

<b>Provision</b>	<b>Section in the Franchise Agreement</b>	<b>Summary</b>
p. Death or disability of franchisee	Section 14.6	Your estate has 120 days in which to sell, assign, transfer or apply for right to continue to operate.
q. Non-competition covenants during the term of the franchise	Section 17.2	You may not be involved in a competing business. The non-competition provisions are subject to state law.
r. Non-competition covenants after the franchise is terminated or expires	Section 17.3	No competing business for 2 years within old non-exclusive territory. The non-competition provisions are subject to state law.
s. Modification of the agreement	Section 23	No oral modifications generally, but the Manual is subject to change.
t. Integration/merger clause	Section 23	Only the terms of the Franchise Agreement and disclosure document are binding (subject to state law). Any representations or promises outside of the disclosure document or Franchise Agreement may not be enforceable.
u. Dispute resolution by arbitration or mediation	Section 25	Except for certain claims, all disputes must be arbitrated in Florida, subject to state law.
v. Choice of forum	Section 25	Litigation must be in Florida subject to state law.
w. Choice of law	Section 25	Florida law applies subject to state law.

### **ITEM 18 - ARRANGEMENTS WITH PUBLIC FIGURES**

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

### **ITEM 19 - FINANCIAL PERFORMANCE REPRESENTATIONS**

The FTC's Franchise Rule permits a franchisor to disclose 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 the information is included in the disclosure document. Financial performance information that differs from that included in this 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 performance at a particular location or under particular circumstances.

**Statement of Average and Median Sales of Pillar to Post Franchises with Two or More Home Inspectors for Year Ending December 31, 2024 and December 31, 2023**

Year	Average Sales Per Unit	Average Sales Growth Rate	Median Sales per Unit	Median Sales Growth Rate
2024	\$475,361	12%	\$351,348	8%
2023	\$423,524	-	\$324,277	-

**Statement of Average and Median Job Size of Pillar to Post Franchises with Two or More Home Inspectors for Year Ending December 31, 2024 and December 31, 2023**

Year	Average Job Size	Average Job Size Growth Rate	Median Job Size	Median Job Size Growth Rate
2024	\$724.88	5%	\$711.05	6%
2023	\$692.41	-	\$668.08	-

**Statement of Average and Median Sales and Average and Median Job Size of Pillar To Post Franchises Based on Number of Home Inspectors for Year Ending December 31, 2024 and December 31, 2023**

**2024**

Group	Average Sales Per Unit	Median Sales per Unit	Average Job Size	Median Job Size
A	\$137,522	\$124,002	644.73	634.73
B	\$269,792	\$251,612	696.17	710.97
C	\$574,582	\$523,732	733.15	712.84
D	\$1,997,817	\$1,710,728	987.83	1,033.26

**2023**

Group	Average Sales Per Unit	Median Sales per Unit	Average Job Size	Median Job Size
A	\$120,636	\$108,027	617.16	600.66
B	\$265,475	\$247,123	679.06	659.08
C	\$539,022	\$442,603	685.69	658.67
D	\$1,701,600	\$1,260,896	927.92	889.16

Group A consists of Franchise Units with 1 home inspector.

Group B consists of Franchise Units with 2 home inspectors.

Group C consists of Franchise Units with 3 – 5 home inspectors.

Group D consists of Franchise Units with 6 or more home inspectors.

