



2024

Q1 REPORT

 **BRIDGEMARQ**[®]
REAL ESTATE SERVICES



BRIDGEMARQ REAL ESTATE SERVICES INC.

PROFILE

Bridgemarq Real Estate Services Inc. (“Bridgemarq” and, together with its subsidiaries, the “Company”) is a leading provider of services to residential real estate brokers and REALTORS® across Canada. The Company’s franchise operations generate revenue from franchise fees that are received from real estate brokerages and REALTORS® operating under the Royal LePage®, Via Capitale® and Johnston & Daniel® brands. The Company’s brokerage operations generate real estate sales commission income from home buyers and sellers at its Company-owned real estate brokerages operating under the Royal LePage, Proprio Direct®, Via Capitale and Johnston & Daniel Brands.

As at December 31, 2023, the Company’s franchise network consisted of 20,529 REALTORS® and participated in approximately 28% of all home resales in Canada during 2023. The Company’s brokerage operations currently provide services to approximately 2,800 REALTORS in Ontario, British Columbia and Quebec.

Bridgemarq is listed on the TSX and trades under the symbol “BRE”. For further information about the Company, please visit www.bridgemarq.com.

BRIDGEMARQ® & DESIGN / BRIDGEMARQ REAL ESTATE SERVICES® are registered trademarks of Residential Income Fund L.P. and are used under licence by Bridgemarq Real Estate Services Inc.

Royal LePage® is a registered trademark of Royal Bank of Canada and is used under licence by Bridgemarq Real Estate Services®. View important disclosures and notices about trademarks at rlp.ca/notices.

The trademarks REALTOR®, REALTORS® and the REALTOR® logo are controlled by The Canadian Real Estate Association (CREA) and identify real estate professionals who are members of CREA.

COMPANY OPERATIONS

The Company is a Canadian based real estate services firm that supplies brokerages and REALTORS® with information, tools and services to assist them in providing efficient and effective delivery of real estate sales services in the communities they serve. Through a portfolio of highly regarded real estate services brands, the Company caters to the diverse service requirements of regional real estate professionals, in virtually all significant population centres across Canada.

ROYAL LEPAGE®

Serving Canadians since 1913, Royal LePage is the country's leading provider of services to real estate brokerages, with a network of more than 19,600 real estate professionals in over 670 locations nationwide. Since the mid-1990s, Royal LePage has more than tripled the size of its sales force. It offers its network of brokers and agents strong support with state-of-the-art marketing and lead generation tools, sophisticated business services, timely market data and analysis, as well as professional development through on-line and in-person training. Royal LePage is the only Canadian real estate company to have its own charitable foundation, the Royal LePage® Shelter Foundation™, which has been dedicated to supporting women's shelters and domestic violence prevention programs for more than 25 years.



PROPRIO DIRECT®

Established in 1987, Proprio Direct operates one of the largest real estate brokerages in Quebec (based on REALTOR® count) from a single office located in the Greater Montreal Area. With approximately 750 real estate professionals, this unique, consumer-centric brokerage platform combines interactive and informative on-line education and planning tools and the support and experience of a REALTOR® with the flexibility for home sellers to source buyers for their property.



JOHNSTON & DANIEL®

Founded in 1950, Johnston & Daniel is a leading residential real estate boutique firm with approximately 200 real estate professionals selling distinctive homes in southern Ontario. Johnston & Daniel operates as a division of Royal LePage Real Estate Services Ltd. and maintains its market leadership through a combination of rich training and development opportunities, strategic partnerships, in-house marketing services and powerful brand awareness.



VIA CAPITALE®

Via Capitale's mission is to deliver the best possible service by focusing on the human aspect of each transaction, professionalism and innovation. Via Capitale has more than 910 sales representatives in 47 locations across the province of Quebec. It has launched numerous innovative, client-focused programs into the Quebec market through specialized web platforms, and has been a leading developer of real estate insurance programs for more than 20 years - making it the pioneer in this field and keeping the company at the forefront of the industry. Today, the Via Capitale name is synonymous with protection and innovation in the province of Quebec.



