

## **NOTES:**

(1) In lieu of termination, we can reduce your Territory or restrict/remove your ability to provide property management services in a particular Pillar, if you breach the terms of your Franchise Agreement. (Franchise Agreement, Section 10.)

(2) If you request our efforts in selling your franchise, we may, in our discretion, provide such assistance. In the event we do so, there is a five-thousand dollars (\$5,000) sales commission fee or a fee in the amount of 5% of the closed sale price, whichever amount is greater, in addition to the then-current Transfer Fee, currently twelve-thousand dollars (\$12,000). (Franchise Agreement, Section 9.)

The provisions of the Franchise Agreement that provide for termination upon your bankruptcy may not be enforceable under federal bankruptcy law (11 U.S.C. § 101 *et seq.*).

See Exhibit F of this Disclosure Document for specific state addenda.

## **ITEM 18: PUBLIC FIGURES**

There is no compensation or other benefit given or promised to any public figure arising from either the use of the public figure in the name or symbol of the franchise, or the endorsement or recommendation of the franchise by the public figure in advertisements. There are no public figures presently involved in our management.

## **ITEM 19: FINANCIAL PERFORMANCE REPRESENTATIONS**

The FTC's Franchise Rule permits a franchisor to provide information about the actual or potential financial performance of its franchised and/or franchisor-owned outlets, if there is a reasonable basis for the information, and if the information is included in the Franchise Disclosure Document. Financial performance information that differs from that included in Item 19 may be given only if: (1) a franchisor provides the actual records of an existing outlet you are considering buying; or (2) a franchisor supplements the information provided in this Item 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

As of December 31, 2025, we had 408 total locations. Based upon data and information for the 2025 calendar year, we have created the financial performance representations made in this Item 19, detailed in the tables below. The material basis for such representations are as follows:

1. We used only actual historical financial figures, provided from either (i) unaudited financials and operating reports submitted to us by our Franchisees, or (ii) our accounting software, for the full 2025 calendar year.
2. Data for 95 franchises participating in the Residential Pillar is not included because the franchises did not manage any Doors, or the data was incomplete or insufficient;
3. Data for 34 franchises participating in the Association Pillar is not included because the franchises did

not manage any Associations, or the data was incomplete or insufficient;

4. Data for 36 franchises participating in the Short-Term Pillar is not included because the franchises did not manage any Keys, or the data was incomplete or insufficient;
5. Data for 103 franchises participating in the Commercial Pillar is not included because the franchises did not manage any Square Feet, or the data was incomplete or insufficient;
6. Data for 42 franchises participating in the Realty Services is not included because the franchises did not have any Realty Transactions, or the data was incomplete or insufficient;
7. Data for 3 franchises participating in the Multi-family Pillar is included with the Residential Pillar:
8. Other than listed above, the data from all franchises for the full 2025 calendar year is included in the financial representations made herein. The characteristics of the franchised locations included in the financial representations made herein do not differ materially from the franchises that may be offered to prospective franchisees.
9. In 2025, 5,893 Doors, 13,228 Units in 154 Associations, 0 Square Feet, and 82 Keys were added through acquisitions from 27 individual transactions.

**Table 1**

**Average Revenue per Unit**

This table shows the actual numbers for the Average & Median annual income per Property/Association. “Income” means total revenue generated by Franchisees before any costs or expenses, i.e. royalty fees, advertising fees, etc., excluding pass-through items.

**Some Franchisees have earned the amounts referenced below. Your individual results may differ. There is no assurance that you will earn the amounts referenced below.**

<b><u>Revenue per Property, Association or Transaction</u></b>	<b><u>Residential</u></b>	<b><u>Commercial</u></b>	<b><u>Association</u></b>	<b><u>Short-Term Rental</u></b>	<b><u>Realty</u></b>
Average	\$2,069	\$1,282	\$16,122	\$12,384	\$6,641
Median	\$2,221	\$1,144	\$15,331	\$7,814	\$8,614

1. We included a total of 239 franchises in the Residential Analysis above. The actual range for the revenue/door was \$183 – \$18,492.
2. We included a total of 37 franchises in the Commercial Analysis above. The actual range for the revenue/Commercial Unit was \$210 – \$34,053.
3. We included a total of 92 franchises in the Association Analysis above. The actual range for the revenue/association was \$2,176 – \$128,846.
4. We included a total of 63 franchises in the Short-Term Rental Analysis above. The actual range for the revenue/key was \$1,001 – \$52,437.
5. We included a total of 51 franchises in the Realty Analysis above. The actual range for the revenue/transaction was \$705 – \$113,878.

**Table 2**  
**Average Property/**  
**Association Count**

This table shows the actual numbers for Average & Median property/association count for Doors, Associations, Keys, and Commercial Units by Franchisee.

