

FRANCHISE DISCLOSURE DOCUMENT



FRANCHISOR: RE/MAX, LLC
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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 \$34,500 to \$221,000. This includes the initial franchise fee that must be paid to RE/MAX INTEGRA, Midwest for “Location-Only,” Location-Only “Team,” Location-Only “Micro Market” and “Micro Market 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 composed of a single real estate team of Sales Associates, and in which there is a cap on the number of Sales Associates permitted to be affiliated with the Office. A Location-Only “Micro Market” franchise is a Location-Only franchise situated in a remotely located, small market; a Location-Only Micro Market Team franchise is a Micro Market franchise composed of a single real estate team of Sales Associates, and 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 \$5,000 to \$25,000 depending upon the area in which the franchise is to be located. The initial franchise fee for Micro Market and Micro Market Team franchises is \$5,000. The initial franchise fee for Location-Only Team franchises is \$10,000. The initial franchise fee for Location-Only franchises 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 estimated initial investment is based on the assumption that you have an office with 500 square feet – the minimum required during the initial phase of the office’s operation. If your office is larger than 500 square feet, your initial outlay may be considerably higher than the upper estimated range, depending on how much larger than 500 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.**

You may wish to receive your disclosure document in another format that is more convenient for you. To discuss the availability of disclosures in different formats, contact fddrequests@remaxintegra.com.

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.

The issuance date: February 26, 2021. (See Exhibit P for state effective dates.)

How to Use This Franchise Disclosure Document

Here are some questions that you may be asking about buying a franchise and tips on how to find more information:

QUESTION	WHERE TO FIND INFORMATION
How much can I earn?	Item 19 may give you information about outlet sales, costs, profits or losses. You should also try to obtain this information from others, like current and former franchisees. You can find their names and contact information in Item 20 or Exhibits H and I.
How much will I need to invest?	Items 5 and 6 list fees you will be paying to the franchisor or at the franchisor’s direction. Item 7 lists the initial investment to open. Item 8 describes the suppliers you must use.
Does the franchisor have the financial ability to provide support to my business?	Item 21 or Exhibit G includes financial statements. Review these statements carefully.
Is the franchise system stable, growing, or shrinking?	Item 20 summarizes the recent history of the number of company-owned and franchised outlets.
Will my business be the only RE/MAX INTEGRA business in my area?	Item 12 and the “territory” provisions in the franchise agreement describe whether the franchisor and other franchisees can compete with you.
Does the franchisor have a troubled legal history?	Items 3 and 4 tell you whether the franchisor or its management have been involved in material litigation or bankruptcy proceedings.
What’s it like to be a RE/MAX INTEGRA franchisee?	Item 20 or Exhibits H and I list current and former franchisees. You can contact them to ask about their experiences.
What else should I know?	These questions are only a few things you should look for. Review all 23 Items and all Exhibits in this disclosure document to better understand this franchise opportunity. See the table of contents.

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