2024 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

Highlights	2	Debt Facilities	19
Organization	3	Liquidity	19
Business of the Company	5	Cash and Capital Resources	21
Management Services Agreement	5	Commitments and Contingencies	21
Acquisition of Real Estate Brokerages and Internalization of Management	6	Off-Balance Sheet Arrangements	22
Company Revenues	7	Transactions with Related Parties	22
Overview of First Quarter Operating Results	8	Critical Accounting Estimates and Assumptions	22
Variation of Operating Results for the Quarter Compared to the Prior Quarter	9	Financial Instruments	24
Key Performance Drivers	10	Disclosure Controls and Internal Controls over Financial Reporting	24
Stability of the Company's Revenue Streams	10	Outstanding Restricted Voting Shares	25
Number of REALTORS® in the Franchise Network	12	Risk Factors	25
Transactional Dollar Volumes of the Canadian Market	13	Forward-Looking Statements	26
REALTOR® Productivity	14	Supplemental Information	27
The Canadian Residential Real Estate Market	15	Glossary of Terms	29
First Quarter Operating Results and Cash Flows	16	Interim Condensed Consolidated Financial Statements	31
Summary of Quarterly Results	18		

Introduction

This management's discussion and analysis ("MD&A") of the interim consolidated financial results and interim consolidated financial condition of Bridgemarq Real Estate Services Inc. for the three months ended March 31, 2024, has been prepared as at May 14, 2024. The three months ended March 31, 2024 shall be referred to in this MD&A as the "Quarter" and the comparative period for the three months ended March 31, 2023 shall be referred to as the "Prior Year Quarter". The financial information presented herein has been prepared on the basis of International Financial Reporting Standards ("IFRS") and is expressed in Canadian dollars unless otherwise stated.

The definitions of terms capitalized in this MD&A are provided in the Glossary of Terms commencing on page 29.

This MD&A provides the reader with an assessment of the Company's past performance as well as its financial position, performance objectives and future outlook. The information in this document should be read in conjunction with the Company's unaudited condensed consolidated financial statements for the three months ended March 31, 2024 and the audited financial statements for the year ended December 31, 2023, which are prepared in accordance with IFRS. Additional information relating to the Company, including its 2023 Annual Information Form, is available on SEDAR+ at www.sedarplus.ca or on the Company's website at www.bridgemarq.com.

As discussed elsewhere in this MD&A, the Company recently internalized the management of the Company and acquired certain real estate brokerage operations in a transaction with Brookfield. As the acquisition of these businesses was completed on March 31, 2024, the results for the Quarter do not include any operating results for businesses acquired. As such, the operating commentary and analysis is focused on the business of the Company as it existed prior to the completion of the acquisition.

2023 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

HIGHLIGHTS

Highlights for the quarter include:

- On March 25, 2024, the shareholders of Bridgemark[®] approved a transaction to acquire certain real estate brokerage operations owned by Brookfield, internalize the management of the Company and settle certain deferred payments owed to Brookfield. The Transaction was completed on March 31, 2024. The transaction documents provide for customary post-closing purchase price adjustments to be settled later in the year. As consideration for the Transaction, the Partnership issued 2,920,877 Exchangeable Units.
- Revenues for the Quarter amounted to \$11.8 million, compared to the \$12.0 million generated in the Prior Year Quarter. The change in revenues is primarily due to lower average REALTOR[®] count in the Quarter compared to the Prior Year Quarter, partly offset by an increase in the fees paid by REALTORS[®] operating under the Royal LePage and Johnston & Daniel Brands.
- For the Quarter, the Company generated a net loss of \$2.0 million or \$0.21 per Share, compared to a net loss of \$4.7 million or \$0.50 per Share in the Prior Year Quarter. The lower net loss is largely driven by a loss of \$2.7 million on the valuation of the Exchangeable Units in the Quarter (compared to a loss of \$6.0 million in the Prior Year Quarter), and impairment charge related to intangible assets of \$1.6 million, partly offset by a gain of \$1.3 million on the settlement of deferred payments as a result of the Transaction. The fair valuation adjustment on the Exchangeable Units is directly related to changes in the market price of Bridgemark's Restricted Voting Shares.
- For the Quarter, cash provided by operating activities amounted to \$2.1 million, compared to \$3.2 million in the Prior Year Quarter due to the impact of higher interest expenses, higher administration expenses as a result of the expenses associated with the evaluation and negotiation of the Transaction and reduced revenues, partly offset by lower management fees.
- The board of directors of Bridgemark (the "Board") declared cash dividends of \$0.34 per Restricted Voting Share during the Quarter, unchanged from the Prior Year Quarter.

