

| Provision        | Section in franchise or other agreement | Summary  |
|------------------|---|--|
|                  |   | located, or if this court lacks jurisdiction, the state courts of the state and county where our headquarters is then located (subject to applicable state law). |
| w. Choice of law | § 18.8                                  | Indiana (subject to applicable state law)  |

**For additional disclosures required by certain states, refer to Exhibit G - State Addenda to Disclosure Document and Franchise Agreement.**

### **Item 18 PUBLIC FIGURES**

We do not use any public figure to promote our franchise.

### **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 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.

The following financial performance representations are based on the performance of the 41 Velox Valuations businesses (the “Reporting Company Outlets”) operated by our Affiliate, Velox Valuations LLC from 01/01/2024 through 12/31/2024 (the “Reporting Period”). These Reporting Company Outlets were all in operation for the entire Reporting Period and they represent all of the company-owned outlets in 2024. These Reporting Company Outlets are located in markets around the United States and have been in operation for one to four years.

#### **Number of Appraisals per Reporting Company Outlet during Reporting Period**

| Number of Reporting Company Outlets | Average Number of Appraisals per Reporting Company Outlet | Median Number of Appraisals per Reporting Company Outlet | Number (and percentage) of Reporting Company Outlets that Achieved at least the Average | Highest Number of Appraisals per Reporting Company Outlet | Lowest Number of Appraisals per Reporting Company Outlet |
|-------------------------------------|---|--|---|---|--|
| 41                                  | 334   | 299  | 21/ 53%   | 759   | 186  |

**Gross Sales per Appraisal during the Reporting Period**

| Number of Reporting Company Outlets | Average Gross Sales per Appraisal | Median Gross Sales per Appraisal | Highest Gross Sales per Appraisal | Lowest Gross Sales per Appraisal | Number (and percentage) of Reporting Company Outlets that achieved at least the Average |
|-------------------------------------|-----------------------------------|----------------------------------|-----------------------------------|----------------------------------|---|
| 41                                  | \$431                             | \$428.9                          | \$493                             | \$394                            | 19/ 48%   |

**Gross Sales per Reporting Company Outlet for the Reporting Period**

| Number of Reporting Company Outlets | Average Gross Sales per Reporting Company Outlet | Median Gross Sales per Reporting Company Outlet | Highest Gross Sales per Reporting Company Outlet | Lowest Gross Sales per Reporting Company Outlet | Number (and percentage) of Reporting Company Outlets that achieved at least the Average |
|-------------------------------------|--|---|--|---|---|
| 41                                  | \$137,831  | \$127,195                                       | \$308,996  | \$74,437  | 21/ 53%   |

**Estimated Royalty Fees and Estimated Brand Fund Fees per Reporting Company Outlet:**

| Estimated Fees per Reporting Company Outlet | Based on Average Gross Sales | Based on Median Gross Sales | Based on Highest and Lowest Gross Sales |
|---|------------------------------|-----------------------------|---|
| Estimated Royalty Fees                      | \$13,783                     | \$12,720                    | \$30,900 - \$7,444                      |
| Estimated Brand Fund Fees                   | \$2,757                      | \$2,543                     | \$6,180 - \$1,489                       |

\*See Note 7

**Notes:**

- As used in this Item 19, "Gross Sales" means the total dollar amount of all sales generated through the Business for a given period, including, but not limited to, payment for any services or products sold by Franchisee, whether for cash or credit. Gross Sales does not include (i) bona fide refunds to customers, (ii) sales taxes collected by Franchisee, (iii) sales of used equipment not in the ordinary course of business, or (iv) sales of prepaid cards

or similar products (but the redemption of any such card or product will be included in Gross Sales).

As used in this Item 19, an “Appraisal” means one property or land valuation job performed by the Reporting Company Outlet for a customer.

2. The Average Number of Appraisals per Reporting Company Outlet was calculated as the total number of Appraisals performed by all Reporting Company Outlets during the Reporting Period divided by the total number of Reporting Company Outlets.
3. The Average Gross Sales per Appraisal was calculated as the total Gross Sales of all Reporting Company Outlets divided by the total number of Appraisals performed by the Reporting Company Outlets.
4. The Average Gross Sales per Reporting Company Outlet was calculated as the total Gross Sales generated by all Reporting Company Outlets divided by the total number of Reporting Company Outlets.
5. The foregoing data are historic financial performance representations.
6. There are no operating expenses included in this Item 19, which you would need to account for in order to understand net income for the franchised business.
7. These Reporting Company Outlets do not differ materially in any way from future Velox Valuations franchised businesses, except that our Parent does not pay royalties or marketing fees to us; however, we have shown the estimated expenditures (10% Royalty, and 2% Brand Fund) for a Reporting Company Outlet had they incurred those expenses. There are no other material and/or operational characteristics of the Reporting Company Outlets that are reasonably anticipated to differ materially from future operational franchise outlets.
8. **Some outlets have sold this amount. Your individual results may differ. There is no assurance that you’ll sell as much.**
9. Written substantiation of the information contained in this Item 19 will be made available to prospective franchisees upon reasonable request.

Other than the preceding financial performance representation, Franchise Velox Valuations LLC 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 that 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 Paul Bradley, 704 South State Road 135, STE D 393, Greenwood, IN 46143, and (317) 372-8682, the Federal Trade Commission, and the appropriate state regulatory agencies.

**Item 20**  
**OUTLETS AND FRANCHISEE INFORMATION**

**Table 1**  
**Systemwide Outlet Summary**  
**For Years 2022 to 2024**

| <b>Column 1<br/>Outlet Type</b> | <b>Column 2<br/>Year</b> | <b>Column 3<br/>Outlets at the<br/>Start of the Year</b> | <b>Column 4<br/>Outlets at the<br/>End of the Year</b> | <b>Column 5<br/>Net Change</b> |
|---------------------------------|--------------------------|--|--|--------------------------------|
| Franchised                      | 2022                     | 0  | 0  | 0                              |
|                                 | 2023                     | 0  | 0  | 0                              |
|                                 | 2024                     | 0  | 1  | +1                             |
| Company-Owned                   | 2022                     | 33   | 39   | +6                             |
|                                 | 2023                     | 39   | 41   | +2                             |
|                                 | 2024                     | 41   | 41   | 0                              |
| Total Outlets                   | 2022                     | 33   | 39   | +6                             |
|                                 | 2023                     | 39   | 41   | +2                             |
|                                 | 2024                     | 41   | 42   | +1                             |

**Table 2**  
**Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)**  
**For Years 2022 to 2024**

| <b>Column 1<br/>State</b> | <b>Column 2<br/>Year</b> | <b>Column 3<br/>Number of Transfers</b> |
|---------------------------|--------------------------|---|
| All States                | 2022                     | 0                                       |
|                           | 2023                     | 0                                       |
|                           | 2024                     | 0                                       |
| Total                     | 2022                     | 0                                       |
|                           | 2023                     | 0                                       |
|                           | 2024                     | 0                                       |

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