

<b>Provision</b>	<b>Section in Agreement</b>	<b>Summary</b>
Modification of the agreement	Section 21.L of Franchise Agreement	The Franchise Agreement may not be modified unless mutually agreed to in writing. You must comply with the Manual and Systems and Standards as amended periodically.
Integration/ merger clause	Section 21.O of Franchise Agreement	Only the terms of the Franchise Agreement are binding (subject to state and Federal law). Any representations or promises outside of the Disclosure Document and Franchise Agreement may not be enforceable.
Dispute resolution by arbitration or mediation	Section 21.F and G of Franchise Agreement	Except for actions brought by us for monies owed, injunctive or extraordinary relief, or actions involving real estate, all disputes must be mediated in Dallas, Texas, subject to state law (see State Addendums to FDD and Franchise Agreement).
Choice of forum	Section 21.I of Franchise Agreement Section 5.1 of Web-Based Software and Services Agreement	The venue for all proceedings relating to or arising out of the Franchise Agreement is Texas State courts, Dallas County, Texas or U. S. District Court for the Northern District of Texas, Dallas division, subject to state law (see State Addendums to FDD and Franchise Agreement).
Choice of law	Section 21.H of Franchise Agreement Section 8 of Web-Based Software and Services Agreement	Texas, subject to state law (see State Addendums to FDD and Franchise Agreement).

**Item 18  
PUBLIC FIGURES**

We do not use any public figure to promote the 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 this 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.

This Item 19 presents information about the Gross Price Differential (as defined below) and the annual advertising spend for the period from January 1, 2025 through December 31, 2025 (the “Year 2025”) for all 795 franchised HomeVestors Businesses in the United States that were operating through all 12 months of the Year 2025 (the “Covered Franchises”). It does not include (i) 72 franchised HomeVestors Businesses that opened during the Year 2025, (ii) 151 franchised HomeVestors Businesses that were permanently

closed during the Year 2025, (iii) 36 franchised HomeVestors Businesses that were transferred to another franchisee or reacquired by us during the Year 2025, and (iv) 26 company-owned outlets operated by our affiliate.

“**Gross Price Differential**” means the total sales prices of all properties sold by a HomeVestors Business during the Year 2025, less the total purchase prices of such properties, regardless of when such properties were initially purchased. Gross Price Differential does not take into account any costs incurred by a Covered Franchise in purchasing, rehabbing or selling such properties, including repair costs, advertising costs, including Ad Spend (defined below), real estate commissions, transaction fees payable to us, closing costs, seller's concessions, taxes, holding costs, or utilities , or any other costs incurred by a Covered Franchise in operating their franchises, including labor costs, vehicle costs, insurance costs, royalty and marketing fees, or any of the other fees disclosed in this Disclosure Document.

“**Ad Spend**” means the total amount spent by a Covered Franchise during the Year 2025 on advertising related to generating property acquisition leads through contributions to their Advertising Council and the NAF. It does not include Marketing Fund Contributions, money spent on Dig Leads, or advertising related to marketing properties for sale.

Each “**Quartile**” has been determined by dividing the Covered Franchises based on total annual Gross Price Differential into four groups, each containing a quarter of the Covered Franchises. The “**Top Quartile**” means the top 25% performing Covered Franchises, the “**2<sup>nd</sup> Quartile**” means the next highest 25% performing Covered Franchises, the “**3<sup>rd</sup> Quartile**” means the next highest 25% performing Covered Franchises, and the “**Bottom Quartile**” means the lowest 25% performing Covered Franchises.

**TABLE 1**  
**GROSS PRICE DIFFERENTIAL AND ADVERTISING SPEND BY QUARTILE**  
**FOR THE COVERED FRANCHISES**  
**FOR YEAR 2025**

	<b>Top Quartile</b>	<b>2<sup>nd</sup> Quartile</b>	<b>3<sup>rd</sup> Quartile</b>	<b>Bottom Quartile</b>	<b>All Covered Franchises</b>
Average Gross Price Differential	\$1,654,823	\$482,461	\$161,922	\$3,086*	\$574,215
Number Exceeding Average Gross Price Differential / Franchises in Quartile	60/198 (30%)	88/199 (44%)	97/199 (49%)	26/199* (13%)	258/795 (32%)
Median Gross Price Differential	\$1,355,000	\$452,590	\$158,922	\$0*	\$286,884
Low Gross Price Differential	\$754,100	\$288,525	\$39,500	-\$25,000	-\$25,000
High Gross Price Differential	\$10,964,415	\$744,990	\$286,884	\$38,000	\$10,964,415
Average Ad Spend	\$139,462	\$63,573	\$38,417	\$11,161**	\$63,057
Number Exceeding Average Ad Spend / Franchises in Quartile	71/198 (36%)	80/199 (40%)	76/199 (38%)	50/199** (25%)	272/795 (34%)
Median Ad Spend	\$100,000	\$51,000	\$26,000	\$0**	\$35,000