(Unaudited)
(in 000's) except per Share amounts
For three months ended March 31,

	2024	2023
Revenues	11,767	11,991
Cost of other revenue	(152)	(226)
Operating Expenses	(5,853)	(5,220)
Interest expense	(1,193)	(743)
Amortization (and impairment) of intangible assets	(3,247)	(1,018)
Operating Income	\$ 1,322	\$ 4,785
Cash provided by operating activities	\$ 2,074	\$ 3,220
Dividends	\$ 3,201	\$ 3,201
Interest on Exchangeable Units	\$ 1,452	\$ 1,452
Net and comprehensive loss	\$ (1,968)	\$ (4,705)
Net and comprehensive loss per Share	\$ (0.21)	\$ (0.50)

2024 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

ORGANIZATION

Bridgemarq's Restricted Voting Shares are listed on the Toronto Stock Exchange ("TSX") under the symbol "BRE". Through its limited partnership holdings, Bridgemarq owns the Brokerage Operations, and certain Franchise Agreements and Trademarks of real estate services Brands in Canada.

Bridgemarq directly owns a 61.5% interest in the Partnership which, in turn, owns VCLP. In addition, Bridgemarq directly owns a 75% interest in the General Partner. The Partnership and VCLP own and operate the assets from which Bridgemarq derives its revenue.

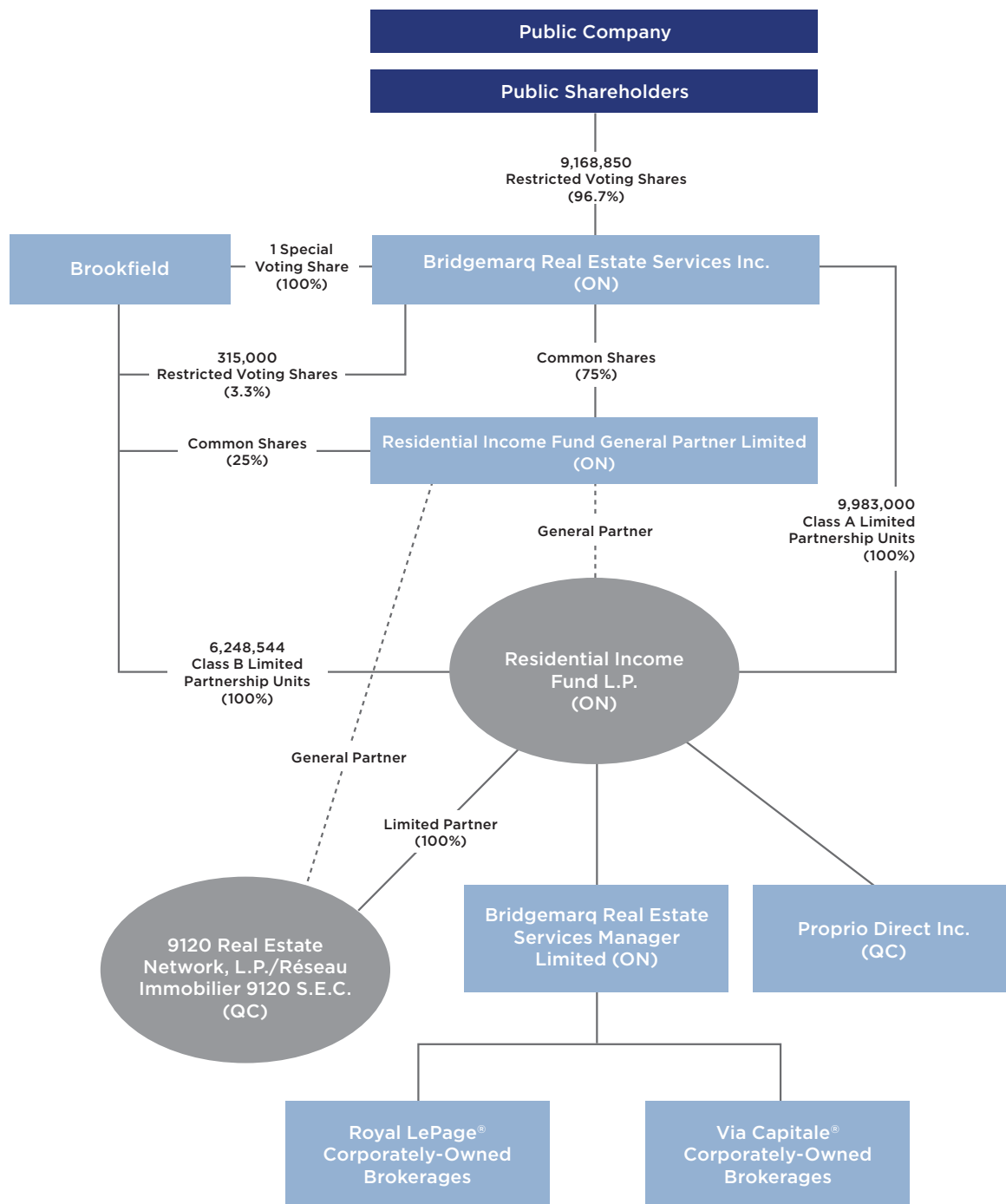
Brookfield owns the remaining 38.5% interest in the Partnership through its ownership of the Exchangeable Units, the remaining 25% interest in the General Partner through its ownership of 25 common shares in the General Partner and one Special Voting Share of Bridgemarq. The Special Voting Share entitles Brookfield to a number of votes at any meeting of the restricted voting shareholders equal to the number of Restricted Voting Shares that may be obtained upon the exchange of all the Exchangeable Units held by the holder and/or its affiliates, except that the holder of the Special Voting Share is not entitled to vote to approve or elect the directors elected by restricted voting shareholders. In addition to its ownership of the Exchangeable Units, the common shares of the General Partner and the Special Voting Share, Brookfield indirectly owns 315,000 Restricted Voting Shares.

