

PROVISION	SECTION IN FRANCHISE AGREEMENT	SUMMARY
v. Choice of forum	25.2	Subject to state law, litigation must be in the courts of the state of Nevada located in Las Vegas, Nevada, and the United States District Court for the District of Nevada.
w. Choice of law	25.1	Nevada law applies (subject to state law).

**ITEM 18**  
**PUBLIC FIGURES**

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

**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.

As of December 31, 2024, there were 110 Franchised Businesses operating out of 74 offices (an “Office”). If there were multiple Franchised Businesses operating out of one Office, the Franchised Business reported Gross Revenue to us by Office and did not break it down by Franchised Business. Each Franchised Business operates in one Designated Territory.

The first table below includes average Commissions from 46 Franchised Businesses operating in 13 Offices that had sold listings in 2024 divided by thirds. All of these Offices own multiple Franchised Businesses. The second table below includes average Commissions from 33 Franchised Businesses operating in 33 Offices that had sold listings in 2024 divided by thirds. All of these Offices only operate a single Franchised Business. “Commissions” includes the Gross Revenue attributable to commissions and referral fees, but do not include the Franchised Businesses’ Gross Revenue attributable to other revenue streams, including revenue from management services or consulting fees. Average Commissions is calculated by taking an Office’s total Gross Revenue attributable to commissions and referral fees and dividing it by the total number of sold listings during the calendar year ending December 31, 2024.

We did not include information about the remaining 30 Franchised Businesses operating in 28 Offices because they did not report any listings to us in 2024 (including 14 Offices that opened in 2024). We also did not include information about the 7 Franchised Businesses that ceased operations in 2024, none of which were in operation for less than 12 months.

Offices with Multiple Franchised Businesses for the 2024 Calendar year						
	# of Offices	Average Commission	# (and %) that Met or Exceeded Average	Highest	Lowest	Median

Top third	4	\$267,825	1 (25%)	\$367,000	\$217,375	\$243,463
Middle third	4	\$144,537	1 (25%)	\$208,998	\$112,500	\$128,325
Bottom third	5	\$68,810	3 (60%)	\$111,000	\$23,650	\$84,600

Offices with a Single Franchised Business for the 2024 Calendar year						
	# of Offices	Average Commission	# (and %) that Met or Exceeded Average	Highest	Lowest	Median
Top third	11	\$987,575	3 (27%)	\$4,450,233	\$197,356	\$348,420
Middle third	11	\$140,698	3 (27%)	\$195,000	\$109,875	\$133,035
Bottom third	11	\$26,995	5 (45%)	\$77,718	\$3,420	\$21,250

Other than as described above, we do not make any representations about a franchisee's future financial performance or the past financial performance of company-owned or franchised outlets. 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 Jeffrey Nyman at First Choice Business Brokers, Inc., 851 South Rampart Blvd., Suite 200, Las Vegas, Nevada 89145, (702) 368-2500, the Federal Trade Commission, and the appropriate state regulatory agencies.

**ITEM 20**  
**OUTLETS AND FRANCHISEE INFORMATION**

**Table No. 1**  
**Systemwide Outlet Summary**  
**For the years 2021 through 2023**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	38	54	+16
	2023	54	81	+27
	2024	81	109	+28
Company-Owned	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
Total Outlets	2022	38	54	+16
	2023	54	81	+27
	2024	81	109	+28

**Table No. 2**  
**Transfers of Outlets from Franchisees to New Owners**  
**(other than to Franchisor)**