

**FRANCHISE DISCLOSURE DOCUMENT
REALTY ONE GROUP AFFILIATES, INC.**

A Nevada Corporation
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**Received
LA Mailroom**

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**Department of
Business Oversight**



As a Realty ONE Group franchisee you will operate a Real Estate outlet providing real estate-related programs and products.

The total investment necessary to begin operation of a Realty ONE Group unit franchise is \$54,250 to \$227,500. This includes \$26,000 to \$27,500 which 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. Lou Gonzalez at Realty ONE Group Affiliates, Inc., 7545 Irvine Center Drive, Suite 250, Irvine, California 92618; telephone (949) 346-9549.

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.

Issuance Date: **March 31, 2018.**

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 E 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 12 REAL ESTATE BROKER OFFICES IN CALIFORNIA. DEPENDING ON THE LOCATION OF YOUR OUTLET, ONE OR MORE OF THESE OFFICES MAY COMPETE WITH YOU FOR REAL ESTATE LISTINGS AND CUSTOMERS.

A REGIONAL DIRECTOR LICENSED BY THE FRANCHISOR MAY BE RESPONSIBLE FOR SELLING FRANCHISES IN THE AREA WHERE YOUR FRANCHISE WILL BE LOCATED, AND THEN PROVIDING SERVICES TO THESE FRANCHISES. HOWEVER, YOU WILL BE ENTERING INTO A FRANCHISE AGREEMENT WITH US AND THE REGIONAL DIRECTOR IS NOT A PARTY TO YOUR CONTRACT. AS FRANCHISOR, WE WILL BE RESPONSIBLE FOR THE ACTIONS OF A REGIONAL DIRECTOR UNDER THE FRANCHISE AGREEMENT.

THERE MAY BE OTHER RISKS CONCERNING THIS FRANCHISE.

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

STATE EFFECTIVE DATES

Some states require that the Franchise Disclosure Document be registered or filed with the state, or be exempt from registration, before franchise offers or sales may be made. These states, and the current franchise registration or franchise registration exemption status of the Franchise Disclosure Document in these states, are:

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| California | pending |
| Connecticut | <i>not registered</i> |
| Florida | May 18, 2017 |
| Hawaii | pending |
| Illinois | pending |
| Indiana | <i>not registered</i> |
| Kentucky | July 31, 2015 (permanent exemption) |
| Maryland | pending |
| Minnesota | November 11, 2017 |
| Michigan | <i>not registered</i> |
| Nebraska | July 31, 2015 (permanent exemption) |
| New York | pending |
| North Dakota | October 3, 2017 |
| Rhode Island | <i>not registered</i> |
| South Dakota | September 25, 2017 |
| Texas | October 24, 2012 (permanent exemption) |
| Utah | pending |
| Virginia | September 5, 2017 |
| Washington | pending |
| Wisconsin | July 19, 2017 |

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