Prior to March 31, 2024, the Company received certain management, administrative and support services from the Manager. As part of the Transaction, the Company has internalized the management of the Company. As such, the employees of the Manager are now employees of the Company, eliminating all payments of management fees to external parties.

Following the completion of the Transaction, Bridgemarq will generate revenue from two operating segments starting in the second quarter of 2024. The Franchise Operations derives its revenue from franchise fees and other services it provides which are ancillary to the services it provides under Franchise Agreements. The Brokerage Operations derives its revenue through the operation of full service real estate brokerage locations in British Columbia, Ontario and Québec under the Royal LePage®, Via Capitale®, Proprio Direct®, Johnston & Daniel® and Les Immeubles Mont-Tremblant real estate brands. The Brokerage Operations provide services to REALTORS® which are complementary to those services provided under the Company's Franchise Operations.

2024 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

The ownership structure of the Company subsequent to the completion of the Transaction is set out below:



2024 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

BUSINESS OF THE COMPANY

The Company is a Canadian based real estate services firm that supplies REALTORS® with information, tools and services to assist them in providing efficient and effective delivery of real estate sales services in the communities they serve. Through a portfolio of prominent real estate services Brands, each of which offers a unique value proposition, the Company caters to the diverse service requirements of regional real estate professionals, in virtually all significant population centres across Canada. The Company provides these information, tools and services through its Brokerage Operations with locations in Ontario, British Columbia and Quebec and through its Franchise Operations which provide services to Brokerages across Canada.

Bridgemarq has historically paid a substantial amount of its cash flow to its shareholders in the form of dividends. The Company's revenue has been driven primarily by franchise fees derived from long-term Franchise Agreements. These franchise fees have historically been weighted toward fees that are fixed in nature. The Company believes that it will benefit from the vertical integration of owning real estate brokerages. The completion of the Transaction is expected to add to the Company's capability to capture future growth across a broader spectrum of the real estate industry through both organic growth and potential acquisition opportunities.

The number of REALTORS® in the Franchise Network and at the Company's Brokerage Operations, the transaction volumes generated in the markets the Company serves, the transaction price of residential and commercial real estate, the manner in which the Company structures the contracted revenue streams, the success in attracting REALTORS® to the Company's Brands through their value propositions and the track record of the Company's Brands are all important factors in the Company's financial and operating performance. These factors, including, among others, general economic conditions and government and regulatory activity impact the Company's performance and are discussed in greater detail throughout this MD&A and in the Company's 2023 Annual Information Form, which is available on SEDAR+ at www.sedarplus.ca or on the Company's website at www.bridgemarq.com.

