

**FRANCHISE DISCLOSURE DOCUMENT
REQUIRED BY THE STATE OF INDIANA**



FRANCHISOR: **RE/MAX, LLC**
A Delaware limited liability company
5075 South Syracuse Street
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(303) 770-5531
jbolgren@remax.com
www.remax.com

SUBFRANCHISOR: **RE/MAX of Indiana Limited Partnership**
(dba “RE/MAX INTEGRA, Midwest”)
7101 Syntex Drive
Mississauga, Ontario
L5N 6H5, Canada
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fionapetrie@remax.net
www.remax-indiana.com

The franchise offered is for the operation of a RE/MAX® real estate sales office, which offers a variety of real estate services to the general public. The total investment necessary to begin operation of a RE/MAX® franchise ranges from \$39,500 to \$221,000. This includes the initial franchise fee that must be paid to RE/MAX INTEGRA, Midwest for “Location-Only” and Location-Only “Team” franchises. A “Location-Only” franchise is a franchise located at a specific Office site approved by RE/MAX INTEGRA, Midwest. A Location-Only “Team” franchise is a Location-Only franchise in which there is a cap on the number of Sales Associates permitted to be affiliated with the Office. The initial franchise fee for Location-Only franchises ranges from \$10,000 to \$25,000, depending upon the estimated population of the area in which the franchise is to be located. The initial franchise fee is \$10,000 in areas where the estimated population is less than 10,000. The initial franchise fee is \$15,000 in areas where the estimated population is between 10,000 and 20,000. The initial franchise fee is \$25,000 in areas where the estimated population is more than 20,000. The initial franchise fee which must be paid to RE/MAX INTEGRA, Midwest for a Location-Only “Team” franchise is \$10,000 when the cap on the number of Sales Associates permitted to be affiliated with the Office is five (5) or less; the initial franchise fee for a Location-Only “Team” franchise is \$15,000 when the cap on the number of Sales Associates is six (6) or more. The estimated initial investment is based on the assumption that you have an office with 1,000 square feet – the minimum required during the initial phase of the office’s operation. If your office is larger than 1,000 square feet, your initial outlay may be considerably higher than the upper estimated range, depending on how much larger than 1,000 square feet the space is.

This disclosure document summarizes certain provisions of your franchise agreement and other information in plain English. Read this disclosure document and all accompanying agreements carefully. You must receive this disclosure document at least fourteen (14) calendar-days before

you sign a binding agreement with, or make any payment to, the Franchisor, Subfranchisor or an affiliate in connection with the proposed franchise sale. **Note, however, that no governmental agency has verified the information contained in this document.**

The terms of your contract will govern your franchise relationship. Don't rely on the disclosure document alone to understand your contract. Read all of your contract carefully. Show your contract and this disclosure document to an advisor, like a lawyer or an accountant.

Buying a franchise is a complex investment. The information in this disclosure document can help you make up your mind. More information on franchising, such as "*A Consumer's Guide to Buying a Franchise*," which can help you understand how to use this disclosure document, is available from the Federal Trade Commission. You can contact the FTC at 1-877-FTC-HELP or by writing to the FTC at 600 Pennsylvania Avenue, N.W., Washington, D.C. 20580. You can also visit the FTC's home page at www.ftc.gov for additional information. Call your state agency or visit your public library for other sources of information on franchising.

There may also be laws on franchising in your state. Ask your state agencies about them.

Issuance date: May 10, 2019 (see state cover page for state effective dates)

STATE COVER PAGE

Your state may have a franchise law that requires a franchisor to register or file with a state franchise administrator, or be exempt from registering, before offering or selling in your state. REGISTRATION OF A FRANCHISE BY A STATE DOES NOT MEAN THAT THE STATE RECOMMENDS THE FRANCHISE OR HAS VERIFIED THE INFORMATION IN THIS DISCLOSURE DOCUMENT.

Call the state franchise administrator listed in Exhibit I for information about the franchisor, or about franchising in your state.

MANY FRANCHISE AGREEMENTS DO NOT ALLOW YOU TO RENEW UNCONDITIONALLY AFTER THE INITIAL TERM EXPIRES. YOU MAY HAVE TO SIGN A NEW AGREEMENT WITH DIFFERENT TERMS AND CONDITIONS IN ORDER TO CONTINUE TO OPERATE YOUR BUSINESS. BEFORE YOU BUY, CONSIDER WHAT RIGHTS YOU HAVE TO RENEW YOUR FRANCHISE, IF ANY, AND WHAT TERMS YOU MIGHT HAVE TO ACCEPT IN ORDER TO RENEW.

Please consider the following RISK FACTORS before you buy this franchise:

- I. YOU WILL NOT RECEIVE AN EXCLUSIVE TERRITORY. WE MAY ESTABLISH OTHER FRANCHISED OR COMPANY-OWNED OUTLETS THAT COMPETE WITH YOUR LOCATION. WE MAY SELL THE SAME PRODUCTS AND SERVICES THROUGH OTHER CHANNELS OF DISTRIBUTION AND UNDER OTHER BRANDS AND TRADEMARKS.
- II. YOU WILL FACE MARKET COMPETITION, AS WELL AS OTHER BUSINESS RISKS, INCLUDING FLUCTUATIONS IN DEMAND FOR HOUSING, CHANGES IN MORTGAGE RATES AND AVAILABILITY OF FINANCING, AND CHANGING ECONOMIC CONDITIONS, BOTH LOCALLY AND NATIONALLY, WHICH MAY INCLUDE PROLONGED RECESSIONS THAT MAY SIGNIFICANTLY IMPACT THE RESIDENTIAL AND COMMERCIAL REAL ESTATE MARKETS.
- III. FAILURE TO MEET YOUR MINIMUM SALES ASSOCIATE QUOTA COULD RESULT IN TERMINATION OR NON-RENEWAL OF THE FRANCHISE AGREEMENT.
- IV. THERE MAY BE OTHER RISKS CONCERNING THIS FRANCHISE.

We do not use franchise brokers or referral sources to assist us in selling our franchise.

Registration of this franchise by the State of Indiana does not mean that the state recommends it or has verified the information in this disclosure document.

The name and address of the Franchisor's and the Subfranchisor's agent in this state authorized to receive service of process is: Secretary of State, 302 West Washington, Room E-111, Indianapolis, Indiana 46204.

Effective date in the State of Indiana: May ____, 2019.

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