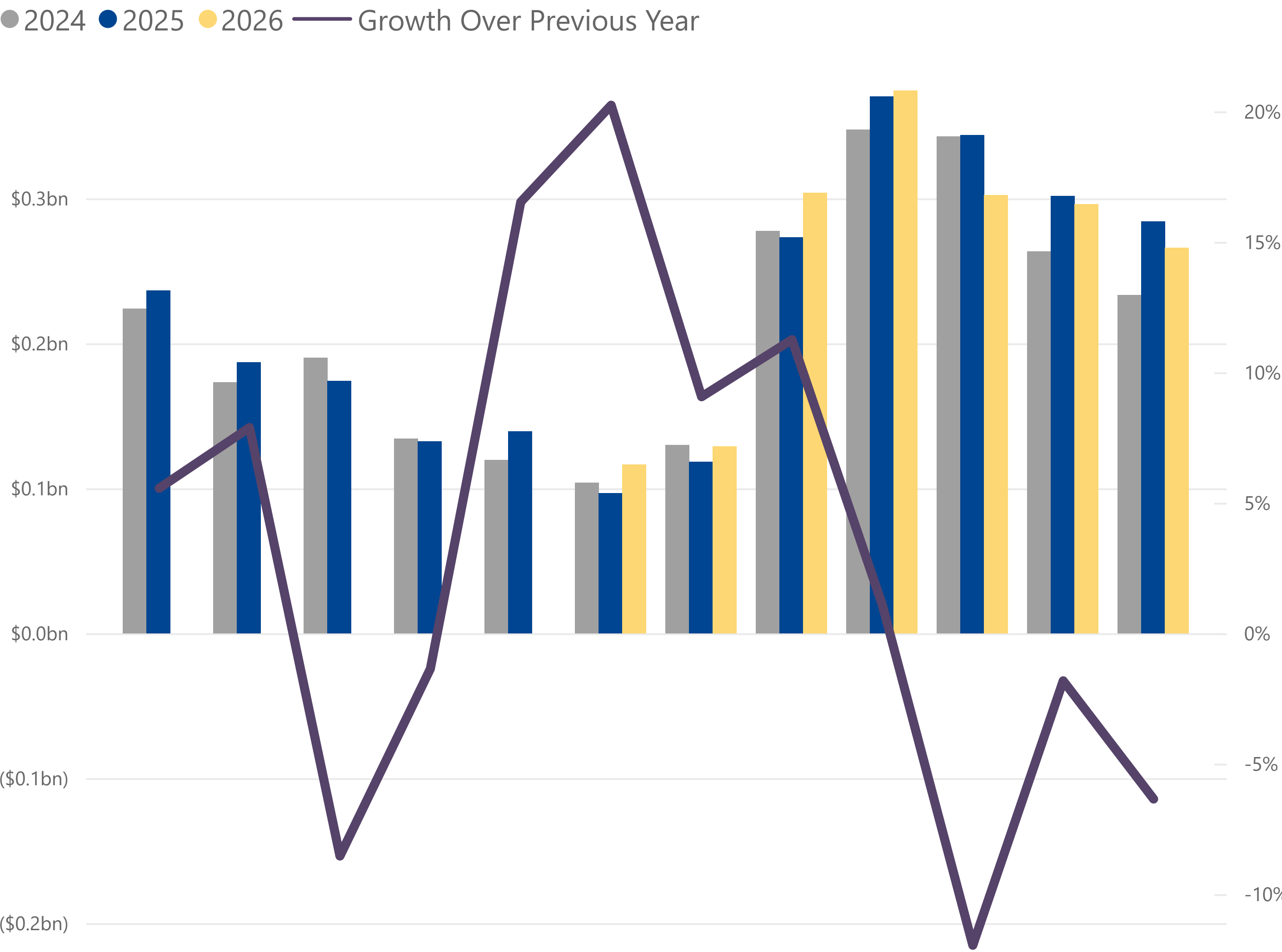
3M
New Units

\$7bn
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.

