

**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 particular location or under particular circumstances.

**STATEMENT OF ACTUAL ANNUAL GROSS PROFIT AND PROFIT MARGIN  
FOR THE 12 MONTH PERIOD JANUARY 1, 2024 TO DECEMBER 31, 2024  
OF 2 AFFILIATE-OWNED CAIT'S BUSINESSES**

The following is a statement of gross profit and profit margin for the 12 month period ended December 31, 2024 for 2 affiliate-owned Cait's Businesses.

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

Location		Mokena, Illinois		Tampa, Florida	
<b>INCOME</b>					
Estate Sales		\$1,045,718		\$147,006	
	<b>TOTAL INCOME</b>	<b>\$1,045,718</b>	<b>100%</b>	<b>\$147,006</b>	<b>100%</b>
<b>COST OF SERVICES SOLD</b>					
Automobile Expense		\$13,403	1.28%	\$1,535	1.04%
Estate Sales Expense		\$13,544	1.29%	\$1,887	1.28%
Estate Sale & Cosigner Payout		\$477,936	45.61%	\$75,913	51.64%
Estate Sale Supplies		\$10,188	<1%	\$1,648	1.12%
Labor		\$210,517	20.08%	\$17,807	12.11%
	<b>TOTAL COGS</b>	<b>\$725,517</b>	<b>69.24%</b>	<b>\$98,790</b>	<b>67.20%</b>
<b>FRANCHISE FEES/COSTS</b>					
Royalty (6.5%)		\$68,110	6.5%	\$9,555	6.5%

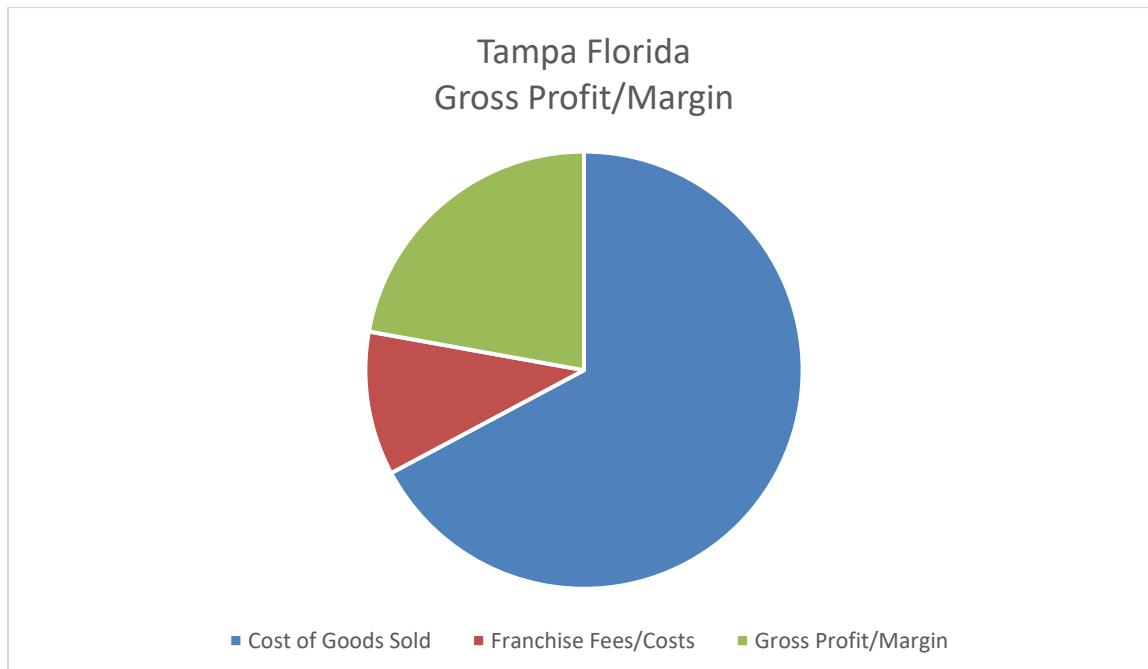
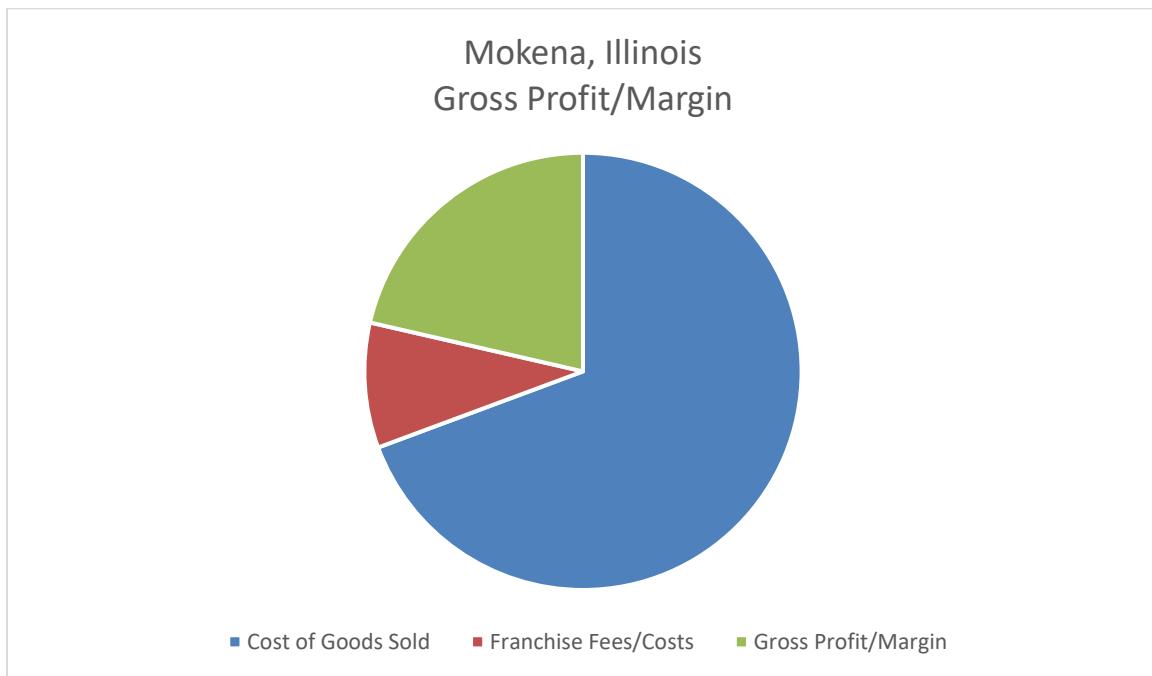
Brand Development Fund (currently 1%)		\$10,479	1%	\$1,470	1%
Software License Fee (1.5%)		\$15,686	1.5%	\$2,205	1.5%
Technology Fee (currently \$200 per month)		\$2,400	<1%	\$2,400	<1%
	<b>TOTAL FRANCHISE FEES/COSTS</b>	<b>\$96,675</b>	<b>9.24%</b>	<b>\$15,630</b>	<b>10.63%</b>
	<b>GROSS PROFIT/MARGIN</b>	<b>\$223,526</b>	<b>21.38%</b>	<b>\$32,586</b>	<b>22.17%</b>