The Company seeks to increase its revenues and cash flow by:

- increasing the number of REALTORS® in the Franchise Network through entering into new Franchise Agreements;
- attracting and retaining REALTORS® to the Franchise Network and its Brokerage Operations; and
- providing services and additional fee for service offerings, which increase the productivity of the REALTORS®.

MANAGEMENT SERVICES AGREEMENT

The Company is party to a Management Services Agreement (the "MSA"), which, prior to March 31, 2024, governed the management of the Company and the delivery of services to Brokers and REALTORS® by the Manager. The MSA had a term of ten years expiring on December 31, 2028.

Under the terms of the MSA, the Company paid a monthly management fee to the Manager comprised of:

- a fixed management fee of \$840,000, plus
- a variable management fee equal to the greater of a) 23.5% of Distributable Cash (as such term is defined in the MSA) or 0.342% of the market value of the Restricted Voting Shares on a diluted basis for the first five years of the initial term of the MSA and b) 25% of Distributable Cash or 0.375% of the market value of the Restricted Voting Shares on a diluted basis thereafter.

As a result of the capitalization of certain Franchise Agreements and other contracts transferred to the Company upon entering into the MSA, a portion of management fees paid to the Manager was allocated toward reducing the Company's contract transfer obligation and associated interest expense, with the remainder charged to the Company's consolidated statement of net and comprehensive loss. Management fees are no longer payable to a third party and the contract transfer obligation was settled upon closing of the Transaction.

The Company had deferred the payment of certain management fees to the Manager totaling \$5.6 million. These deferred payments were non-interest bearing and were due no later than 2025. These deferred payments have been settled as a result of the Transaction.

2024 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

ACQUISITION OF REAL ESTATE BROKERAGES AND INTERNALIZATION OF MANAGEMENT

On December 14, 2023, the Company announced that it had entered into a share purchase agreement among Bridgemark, the Partnership and Brookfield to acquire all of the issued and outstanding shares in the capital of the Manager and Proprio Direct® from Brookfield and to settle certain deferred payments owing to Brookfield in consideration for the issuance of Exchangeable Units, subject to certain customary closing conditions.

Bridgemark was required to seek the approval of shareholders for the issuance of the Exchangeable Units pursuant to the Transaction in accordance with the rules of the TSX. At a meeting of shareholders held on March 25, 2024, the shareholders of Bridgemark approved the issuance of those Exchangeable Units. Brookfield was not entitled to vote at the meeting. The Transaction closed on March 31, 2024.

Upon closing of the Transaction, the Partnership acquired the Target Entities and settled the deferred payments owing to Brookfield by issuing 2,920,877 Exchangeable Units, subject to certain customary purchase price adjustments. The total value of the Transaction is approximately \$40.8 million based on the closing price of Bridgemark's Restricted Voting Shares of \$13.97 on the TSX as of March 28, 2024 the last trading day prior to the closing of the Transaction. The value ascribed to the Transaction was apportioned between i) the acquisition of the brokerages and internalization of the management of the Company of \$39.9 million, and ii) the settlement of certain deferred fees owing to Brookfield of \$0.9 million. As a result of the Transaction, Brookfield's ownership interest in the Company (on a fully-diluted basis) increased from approximately 28.4% prior to the closing of the Transaction to approximately 41.7%.

As a result of the acquisition of the Brokerage Operations, the Company is expected to benefit from a broader revenue base and earn revenues from the Gross Revenue of the acquired brokerages in addition to the franchise fees and ancillary revenues it currently generates from Franchisees. In addition, the Transaction will deleverage the business through the settlement of the deferred payments owing to the Manager and to Brookfield, and a simplified organizational structure will eliminate the requirement to pay management fees to a third party.

The Company will consolidate the operating results of the Manager and Proprio Direct starting on April 1, 2024. As such, this Management's Discussion and Analysis discusses only the results of the Company as it operated prior to the completion of the Transaction but does include two adjustments required as a result of the completion of the transaction.

The Company reviews the value of its intangible assets at each reporting period to determine whether the carrying value of those intangible assets is impaired. As a result of the acquisition of the Manager, the Company changed the methodology by which it allocates its expenses in determining the net recoverable amount of those intangible assets. As a result of this change, the Company recorded a \$1.6 million impairment charge during the Quarter.