**Statement of Number of Pillar To Post Franchises Over Certain Annual Sales Thresholds for Years Ending December 31, 2024 and December 31, 2023**

Sales Thresholds	2024	2023
Over \$3,000,000	1	1
\$2,000,000 to \$2,999,999	1	0
\$1,000,000 to \$1,999,999	11	13
\$750,000 to \$999,999	4	2
\$500,000 to \$749,999	21	17
\$250,000 to \$499,999	62	52

**Statement of Average and Median Selling Prices as a Percentage of Annual Sales for Pillar To Post Franchises Sold During Years Ending December 31, 2024 and December 31, 2023**

	2024	2023
Number of Pillar To Post Franchises Sold	11	13
Average Selling Price as a Percentage of Prior Year's Annual Sales	72%	40%
Median Selling Price as a Percentage of Prior Year's Annual Sales	78%	41%
Highest Selling Price as a Percentage of Prior Year's Annual Sales	119%	145%
Lowest Selling Price as a Percentage of Prior Year's Annual Sales	27%	13%
Number of Transactions Above Average Selling Price as a Percentage of Prior Year's Annual Sales	7	5
Number of Transactions Above Median Selling Price as a Percentage of Prior Year's Annual Sales	5	6

**Statement of Percentage of Total Systemwide Sales of Pillar To Post Franchises by Calendar Quarter for Years Ending December 31, 2024 and December 31, 2023**

Calendar Quarter	2024	2023
First Quarter	22%	23%
Second Quarter	29%	29%
Third Quarter	27%	27%
Fourth Quarter	22%	21%

**Some franchises have earned these amounts. Your individual results may differ. There is no assurance that you will earn as much.**

“Sales” includes all revenues reported by franchisees to us, including all revenue received from the sale of all services and products in the operation of the franchise. It does not include

sales taxes or other taxes collected by you from customers of your franchised business for transmittal to the appropriate taxing authority.

“Selling Prices” are the gross purchase prices paid for the franchises sold during the subject time period.

The financial performance representation does not reflect the costs of sales, operating expenses or other costs or expenses that must be deducted from the 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.

#### **Information Regarding Statement of Average and Median Sales and Average and Median Job Size of Pillar to Post Franchises with Two or More Home Inspectors**

The statements of Average and Median Sales and Average and Median Job Size of Pillar To Post Franchises Based with Two or More Home Inspectors consist of the averages and medians of the reported annual sales of the 87 franchisee-owned units that operated in non-exclusive territories with two (2) or more home inspectors that were open during the entire calendar year 2024. These statements do not exclude the results of any franchisee-owned units that operated in non-exclusive territories with two (2) or more home inspectors in 2024.

The 87 franchisee-owned units used for calculating the statement of Average and Median Sales for Pillar To Post Franchises with Two or More Home Inspectors in 2024 had gross sales ranging between \$97,621 and \$3,515,315, of which 24 units, or 28%, attained or surpassed \$475,361 (the Average Sales) and 44 units, or 50%, attained or surpassed \$351,348 (the Median Sales).

The statements of Average and Median Sales and Average and Median Job Size of Pillar To Post Franchises Based with Two or More Home Inspectors consist of the averages and medians of the reported annual sales of the 90 franchisee-owned units that operated in non-exclusive territories with two (2) or more home inspectors that were open during the entire calendar year 2023. These statements exclude the results from 3 franchisee-owned units that operated in non-exclusive territories with two (2) or more home inspectors in 2023. These 3 franchisee-owned units did not report gross sales for each month of the calendar years 2023 despite having a contractual obligation to do so. In the event of a failure to report gross sales that is not approved by us, we require franchisees to pay contractual minimum Royalty and Brand Fee payments pending enforcement of the contractual obligation to report gross sales.

The 90 franchisee-owned units used for calculating the statement of Average and Median Sales for Pillar To Post Franchises with Two or More Home Inspectors in 2023 had gross sales ranging between \$111,639 and \$3,137,558, of which 27 units, or 30%, attained or surpassed \$423,524 (the Average Sales) and 45 units, or 50%, attained or surpassed \$324,277 (the Median Sales).

