

	Provision	Section in franchise agreement	Summary
			should have taken place), the parties may submit the dispute to a mutually acceptable mediator who has at least 10 years of experience in franchise law or franchise business matters. If a mediation takes place but does not resolve the dispute or if no mediation occurs, the dispute will be resolved in an arbitration proceeding by and before JAMS, Inc. in accordance with (i) its Streamlined Arbitration Rules and Procedures (if the amount in controversy is less than \$250,000) or (ii) its Comprehensive Arbitration Rules and Procedures (if the amount in controversy is \$250,000 or more). Or, if the parties agree, the dispute may be submitted to arbitration by another mutually acceptable arbitrator. We will maintain a position of strict neutrality regarding any disputes between owners of a franchisee entity, and we will not assist any specific owner of a franchisee entity, nor will we take a position or issue an opinion on the validity of a specific claim by an owner of a franchisee entity or the respective liabilities of owners of a franchisee entity involved in a dispute. (This provision is subject to applicable state law.)
v.	Choice of forum	14.1 - 14.3	Arbitration proceedings will take place in Philadelphia County, Pennsylvania. Mediation proceedings may take place at any mutually agreed location. Any litigation proceedings will take place in an appropriate court in Pennsylvania. (This provision is subject to applicable state law.)
w.	Choice of law	16.13	The Federal Arbitration Act governs the arbitration of disputes under the Franchise Agreement. Otherwise, the laws of Pennsylvania govern the Franchise Agreement and all related matters, documents and agreements. (This provision is subject to applicable state law.)

### **ITEM 18: PUBLIC FIGURES**

We do not currently pay or provide any other benefit to a public figure for the right to use his or her name to promote the sale of Iron Valley Real Estate franchises.

### **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 representation 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 our Chief Executive Officer, Robert Cleapor, Iron Valley Real Estate, LLC, 121 Towne Square Drive,

Suite 201, Hershey Pennsylvania 17033, telephone 717-995-3900; the Federal Trade Commission; and the appropriate state regulatory agencies.

**ITEM 20: OUTLETS AND FRANCHISEE INFORMATION**

Table No. 1  
**SYSTEM-WIDE OUTLET SUMMARY FOR YEARS 2023 TO 2025**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2023	30	35	+5
	2024	35	44	+9
	2025	44	46	+2
Company-Owned	2023	7	7	0
	2024	7	8	+1
	2025	8	8	0
<b>Total Outlets</b>	<b>2023</b>	<b>37</b>	<b>42</b>	<b>+5</b>
	<b>2024</b>	<b>42</b>	<b>52</b>	<b>+10</b>
	<b>2025</b>	<b>52</b>	<b>54</b>	<b>+2</b>

Table No. 2  
**TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS (OTHER THEN THE FRANCHISOR) FOR YEARS 2023 TO 2025**

State	Year	Number of Transfers
Delaware	2023	0
	2024	2
	2025	1
Maryland	2023	0
	2024	1
	2025	1
Pennsylvania	2023	1
	2024	1
	2025	0
<b>Totals</b>	<b>2023</b>	<b>1</b>
	<b>2024</b>	<b>4</b>
	<b>2025</b>	<b>2</b>

Table No. 3  
**STATUS OF FRANCHISE OUTLETS FOR YEARS 2023 TO 2025**

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
Delaware	2023	2	0	0	0	0	0	2
	2024	2	2	0	0	0	0	4
	2025	4	1	0	0	0	1	4
Florida	2023	5	1	0	0	0	1	5
	2024	5	1	0	0	0	0	6
	2025	6	0	0	0	0	0	6
Georgia	2023	0	0	0	0	0	0	0
	2024	0	0	0	0	0	0	0
	2025	0	1	0	0	0	0	1