

FRANCHISE DISCLOSURE DOCUMENT
[REGIONAL DIRECTOR]

REALTY ONE GROUP AFFILIATES, INC.

A Nevada Corporation
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Department of
Business Oversight



As a Realty ONE Group franchisee you will operate as a "Regional Director" within a designated "Regional Territory" offering and selling "Unit Franchises", providing ongoing (and in some cases initial) training and assistance to Unit Franchises, representing our interests in building the Realty ONE Group Affiliates brand and communicating and assisting in implementing our model, system, program and policies in the Regional Territory.

The total investment necessary to begin operation of a Regional Director franchise is \$303,250 to \$895,000. This includes \$275,000 to \$775,000 (\$50,000 Regional Development Fee, variable Regional Development Value Fee and variable Franchise Revenue Fee) that must be paid to the franchisor and its affiliates.

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 14 calendar days before you sign a binding agreement with, or make any payment to the franchisor or an affiliate in connection with the proposed franchise sale. **Note, however, that no government 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 Mr. Luis Vega at Realty ONE Group Affiliates, Inc., 7545 Irvine Center Drive, Suite 250, Irvine, California 92618; telephone (949) 596-0337.

The terms of your contract will govern your franchise relationship. Don't rely on the disclosure document alone to understand your contract. Read your entire contract carefully. Show your contract and this disclosure document to an advisor, such as 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, NW, Washington, DC 20580. You can also visit the FTC's homepage 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.

Issued: **March 15, 2016.**

CA

STATE COVER PAGE

Your state may have a franchise law that requires a franchisor to register or file with the state franchise administrator 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 F 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:

OUR AFFILIATED ENTITY REALTY ONE GROUP, INC. OWNS AND OPERATES 10 REAL ESTATE BROKER OFFICES IN CALIFORNIA. DEPENDING ON THE LOCATION OF YOUR OUTLET, ONE OR MORE OF THESE OFFICES MAY COMPETE WITH UNIT FRANCHISES IN YOUR REGIONAL TERRITORY FOR REAL ESTATE LISTINGS AND CUSTOMERS.

YOU WILL NOT BE A PARTY TO ANY UNIT FRANCHISE AGREEMENT IN YOUR REGIONAL TERRITORY. FRANCHISOR WILL BE RESPONSIBLE FOR YOUR ACTIONS AS REGIONAL DIRECTOR UNDER EACH UNIT FRANCHISE AGREEMENT IN YOUR REGIONAL TERRITORY.

THERE MAY BE OTHER RISKS CONCERNING THIS FRANCHISE.

Effective Date: See the next page for state effective dates.

STATE EFFECTIVE DATES

The following states require that the Franchise Disclosure Document be registered or filed with the state, or be exempt from registration: California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Rhode Island, South Dakota, Virginia, Washington and Wisconsin.

This Regional Director franchise is registered, on file or exempt from registration in the following states having franchise registration and disclosure laws, with the following effective dates:

California	
Illinois	June 21, 2015
Maryland	
Michigan	July 31, 2015
Minnesota	August 6, 2015
New York	July 29, 2015
Virginia	
Washington	
Wisconsin	July 29, 2015

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