

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 franchised location or under particular circumstances.

2025 Historical Financial Performance Representation – Franchised Outlets

As of December 31, 2025, we had 70 franchised outlets. Of those outlets, 63 outlets operated the entire calendar year. We excluded data for the remaining 7 outlets opened in 2025 and did not operate the entire calendar year.

Below we set forth tables showing the results of the top, middle and lowest performing outlets (21 outlets in each group), as well as a table showing the cumulative performance of our franchised outlets.

All results are for the time period January 1, 2025 to December 31, 2025.

Top Third of Franchisees		
Total Outlets: 21		Number (%) of Outlets that Met or Exceed the Stated Results
Average (Median) Number of Agents	34 (17)	6 (26%)
Average (Median) Total Transactions	188 (102)	5 (24%)
Average (Median) Total Gross Commissions	\$1,563,493 (\$1,018,429)	6 (26%)
Average (Median) Total Sales Volume	\$62,426,907 (\$36,799,673)	5 (24%)
Highest (Lowest) Total Sales Volume	\$269,769,730 (\$15,952,750)	

Middle Third of Franchisees		
Total Outlets: 21		Number (%) of Outlets that Met or Exceed the Stated Results

Average (Median) Number of Agents	7 (5)	8 (38%)
Average (Median) Total Transactions	26 (24)	9 (43%)
Average (Median) Total Gross Commissions	\$200,751 (\$168,339)	10 (48%)
Average (Median) Total Sales Volume	\$7,559,267 (\$6,405,954)	9 (43%)
Highest (Lowest) Total Sales Volume	\$15,065,067 (\$891,500)	

Bottom Third of Franchisees		
Total Outlets: 21		Number (%) of Outlets that Met or Exceed the Stated Results
Average (Median) Number of Agents	<1 (0)	6 (26%)
Average (Median) Total Transactions	<1 (0)	1 (5%)
Average (Median) Total Gross Commissions	\$522.62 (\$0)	1 (5%)
Average (Median) Total Sales Volume	\$20,904 (\$0)	1 (5%)
Highest (Lowest) Total Sales Volume	\$439,000 (\$0)	

Cumulative (All Outlets)		
Total Outlets: 63		Number (%) of Outlets that Met or Exceed the Stated Results
Average (Median) Number of Agents	14 (4)	18 (29%)
Average (Median) Total Transactions	71 (24)	16 (25%)
Average (Median) Total Gross Commissions	\$588,255 (\$168,339)	15 (24%)
Average (Median) Total Sales Volume	\$23,335,693 (\$6,405,954)	16 (25%)
Highest (Lowest) Total Sales Volume	\$269,769,730 (\$0)	

“Number of Agents” is the number of licensed real estate professionals affiliated with the outlet for the entire calendar year, excluding any professionals that may be affiliated but have an inactive license and referral-only agents.

“Total Transactions” is the total number of closed real estate deals during the calendar year in which the outlet represented a party in the transaction. Dual agency transactions are considered as two transactions.

“Total Gross Commissions” is the total amount of commission dollars generated by the franchised business from closed real estate transactions before any deductions during the calendar year.

“Total Sales Volume” is defined as the combined dollar value of all real estate transactions that closed during the calendar year in which the outlet represented a party in the transaction.

The preceding data was extracted from franchisees’ reports and information made available to us. We have not audited these figures. Written substantiation of this financial performance representation will be made available to you upon request.

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

Other than the preceding financial performance representation, we do 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 Rhyan Finch at 6330 Hollywood Blvd, Sarasota, FL 34231, Telephone (757) 504-4636, the Federal Trade Commission, and the appropriate state regulatory agencies.

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**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	96	106	+10
	2024	106	104	-2
	2025	104	70	-34
Company-Owned	2023	0	0	0
	2024	0	0	0
	2025	0	0	0
Total Outlets	2023	96	106	+10
	2024	106	104	-2
	2025	104	70	-34

**Table No. 2
Transfers of Outlets From Franchisees to New Owners (Other than the Franchisor)
For Years 2023 to 2025**

State	Year	Number of Transfers
Alabama	2023	1
	2024	1
	2025	0
Florida	2023	1
	2024	0
	2025	0
Georgia	2023	0
	2024	0
	2025	0
Minnesota	2023	0
	2024	0
	2025	1
New York	2023	0
	2024	0
	2025	0
North Carolina	2023	1