**Information Regarding Statement of Average and Median Sales and Average and Median Job Size of Pillar To Post Franchises Based on Number of Home Inspectors**

The statements of Average and Median Sales and Average and Median Job Size of Pillar To Post Franchises Based on Number of Home Inspectors consist of the averages and medians of the reported annual sales of the 293 franchisee-owned units that operated in non-exclusive territories and were open during the entire calendar year 2024. Of that total, 206 franchisee-owned units are included in Group A, 47 franchisee-owned units are included in Group B, 36 franchisee-owned units are included in Group C, and 4 franchisee units are included in Group D. These statements exclude the results from 8 franchisee-owned units that operated in non-exclusive territories in 2024. These exclusions include 1 franchisee-owned unit that was started during 2024, and therefore, not open during the entire calendar year of 2024. These exclusions also include 4 franchisee-owned units that were terminated, not renewed, or ceased operations in 2024, and therefore, not open during the entire calendar year of 2024. Finally, these exclusions include 4 franchisee-owned units that did not report gross sales for each month of the calendar year 2024 despite having a contractual obligation to do so. In the event of a failure to report gross sales that is not approved by us, we require franchisees to pay a contractual minimum Royalty and Brand Fee payments pending enforcement of the contractual obligation to report gross sales.

The 206 franchisee-owned units used for calculating the statement of Average and Median Sales for Group A in 2024 had gross sales ranging between \$33,875 and \$474,417, of which 90 units, or 44%, attained or surpassed \$137,522 (the Average Sales) and 103 units, or 50%, attained or surpassed \$124,002 (the Median Sales). The 47 franchisee-owned units used for calculating the statement of Average and Median Sales for Group B in 2024 had gross sales ranging between \$97,621 and \$510,342, of which 22 units, or 47%, attained or surpassed \$269,792 (the Average Sales) and 24 units, or 50%, attained or surpassed \$251,612 (the Median Sales). The 36 franchisee-owned units used for calculating the statement of Average and Median Sales for Group C in 2024 had gross sales ranging between \$299,446 and \$1,137,213, of which 15 units, or 42%, attained or surpassed \$574,582 (the Average Sales) and 18 units, or 50%, attained or surpassed \$523,732 (the Median Sales). The 4 franchisee-owned units used for calculating the statement of Average and Median Sales for Group D in 2024 had gross sales ranging between \$1,054,497 and \$3,515,315, of which 2 units, or 50%, attained or surpassed \$1,997,817 (the Average Sales) and 2 units, or 50%, attained or surpassed \$1,710,728 (the Median Sales).

The statements of Average and Median Sales and Average and Median Job Size of Pillar To Post Franchises Based on Number of Home Inspectors consist of the averages and medians of the reported annual sales of the 294 franchisee-owned units that operated in non-exclusive territories and were open during the entire calendar year 2023. Of that total, 204 franchisee-owned units are included in Group A, 55 franchisee-owned units are included in Group B, 31 franchisee-owned units are included in Group C, and 4 franchisee units are included in Group D. These statements exclude the results from 12 franchisee-owned units that operated in non-exclusive territories in 2023. These exclusions include 12 franchisee-owned units that were started during 2023, and therefore, not open during the entire calendar year of 2023. These exclusions also include 1 franchisee-owned unit that was terminated, not renewed, or ceased operations in 2023, and therefore, not open during the entire calendar year of 2023. Finally, these exclusions include 11 franchisee-owned units that did not report gross sales for each month of the calendar year 2023

despite having a contractual obligation to do so. In the event of a failure to report gross sales that is not approved by us, we require franchisees to pay contractual minimum Royalty and Brand Fee payments pending enforcement of the contractual obligation to report gross sales.