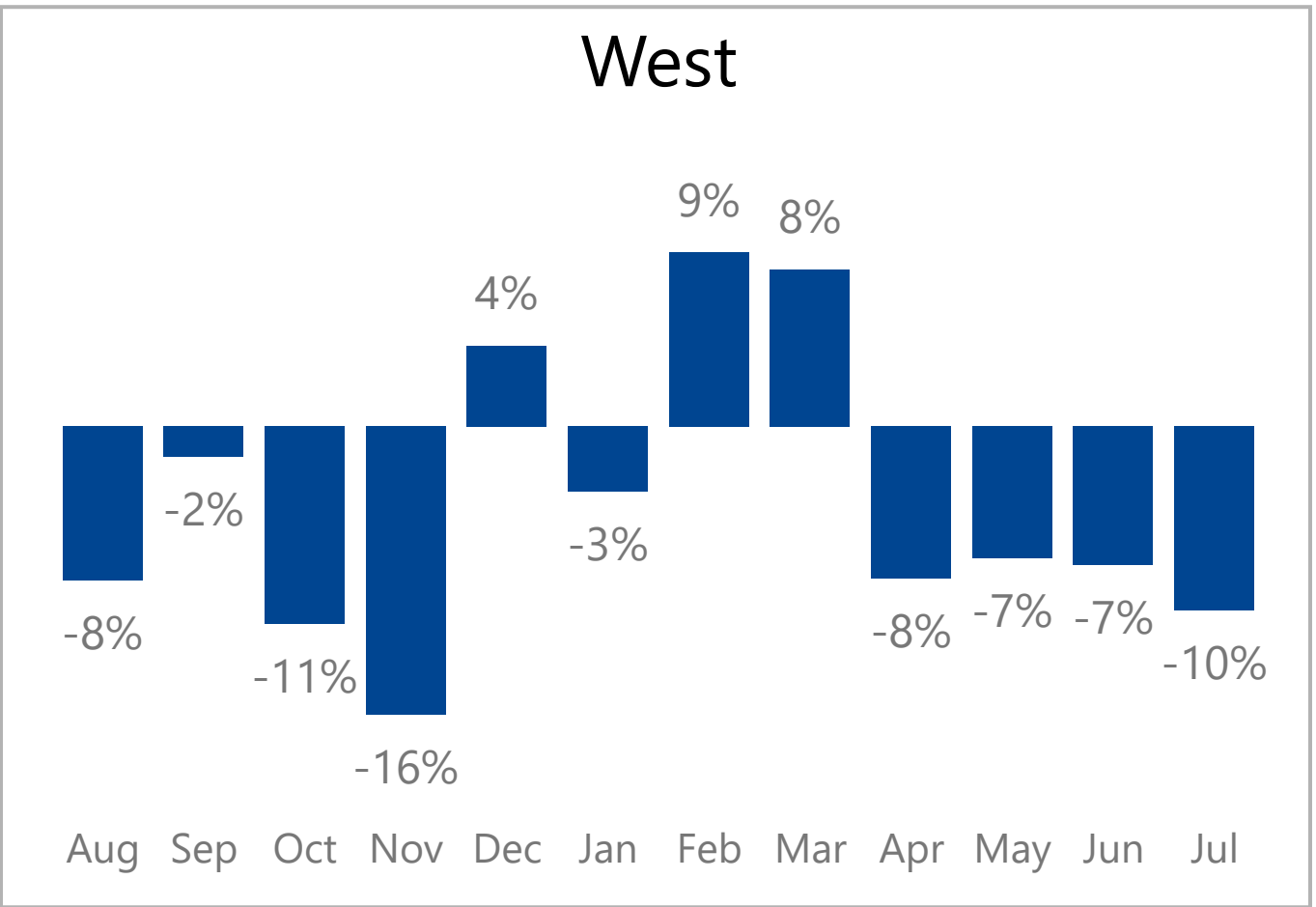
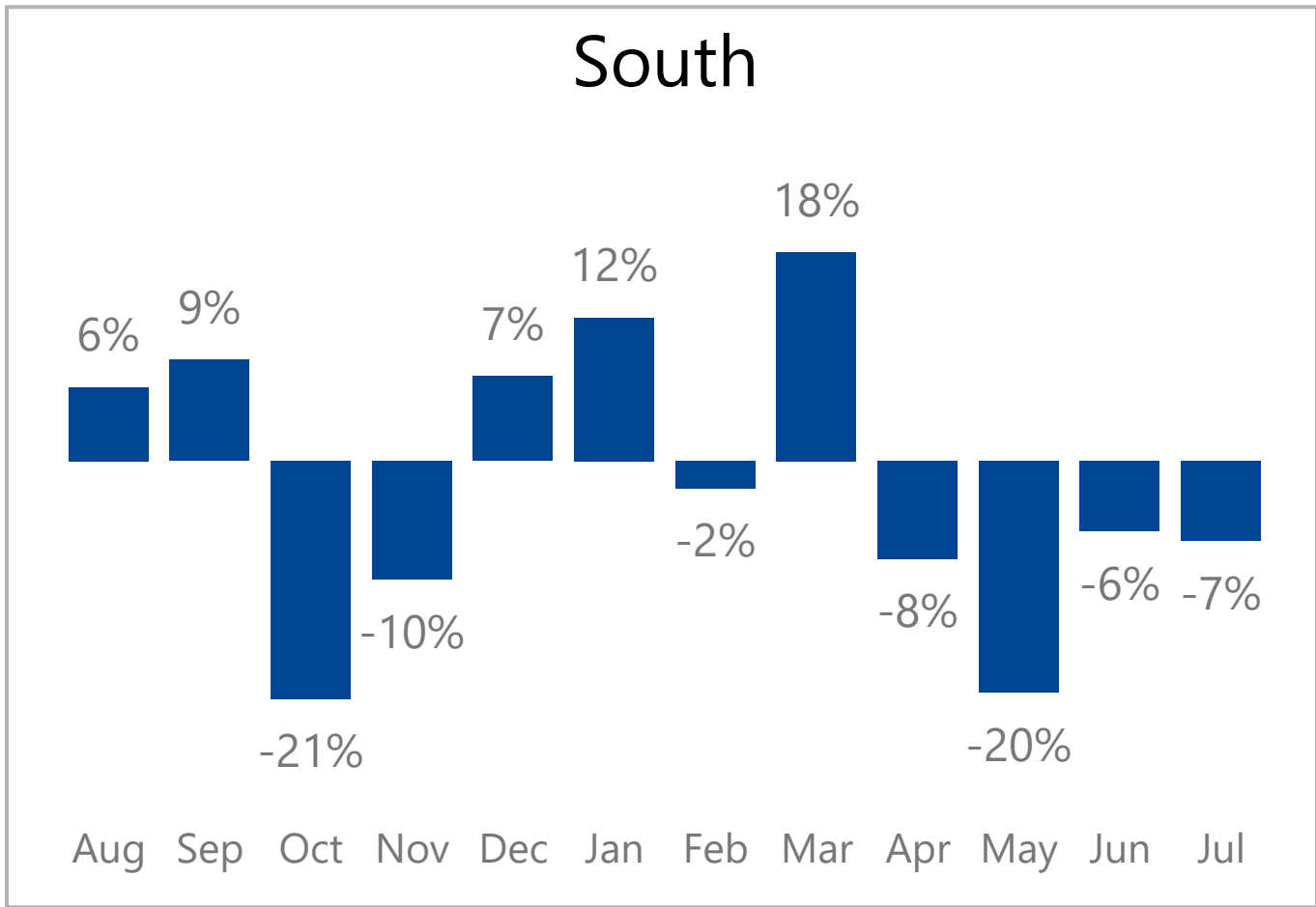
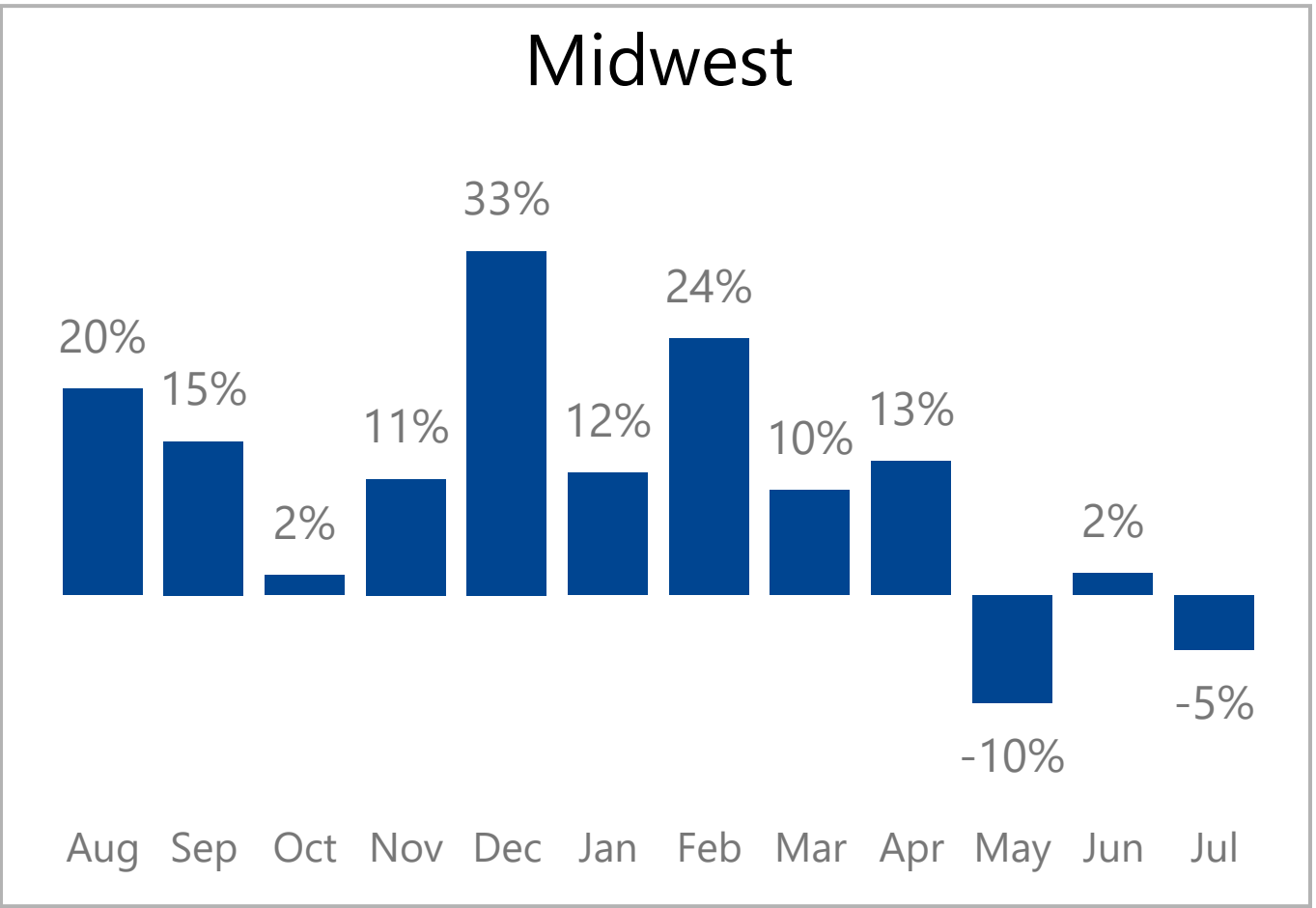
