

	Provision	Section in Franchise Agreement	Summary
u.	Dispute resolution by arbitration or mediation	Section 17.2	Except for certain claims, all disputes there must be a face-to-face meeting, mediation and then arbitration (see state specific addenda) (subject to applicable state law).
v.	Choice of forum	Sections 17.2 and 19.2	All dispute resolution must be held in Salt Lake City, Utah or the county where our then-current headquarters is located. (Subject to applicable state law).
w.	Choice of Law	Sections 19.1 and 19.5	Idaho law, the Federal Arbitration Act, and the United States Trademark Act apply. (Subject to applicable state law).

States may have statutes or court decisions which supersede the franchise agreement in your relationship with the franchisor including areas of termination and renewal of your franchise. (See state specific addenda).

### 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.

#### 2025 Franchise Shoppes

The below table is an historic performance representation sets forth average weekly sales for all 44 of our existing Real Deals on Home Décor® franchises in the United States that were open and operating as of December 31, 2025. We did not include our Canadian franchisee. 3 of the 44 are new franchisees that opened in 2025, and four are transfer franchisees that closed for a part of 2025 and were reopened by December 31, 2025. Each Shoppe is open from 2 days to 6 days a week.

#### AVERAGE & MEDIAN GROSS WEEKLY SALES OF SHOPPES OPEN FOR THE FULL 2025 CALENDAR YEAR

Number of Shoppes Used	Average Weekly Sales	Median Weekly Sales	Percent of applicable Shoppes that attained or surpassed the stated result
44	\$10,529.42	\$7,746.10	53.3%

High Weekly Sales: \$104,026.54; Low Weekly Sales \$434.90

#### Notes

1. "Gross Sales" means the total of all sales of all goods and services sold, traded, bartered, or rendered by you and income of every kind and nature including the value of a trade or other bartering, arising from your franchise business and tangible property of every kind sold by you during the term of this agreement. Gross sales also includes insurance proceeds and/or



condemnation awards for loss of sales, profits, or business. "Gross Sales" excludes bona fide credits or returns and excludes amounts paid by you for sales or use taxes on the sale of any products or services.

2. "Average" means the sum of all data points in a set, divided by the number of data points in that set.
3. "Average annual sales" means the sum of the gross sales of the locations listed in an applicable group divided by the number of locations in that group.
4. "Median" means the data point that is in the center of all data points used. That number is found by examining the total number of data points and finding the middle number in that set. In the event the number of data points is an odd number, the median will be the center number. If the dataset contains an even number of data points, the median is reached by taking the 2 numbers in the middle, adding them together, and dividing by 2.
5. The financial performance representations do not reflect the costs or expenses that must be deducted from the gross revenue or gross sales figures to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your franchised business. Franchisees or former franchisees, listed in this disclosure document, may be one source of this information.

**Some outlets have earned this amount. Your individual results may differ. There is no assurance that you will earn as much.**

This financial performance representation has been prepared based on information as reported by the individual franchises. The numbers they reported to us were used for determining royalty payments due to us. The basis of accounting used by the franchisees is determined by the individual franchisee, but generally the franchisees use cash basis accounting. The figures in the reported to us have not been audited and we have not undertaken to otherwise independently verify the accuracy of such information. You must estimate your own costs and expenses including, but not limited to, inventory, marketing, insurance, royalties, rent, wages, payroll taxes and professional fees. You should conduct an independent investigation of the costs and expenses you will incur in operating your Real Deals on Home Décor® business.

The information in this Item 19 was taken from financial statements from our company owned locations and our franchisees. Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

Other than the preceding financial performance representation, Real Deals, 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 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 Real Deals, Inc., 1411 E. 4400 N., Buhl, Idaho 83316, and (208) 543-6300, the Federal Trade Commission, and the appropriate state regulatory agencies.



**ITEM 20  
OUTLETS AND FRANCHISE INFORMATION**

**Table No. 1  
Systemwide Outlet Summary  
For Years 2023 to 2025**

<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 <sup>1</sup>	2023	44	46	+2
	2024	46	45	-1
	2025	45	45	+0
Company Owned	2023	1	1	+0
	2024	0	0	+0
	2025	0	0	+0
Total Outlets	2023	44	46	+2
	2024	46	45	-1
	2025	45	45	+0

<sup>1</sup> These totals include our one Canadian franchisee (see table 3 below).

**Table No. 2  
Transfers of Outlets from Franchisees to New Owners  
(other than the Franchisor)  
For Years 2023 to 2025**

<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
Arizona	2023	0
	2024	1
	2025	0
Iowa	2023	0
	2024	0
	2025	1
Oregon	2023	0
	2024	1
	2025	0
Tennessee	2023	1
	2024	0
	2025	0
Virginia	2023	1
	2024	0
	2025	0
Total	2023	2
	2024	2
	2025	1