Prior to the completion of the Transaction, the Company owed certain deferred fees and other obligations to the Manager and to Brookfield. When the Manager was acquired, these obligations were effectively settled, resulting in settlement gains of \$1.3 million recorded in the Quarter.

2024 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

COMPANY REVENUES

As at March 31, 2024, the Franchise Network was comprised of 20,564 REALTORS® operating under 282 Franchise Agreements from 723 locations, providing services under the Royal LePage®, Via Capitale® and Johnston & Daniel® Brands. The Company's Brokerage Operations was comprised of 2,819 REALTORS® operating out of 38 operating locations providing services to REALTORS® and their clients in the greater Toronto area, greater Vancouver and Quebec under the Royal LePage®, Proprio Direct®, Via Capitale®, Johnston & Daniel® and Les Immeubles Mont-Tremblant Brands.

The Company's Franchise Operations generates revenue from franchise fees with both fixed and variable components as well as other revenues. Fixed franchise fees represent fees that are payable to the Company as a fixed monthly amount per REALTOR® without regard to transaction volumes generated by that REALTOR®. Variable franchise fees represent franchise and other fees that are payable to the Company based on the transaction volumes generated by REALTORS®, subject to a cap.

The Company's Brokerage operations operate full service real estate brokerages and generate revenue primarily from gross commission income ("GCI") received through serving as the broker at the closing of real estate transactions. The percentage of GCI paid to each sales representative is negotiated between the brokerage and the individual sales representative and is included in an agent agreement ("Agent Agreement").

Other revenues are derived from ancillary services provided to Franchisees outside of the services provided under the Franchise Agreements or to sales representatives outside the standard services provided in an Agent Agreement. Other revenues generated in the Quarter include lead management fees received from Franchisees and fees for referral services paid by third parties. Other revenues expected to be earned by the Brokerage Operations include, transaction processing fees, rent charged for sales representatives' office space, advertising and sponsorship, conference and event registration fees and marketing support services.

A description of each type of revenue earned by the Franchise Operations during the Quarter is as follows:

Fixed Franchise Fees are earned based on the number of REALTORS® in the Franchise Network. Royal LePage Franchisees pay a fixed monthly fee of \$139 per REALTOR® (2023 - \$136 per REALTOR®). Fixed fees from Via Capitale Franchisees consist primarily of a fixed monthly fee of \$180 per REALTOR®. For those approximately 665 Royal LePage REALTORS® who participate in the Royal LePage® Commercial™ real estate program, an additional monthly fee of \$100 was paid to the Company during the Quarter and the Prior Year Quarter.

Variable Franchise Fees are calculated as a percentage of Gross Revenues earned by REALTORS® in the Franchise Network. Variable franchise fees are substantially all earned from Royal LePage Franchisees, are driven by the transactional dollar volume transacted by REALTORS® and are derived as 1% of each REALTOR®'s Gross Revenues, subject to a cap of \$1,500 per year (2023 - \$1,450). Certain REALTORS® in the Royal LePage Network work as part of a Team. All REALTORS® who are members of a Team pay fixed franchise fees. However, for the purposes of the variable fee cap of \$1,500 (2023 - \$1,450), the Gross Revenues of all Team members are aggregated to one cap.

The amount of variable franchise fees paid by an individual REALTOR® can change depending upon, among other things, the total value of real estate they sell in a given year and increases or decreases in home prices. However, variable franchise fees are subject to a cap. For those REALTORS® or Teams who reach the cap, the variable franchise fee is effectively fixed in nature, in that the variable franchise fee paid by the REALTOR® will not change based on changes in the Canadian Market. In 2023, the variable fees associated with approximately 2,663 REALTORS® (2022 - 3,608) and 1,420 Teams (2022 - 1,502) (representing more than 4,263 REALTORS® (2022 - 4,509) that exceeded the cap accounted for approximately 12% of revenues (2022 - 15%).

Other Revenues consist of revenues earned for services provided to Franchisees and REALTORS® outside of the franchise fees earned under the Franchise Agreements. Other revenues include referral fees paid by financial institutions for mortgage referrals and fees earned from Franchisees and REALTORS® who purchase customer leads from the Company.

As the Transaction closed on March 31, 2024, there were no revenues recorded related to the Brokerage Operations during the Quarter or the Prior Year Quarter.