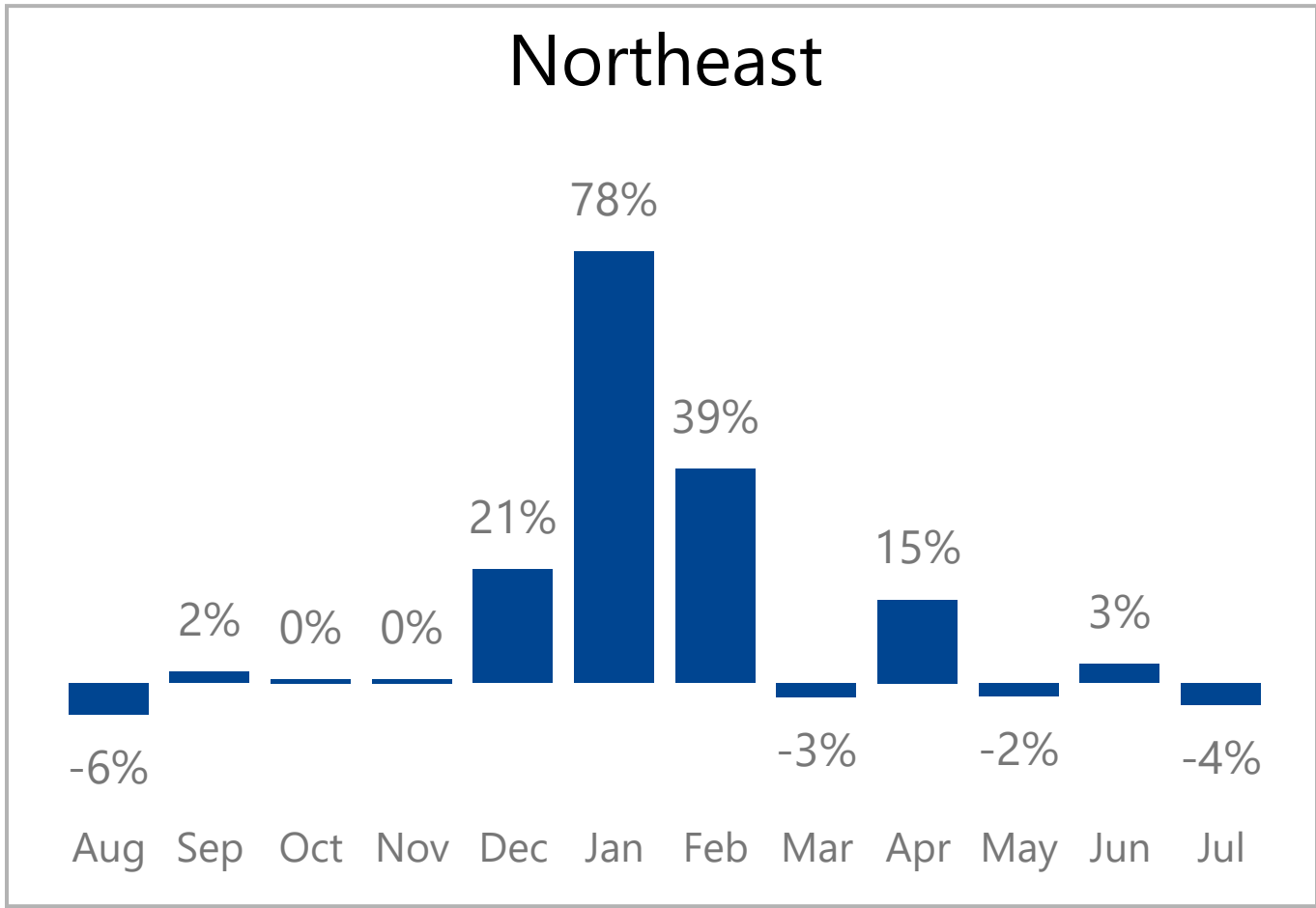
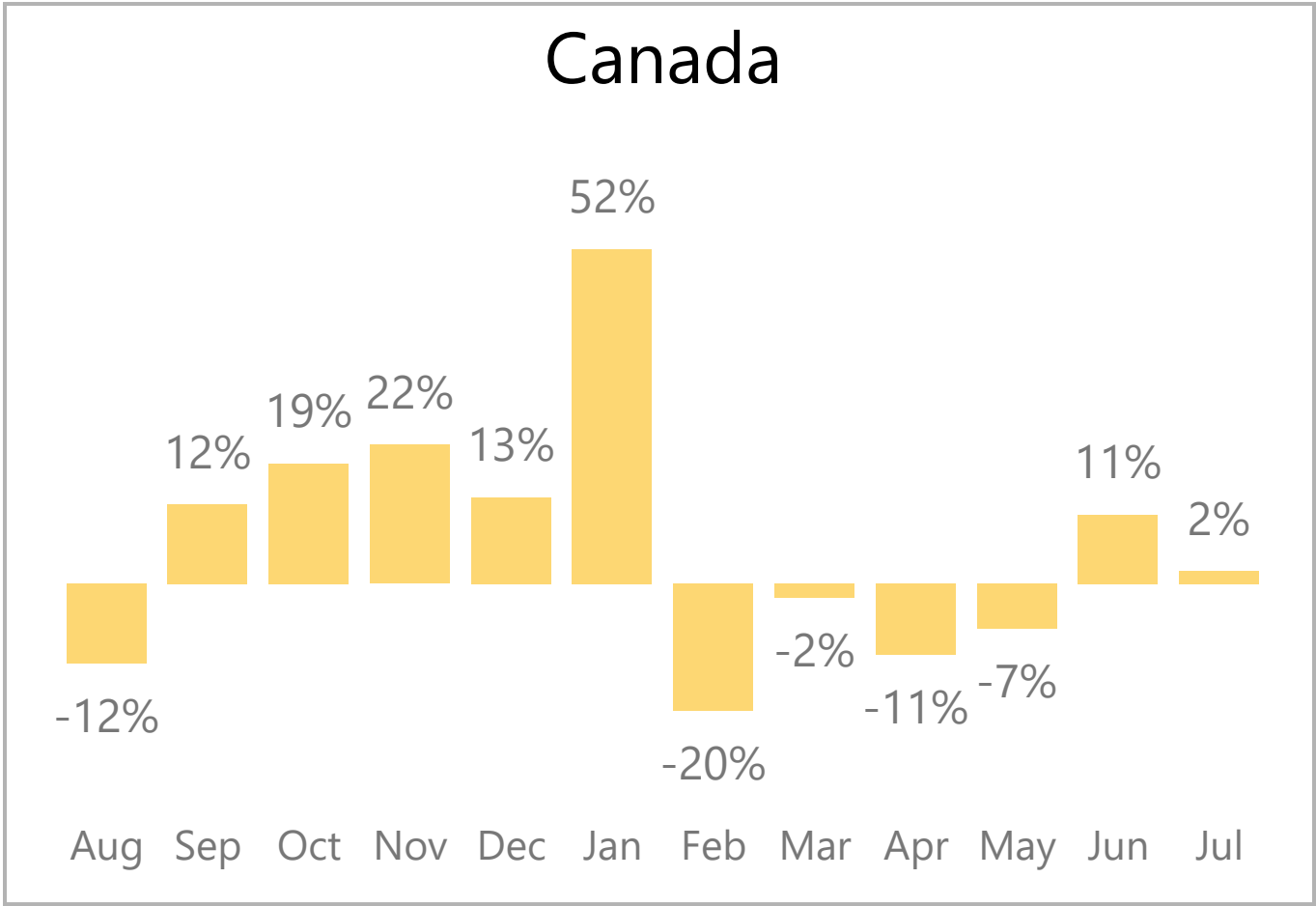
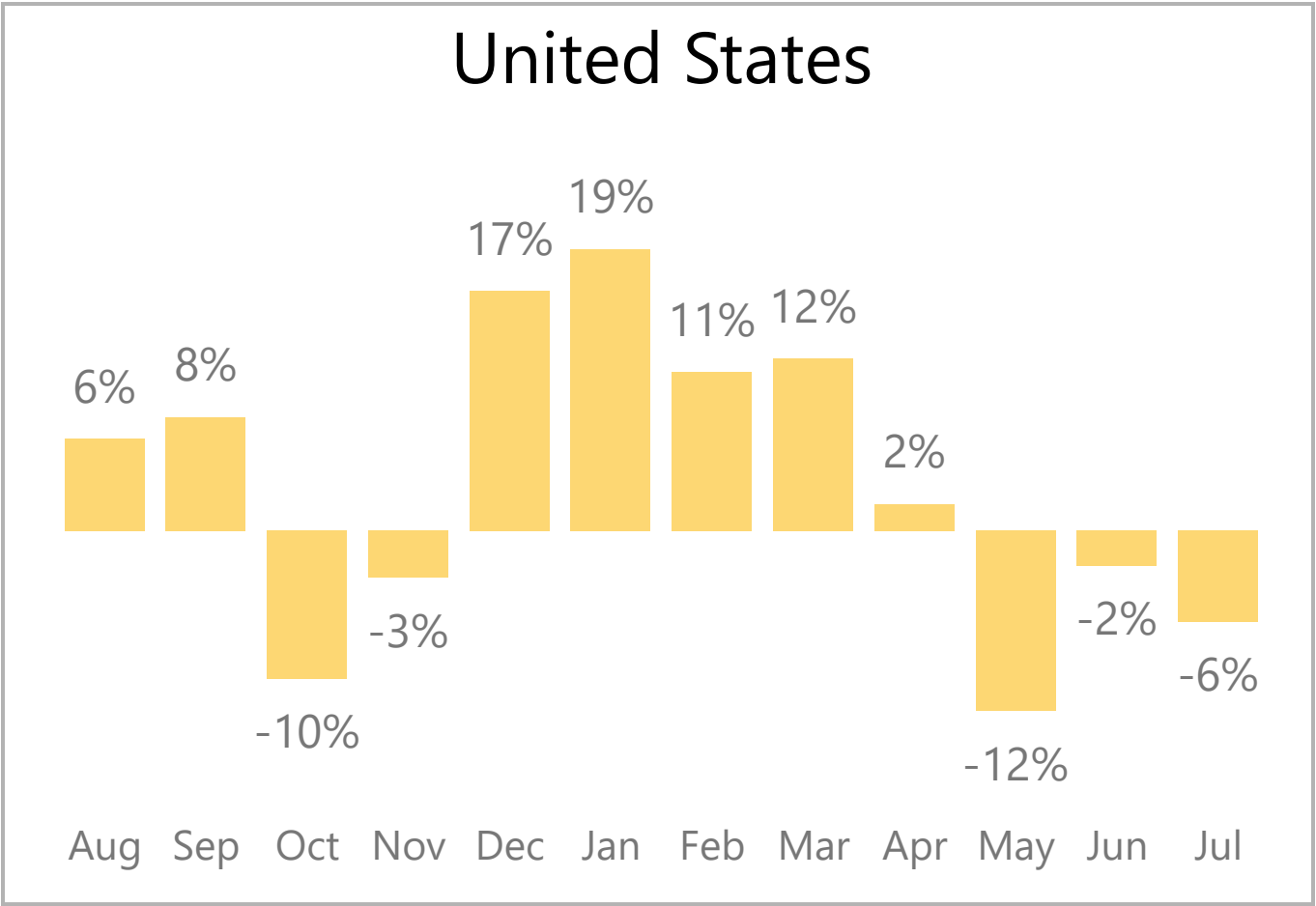