**Some Franchisees have sold the Units referenced below. Your individual results may differ. There is no assurance that you will sell the number of Units referenced below.**

<b><u>Average Unit Count</u></b>	<b><u>Residential</u></b>	<b><u>Commercial</u></b>	<b><u>Association</u></b>	<b><u>Short-Term Rental</u></b>	<b><u>Realty</u></b>
Average	139	23	19	25	10
Median	82	8	12	14	4

1. We included a total of 239 franchises in the Residential Analysis above. The actual range of Doors was 1 – 1,533
2. We included a total of 37 franchises in the Commercial Analysis above. The actual range of Commercial Units was 1 – 270.
3. We included a total of 92 franchises in the Association Analysis above. The actual range for Associations was 1 – 177.
4. We included a total of 63 franchises in the Short-Term Rental Analysis above. The actual range for Keys was 1 – 107.
5. We included a total of 51 franchises in the Realty Analysis above. The actual range for the Realty Transactions was 1 – 137.

**Income per Door is comprised of the following:**

1. Residential Doors
  - a. Management fees ranging from 4% to 12% of gross monthly rents; and
  - b. Recurring or one-time ancillary property management and other real estate services, with fees/charges/markups ranging from \$1.00 to thousands of dollars, paid by property owners, tenants, service providers, and vendors.
2. Commercial Square Feet
  - a. Management fees ranging from 4% to 8% of gross monthly rents; and
  - b. Recurring or one-time ancillary property management and other real estate services, with fees/charges/markups ranging from \$1.00 to thousands of dollars, paid by property owners, tenants, service providers, and vendors.

**Income per Unit is comprised of the following:**

1. Association Units
  - a. Monthly management fees typically range from \$16.00 to \$7,800.00 per Association Unit; and
  - b. Recurring or one-time ancillary property management and other real estate services, with fees/charges/markups ranging from \$1.00 to hundreds of dollars, paid by service providers, vendors, and Associations.

**Income per Key is comprised of the following:**

1. Short-Term Rental Keys

- a. Management fees ranging from 10% to 40% of gross monthly rents; and
- b. Recurring or one-time ancillary property management and other real estate services, with fees/charges/markups ranging from \$1.00 to hundreds of dollars, paid by property owners, tenants, guests, service providers, and vendors.

Written substantiation for the financial performance representations made in this Item 19 will be made available to the prospective franchisee upon reasonable request.

**Some PMI franchises have earned the amounts or sold the units referenced in Table 1 and Table 2, above. Your individual results may differ. There is no assurance you'll earn or sell as much.**

**Table 3**  
**Average Annual Revenue Per Pillar**  
**Franchises That Have Not Completed an Acquisition**

Average Annual Revenue Per Pillar or Service	Residential	Commercial	Association	Short-Term Rental	Realty
Average	\$197,403	\$20,193	\$190,641	\$327,879	\$57,353

We have 110 Franchise Locations that operate in multiple pillars and have not completed an acquisition. This group of franchisees generates an average revenue of \$332,743 annually.

**Table 4**  
**Average Annual Revenue Per Pillar**  
**Franchises That Have Completed an Acquisition**

Average Annual Revenue Per Pillar or Service	Residential	Commercial	Association	Short-Term Rental	Realty
Average	\$439,515	\$39,031	\$415,736	\$264,669	\$78,156

We have 90 Franchise Locations that operate in multiple pillars and have completed an acquisition. This group of franchisees generates an average revenue of \$642,973 annually.

Other than the numbers contained in this Item 19, PMI does not make any financial performance representations. We also do not authorize our employees or representatives to make any such representations either orally or in writing. If you are purchasing an existing outlet, however, we may provide you with the actual records of the outlet. If you receive any other financial performance information or projections of your future income, you should report it to the Franchisor's management by contacting Steven Hart at the email of [info@pmicorp.com](mailto:info@pmicorp.com), via telephone at (801) 669-5952, or via mail at 2901 W Bluegrass Blvd, Suite 420, Lehi, Utah 84048, and also to the Federal Trade Commission, and the appropriate state regulatory agencies.

**ITEM 20: OUTLETS AND FRANCHISEE INFORMATION**

**Table 1**

**SYSTEMWIDE OUTLET SUMMARY**

**For Years 2023 to 2025**

<u>Outlet Type</u>	<u>Year</u>	<u>Outlets at the Start of the Year</u>	<u>Outlets at the End of the Year</u>	<u>Net Change</u>
<i>Franchised</i>	2023	374	377	3
	2024	377	402	25
	2025	399	406	7
<i>Company Owned</i>	2023	2	0	-2
	2024	0	0	0
	2025	0	0	0
<b><i>Total Outlets*</i></b>	2023	376	377	1
	2024	377	402	25
	2025	402*	408*	6

***\*The 402 Open Franchised Outlets at the Start of 2025 include 399 U.S. Franchised Outlets and three International Franchised Outlets: PMI Costa Rica, PMI Curaçao, and PMI Malta. PMI Costa Rica exited the system in late 2025 and is therefore not reflected in the End of Year 2025 count.***

***Prior year figures have been corrected as follows:***

- ***2024 - Franchised Outlets at Start of Year: corrected from 378 to 377; Net Change: corrected from 24 to 25***
- ***2023 - Company-Owned Outlets Net Change: corrected from 2 to -2***
- ***2024 - Total Outlets at End of Year: corrected from 400 to 402***