The 204 franchisee-owned units used for calculating the statement of Average and Median Sales for Group A in 2023 had gross sales ranging between \$38,697 and \$377,092, of which 90 units, or 44%, attained or surpassed \$120,636 (the Average Sales) and 102 units, or 50%, attained or surpassed \$108,027 (the Median Sales). The 55 franchisee-owned units used for calculating the statement of Average and Median Sales for Group B in 2023 had gross sales ranging between \$111,639 and \$574,927, of which 24 units, or 44%, attained or surpassed \$265,475 (the Average Sales) and 27 units, or 50%, attained or surpassed \$247,123 (the Median Sales). The 31 franchisee-owned units used for calculating the statement of Average and Median Sales for Group C in 2023 had gross sales ranging between \$265,660 and \$1,148,609, of which 14 units, or 45%, attained or surpassed \$539,022 (the Average Sales) and 16 units, or 50%, attained or surpassed \$442,603 (the Median Sales). The 4 franchisee-owned units used for calculating the statement of Average and Median Sales for Group D in 2023 had gross sales ranging between \$1,147,024 and \$3,137,585, of which 1 unit, or 25%, attained or surpassed \$1,701,600 (the Average Sales) and 2 units, or 50%, attained or surpassed \$1,260896 (the Median Sales).

**Information Regarding Number of Pillar To Post Franchises Over Certain Annual Sales Thresholds, Average and Median Selling Prices as a Percentage of Annual Sales, and Percentage of Total Systemwide Sales by Calendar Quarter**

The statements of Number of Franchises Over Certain Annual Sales Thresholds, Average and Median Selling Prices as a Percentage of Annual Sales, and Percentage of Total Systemwide Sales by Calendar Quarter are calculated based on the reported annual sales of \$85,587,013 for 316 franchisee-owned units that operated in either exclusive or non-exclusive territories and were open during the entire calendar year 2024. These statements exclude the results from 10 franchisee-owned units that operated in either exclusive or non-exclusive territories in 2024. These exclusions include 1 franchisee-owned unit that was started during 2024, and therefore, not open during the entire calendar year. These exclusions also include 6 franchisee-owned units that were terminated, not renewed, or ceased operations in 2024, and therefore, not open during the entire calendar year. Finally, these exclusions include 4 franchisee-owned units that did not report gross sales for each month of the calendar year 2024 despite having a contractual obligation to do so. In the event of a failure to report gross sales that is not approved by us, we require franchisees to pay contractual minimum Royalty and Brand Fee payments pending enforcement of the contractual obligation to report gross sales.

The statements of Number of Franchises Over Certain Annual Sales Thresholds, Average and Median Selling Prices as a Percentage of Annual Sales, and Percentage of Total Systemwide Sales by Calendar Quarter are calculated based on the reported annual sales of \$77,253,255 for 318 franchisee-owned units that operated in either exclusive or non-exclusive territories and were open during the entire calendar year 2023. These statements exclude the results from 34 franchisee-owned units that operated in either exclusive or non-exclusive territories in 2023. These exclusions include 12 franchisee-owned units that were started during 2023, and therefore, not open during the entire calendar year. These exclusions also include 20 franchisee-owned units that were

terminated, not renewed, or ceased operations in 2023, and therefore, not open during the entire calendar year. Finally, these exclusions include 14 franchisee-owned units that did not report gross sales for each month of the calendar year 2023 despite having a contractual obligation to do so. In the event of a failure to report gross sales that is not approved by us, we require franchisees to pay contractual minimum Royalty and Brand Fee payments pending enforcement of the contractual obligation to report gross sales.

Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

The gross sales of franchisee-owned units were derived from unaudited financial reports submitted by franchisees for the purpose of computing royalties.

Other than the preceding financial performance representation, 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 our management by contacting Charles Furlough at 14502 N. Dale Mabry Highway, Suite 200, Tampa, FL 33618 and (877) 963-3129, the Federal Trade Commission, and the appropriate state regulatory agencies.

#### **ITEM 20 - OUTLETS AND FRANCHISEE INFORMATION**

(Table No. 1)

<b>Systemwide Outlet Summary (Non-Exclusive)</b> <b>For Years 2022/2023/2024</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	2022	440	436	-4
	2023	436	407	-29
	2024	407	376	-31
Company-Owned	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
Total Outlets	2022	440	436	-4
	2023	436	407	-29
	2024	407	376	-31