2024 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

OVERVIEW OF FIRST QUARTER OPERATING RESULTS

(Unaudited)

(in 000's) except per Share amounts;

Restricted Voting Shares outstanding;

Exchangeable Units outstanding;

Number of REALTORS®

For the three months ended March 31,

	2024	2023
Fixed franchise fees	\$ 8,362	\$ 8,380
Variable franchise fees	2,714	2,799
Other revenue	691	812
Revenues	11,767	11,991
Less:		
Cost of other revenue	152	226
Administration expenses	1,111	367
Management fees	4,742	4,852
Interest expense	1,193	743
	\$ 4,569	\$ 5,803
Impairment and write-off of intangible assets	(1,552)	(102)
Amortization of intangible assets	(1,695)	(1,741)
Interest expense on Exchangeable Units	(1,452)	(1,452)
Loss on fair value of Exchangeable Units	(2,662)	(5,990)
Loss on interest rate swap	-	(378)
Loss on debt facility amendment	-	(122)
Gain on settlement of deferred payments	1,224	-
Gain on settlement of contract transfer obligation	99	-
Current income tax expense	(575)	(937)
Deferred income tax recovery	76	214
Net and comprehensive loss	\$ (1,968)	\$ (4,705)
Basic loss per Restricted Voting Share	\$ (0.21)	\$ (0.50)
Diluted loss per Share	\$ (0.21)	\$ (0.50)
Dividends paid per Restricted Voting Share	\$ 0.34	\$ 0.34
Interest expense per Exchangeable Unit	\$ 0.44	\$ 0.44
Restricted Voting Shares outstanding	9,483,850	9,483,850
Exchangeable Units outstanding	6,248,544	3,327,667
Number of REALTORS®	20,564	20,619

(in 000's)

As at

	March 31, 2024	December 31, 2023
Total assets	\$ 181,142	\$ 64,892
Total liabilities	\$ 243,431	\$ 122,012

2024 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

Variation of Operating Results for the Quarter Compared to the Prior Year Quarter

Revenues:

Revenues for the Quarter have decreased compared to the Prior Year Quarter as a result of a decrease in the average number of REALTORS® in the Company Network, partly offset by the increase in fees charged to agents operating under the Royal LePage and Johnston & Daniel Brands at the start of the Quarter.

Net Loss:

For the Quarter, the Company generated a net loss of \$2.0 million or \$0.21 per Share, compared to a net loss of \$4.7 million or \$0.50 per Share in the Prior Year Quarter.

The primary drivers of the decrease in the net loss compared to the Prior Year Quarter were:

- A loss of \$2.7 million on the fair valuation of the Exchangeable Units compared to a loss of \$6.0 million in the Prior Year Quarter;
- A \$1.3 million gain on the settlement of deferred payments and the contract transfer obligation;
- A \$0.4 million loss in the Prior Year Quarter on the interest rate swap which matured in December, 2023; partly offset by
- A \$1.5 million increase in write-off and impairment of intangible assets, as the Company changed the methodology by which it allocates its expenses in determining the net recoverable amount of intangible assets after the acquisition of the Manager,
- A \$0.7 million increase in administration expenses as a result of higher legal and consulting costs and directors' fees associated with the evaluation and negotiation of the Transaction, and
- A \$0.5 million increase in interest expense due to higher interest rates and the maturity of the interest rate swap in December 2023.

Total Assets:

Total assets as at end of the Quarter increased by \$116.3 million compared to December 31, 2023 primarily as a result of the assets acquired in the Transaction.

Total Liabilities:

Total liabilities at the end of the Quarter increased by \$121.4 million compared to December 31, 2023. The main drivers of the net increase were:

- \$85.1 million in liabilities assumed as a result of the Transaction; and
- A \$40.8 million increase in the liability associated with the Exchangeable Units issued as consideration in the Transaction.

The identifiable assets and liabilities acquired in the Transaction are as follows:

Fair value of Exchangeable Units issued	\$	39,909
Less:		
Cash acquired		4,146
Settlement of pre-existing relationships		6,328
Net Consideration	\$	29,435
Cash held in trust	\$	52,367
Accounts receivable		3,091
Other current assets		4,356
Property and equipment		2,599
Notes receivable		217
Right-of-use assets		19,014
Deferred Income Taxes, net		1,853
Intangible assets		12,400
Goodwill		18,611
Accounts payable and accrued liabilities		(13,896)
Customer deposits		(52,367)
Lease liabilities		(18,811)
Net assets acquired		\$29,435

2024 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

DIVIDENDS AND DISTRIBUTIONS:

Dividends approved by the Board on the Restricted Voting Shares were \$0.34 per share in the Quarter, consistent with the Prior Year Quarter.

