

Provision	Section in Franchise Agreement	Summary
w. Choice of law	§26.1 §8.3, Appendix 2	New York law applies. For sales of goods and services by us, New York law applies. For sales of goods and services by E&V Residential or its affiliates based in Germany, German law applies. This provision may be subject to state law.

There are state specific addenda attached as **Exhibit M** for the states of Hawaii, Illinois, Maryland, Minnesota, New York, North Dakota, Virginia and Washington.

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.

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 Stuart Siegel or Ulrike Cohen at 430 Park Avenue, 11th Floor, New York, New York, 10022, 212-234-3100, the Federal Trade Commission, and the appropriate state regulatory agencies.

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Item 20
OUTLETS AND FRANCHISEE INFORMATION

The First Set of 5 Charts
Describe Our Franchised
Residential Real Estate Brokerages

Table No. 1
Our Franchised Residential Real Estate Brokerages
Outlet Summary for Years 2022 to 2024

Column 1 Outlet Type	Column 2 Year	Column 3 Outlets at the Start of the Year	Column 4 Outlets at the End of the Year	Column 5 Net Change
Franchised	2022	168	176	8
	2023	176	196	20
	2024	196	190	-6
Company- Owned	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
Total Outlets	2022	168	176	8
	2023	176	196	20
	2024	196	190	-6

Notes: (1) All numbers are set forth as of December 31 of each year.

Table No. 2
Our Franchised Residential Real Estate Brokerages
Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)
for Years 2022 to 2024

Column 1 State	Column 2 Year	Column 3 Number of Transfers
Arizona	2022	1
	2023	2
	2024	0
California	2022	0
	2023	23
	2024	0