Notes to table above:

1. Nearest whole numbers are used.
2. “Gross Sales” is the total revenue earned by the affiliates for onsite estate sales, with only sales tax being deducted. Both affiliate-owned Cait’s Businesses provide ancillary services in addition to onsite estate sales that franchisees will not provide. We did not include revenue from these ancillary services in the above statement.
3. The Mokena, Illinois Cait’s Business opened in October 2018.
4. The Tampa, Florida Cait’s Business opened in October 2023.
5. The “Labor” line item does not include management salaries or administrative salaries for such positions as marketing and sales.

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**CHART OF ACTUAL ANNUAL GROSS PROFIT AND PROFIT MARGIN, COST OF  
GOODS SOLD, AND FRANCHISE FEES/COSTS AS A PERCENTAGE OF GROSS  
SALES FOR THE 12 MONTH PERIOD JANUARY 1, 2024 TO DECEMBER 31, 2024 OF 2  
AFILLIATE-OWNED CAIT'S BUSINESSES**



Notes to charts above:

1. Nearest whole numbers are used.

2. “Gross Sales” is the total revenue earned by the affiliates for onsite estate sales, with only sales tax being deducted. Both affiliate-owned Cait’s Businesses provide ancillary services in addition to onsite estate sales that franchisees will not provide. We did not include revenue from these ancillary services in the above statement.

3. The Mokena, Illinois Cait’s Business opened in October 2018.

4. The Tampa, Florida Cait’s Business opened in October 2023.

5. The “Labor” line item does not include management salaries or administrative salaries for such positions as marketing and sales.

Other than described in Note #2 to the above table and charts, the characteristics of the represented affiliate-owned operation do not materially differ from that of a new franchisee.

The financial performance representations in the Tables are historic information and not a forecast of future financial performance. The financial information we utilized in preparing the preceding financial performance representations was based on our unaudited financial statements of our affiliates Cait’s Estate Sales LLC and Cait’s Estates LLC ended December 31, 2024. None of this information was audited by us or by any independent accountant or auditing firm, and no one had audited, reviewed or otherwise evaluated this information for accuracy or expressed his/her opinion with regard to its content or form.

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, Caits Estate Services, 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 George Venturella, Caits Estate Services, Inc., 10201 191<sup>st</sup> Street, Mokena, IL 60448, (708) 995-7746, the Federal Trade Commission, and the appropriate state regulatory agencies.

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

**Table No. 1**  
**Systemwide Outlet Summary\***  
**For calendar years 2022, 2023 and 2024**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
Affiliate-Owned	2022	1	1	0
	2023	1	2	+1
	2024	2	2	0
Total Outlets	2022	1	1	0
	2023	1	2	+1
	2024	2	2	0

\*We are offering franchises for the first time under this Franchise Disclosure Document, so we do not have any franchisees as of the date of this Franchise Disclosure Document.

**Table No. 2**  
**Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)\***  
**For calendar years 2022, 2023 and 2024**

State	Year	Number of Transfers
Total	2022	0
	2023	0
	2024	0

\*We are offering franchises for the first time under this Franchise Disclosure Document, so we do not have any franchisees as of the date of this Franchise Disclosure Document.

**Table No. 3**  
**Status of Franchised Outlets\***  
**For calendar years 2022, 2023 and 2024**

State	Year	Outlets at Start of Year	Outlets Opened	Terminations	Non-Renewals	Reacquired by Franchisor	Ceased Operations Other Reasons	Outlets at End of the Year
Total	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0
	2024	0	0	0	0	0	0	0

\*We are offering franchises for the first time under this Franchise Disclosure Document, so we do not have any franchisees as of the date of this Franchise Disclosure Document.