Monthly Revenue and Growth Over Previous Year

1188 Same Store OPE Dealers



Year	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
2024	\$224M	\$173M	\$190M	\$134M	\$120M	\$104M	\$130M	\$277M	\$348M	\$343M	\$263M	\$233M
2025	\$237M	\$187M	\$174M	\$133M	\$139M	\$97M	\$118M	\$273M	\$371M	\$344M	\$302M	\$284M
2026						\$116M	\$129M	\$304M	\$375M	\$303M	\$296M	\$266M
	6%	8%	-9%	-1%	17%	20%	9%	11%	1%	-12%	-2%	-6%

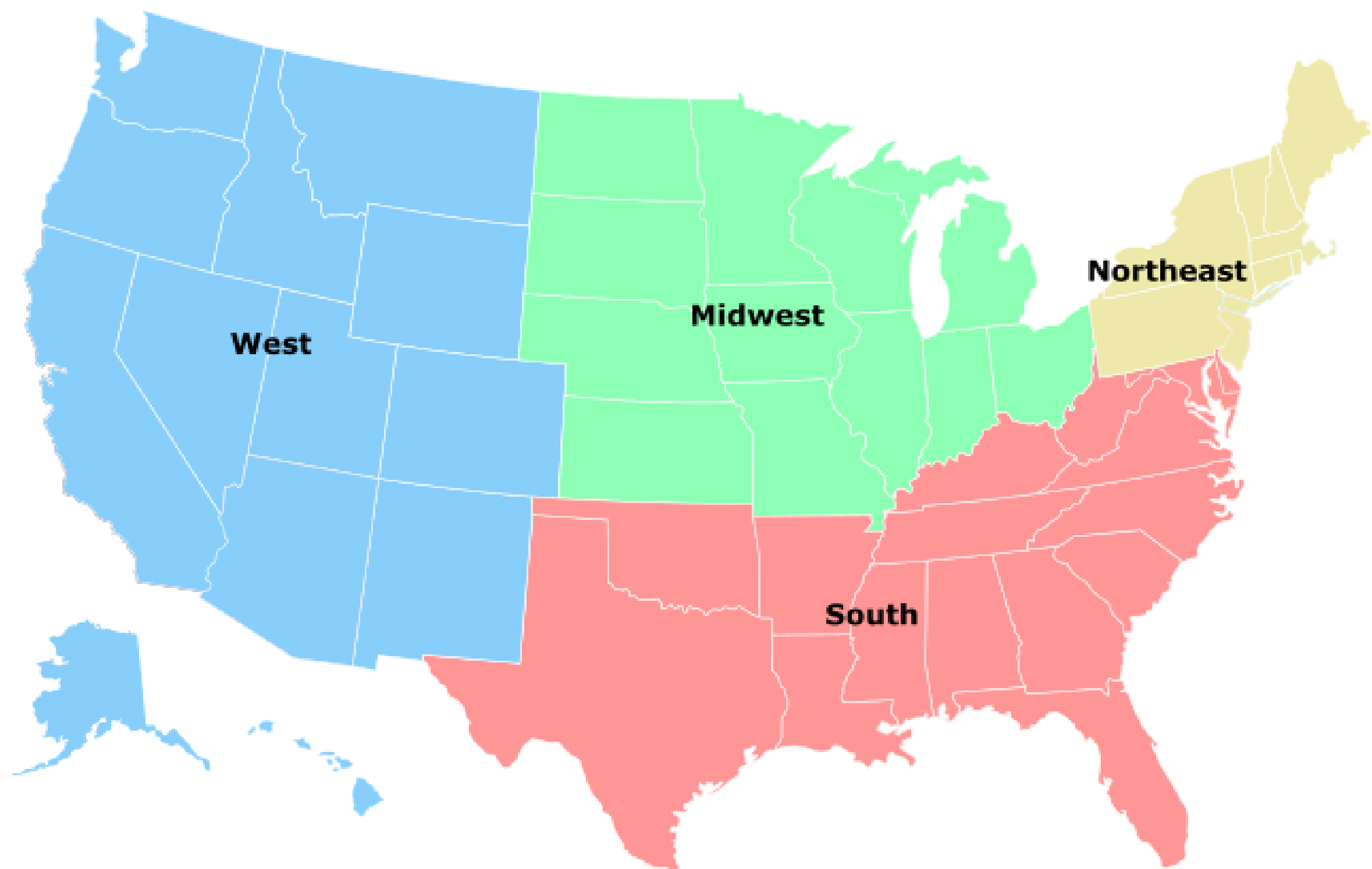
Monthly Revenue Growth By Region



Regions



CONSTELLATION
DEALER INSIGHTS



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

Have questions? Contact us:
datasolutions@constellationdealer.com