\*Only 27 of the 199 franchised HomeVestors Business in the bottom quartile sold properties during the Year 2025 for which the Gross Price Differential could be determined, of those that did, the Average Gross Price Differential was \$24,116, of which 16/27 (59%) exceeded the Average Gross Price Differential, and the Median Gross Price Differential was \$26,645

\*\*Only 76 of the 199 franchised HomeVestors Business in the bottom quartile advertised through their Advertising Council during the Year 2025, of those that did, the Average Ad Spend was \$29,224, of which 23/76 (64%) exceeded the Average Ad Spend, and the Median Ad Spend was \$20,500

Table 2 lists by geographic region the percentage of Covered Franchises in that region that are included within each Quartile presented in Table 1 based on such Covered Franchise’s Gross Price Differential for the Year 2025.

**TABLE 2**  
**PERCENTAGE OF COVERED FRANCHISES IN EACH REGION**  
**WITHIN EACH GROSS PRICE DIFFERENTIAL QUARTILE**  
**FOR YEAR 2025**

<b>Region</b>	<b>Top Quartile</b>	<b>2<sup>nd</sup> Quartile</b>	<b>3<sup>rd</sup> Quartile</b>	<b>Bottom Quartile</b>
Midwest	30.97%	32.74%	18.58%	17.70%
South	20.71%	27.06%	29.88%	22.35%
Northeast	30.77%	20.77%	16.15%	32.31%
West	27.56%	15.75%	23.62%	33.07%

**Notes to Table 2:**

The Midwest is comprised of the following states: IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD and WI. The South is comprised of the following states: AL, AR, FL, GA, KY, LA, MS, NC, OK, SC, TN, TX, VA and WV.

The Northeast is comprised of the following states: CT, DE, ME, MD, MA, NH, NJ, NY, PA, RI, VT and the District of Columbia.

The West is comprised of the following states: AK, AZ, CA, CO, HI, ID, MT, NV, NM, OR, UT, WA and WY.

If a Covered Franchise changed its territory to a different region during 2025, it is reflected in the region in which the majority of its Gross Price Differential was generated.

**Notes to Item 19:**

**Some HomeVestors Businesses have earned this amount. Your individual results may differ. There is no assurance that you’ll earn as much.**

As described above, Gross Price Differential does not take into account all categories of expenses that Covered Franchises incur related to buying, rehabbing, and selling properties and operating their businesses. You should conduct an independent investigation of the costs and expenses franchisees will incur in operating their HomeVestors Businesses. Franchisees and former franchisees may be one source of this information.

The amounts in the table are based on information reported to us by franchisees. We have not audited this information.

Written substantiation for the financial performance representation will be made available to you on reasonable request.

Other than the preceding financial performance representations, HomeVestors of America, Inc. 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 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 Michael Waldron, General Counsel, 14785 Preston Road, Suite 750, Dallas, Texas 75254, Tel: (972) 619-0091, the Federal Trade Commission, and the appropriate state regulatory agencies.

**Item 20  
OUTLETS AND FRANCHISEE INFORMATION**

<b>TABLE 1 SYSTEMWIDE OUTLET SUMMARY FOR YEARS 2023 TO 2025</b>				
<b>Outlet Type</b>	<b>Year</b>	<b>Outlets at the Start of the Year</b>	<b>Outlets at the End of the Year</b>	<b>Net Change</b>
Franchised	2023	1144	1082	-62
	2024	1082	981	-101
	2025	981	862	-119
Company-Owned	2023	3	10	+7
	2024	10	22	+12
	2025	22	26	+4
Total Outlets	2023	1147	1092	-55
	2024	1092	1003	-89
	2025	1003	888	-115

<b>TABLE 2 TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS (OTHER THAN THE FRANCHISOR) FOR YEARS 2023 TO 2025</b>		
<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
Alabama	2023	1
	2024	3
	2025	0
Alaska	2023	0
	2024	0
	2025	0
Arizona	2023	2
	2024	2
	2025	4
Arkansas	2023	0
	2024	0
	2025	0
California	2023	1
	2024	1
	2025	1