Interest on Exchangeable Units also remained consistent with the Prior Year Quarter.

KEY PERFORMANCE DRIVERS

Key performance drivers of the Company's business include:

1. The stability of the Company's revenue streams;
2. The number of REALTORS® in the Franchise Network;
3. Transactional dollar volumes of the Canadian Market;
4. REALTOR® Productivity; and
5. Products and services offered to REALTORS®.

Stability of the Company's Revenue Streams

The stability of the Company's revenue streams is derived from a number of factors, including the fixed-fee structure of the Company's franchise fees, the ability to increase franchise fees under the terms of the Franchise Agreements, the geographic distribution of the Franchise Network, and the length and renewal of the Franchise Agreements owned by the Company

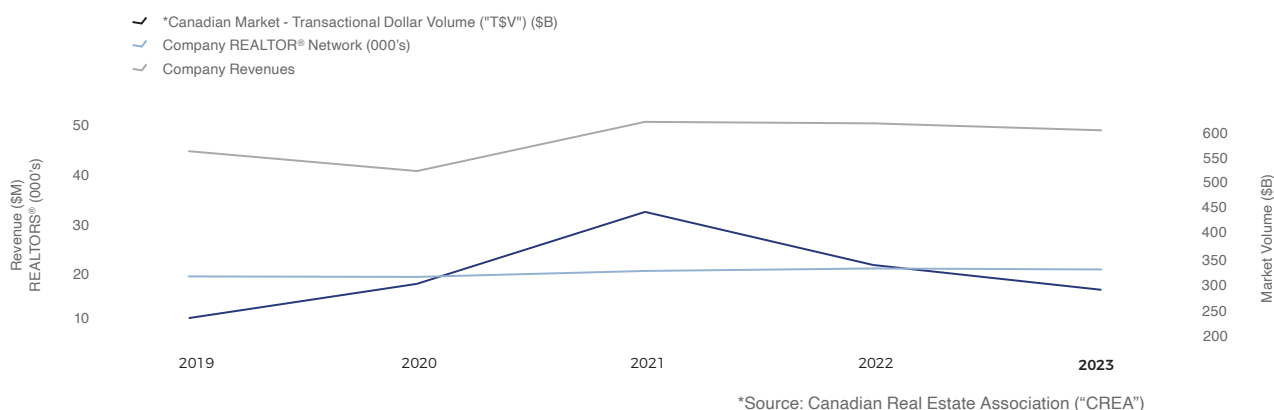
FIXED - FEE STRUCTURE

The Company estimates that for 2023, approximately 82% of its franchise fee revenues were fixed in nature. In addition to its fixed franchise fees, a substantial portion of the Company's variable franchise fees were effectively fixed in nature.

The amount of variable franchise fees paid by an individual REALTOR® can change depending upon, among other things, the total value of real estate they sell in a given year and increases or decreases in home prices across Canada. However, variable franchise fees are subject to an annual cap of \$1,500 (2023 - \$1,450) per REALTOR® or Team of REALTORS®. For those REALTORS® or Teams who reach the variable fee cap, the variable franchise fee is effectively fixed in nature, in that the variable franchise fee paid by the REALTOR® or Team does not change based on changes in the Canadian Market.

The chart below compares the Company's annual revenues to the Canadian Market and the underlying number of REALTORS® in the Franchise Network for the past five calendar years.

Revenues, Market and Realtor® Trends



INCREASE IN FEES

Effective January 1, 2024, the Company increased the fees to be paid by REALTORS® operating under the Royal LePage and Johnston & Daniel Brands, with the monthly fixed fees increasing by \$3 to \$139 and the maximum annual variable franchise fee increasing to \$1,500.

2024 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

GEOGRAPHIC DISTRIBUTION OF THE FRANCHISE NETWORK

The Franchise Network is geographically dispersed. As compared to the distribution of REALTORS® across Canada, the Company strives to grow the Franchise Network in all regions of Canada

As at March 31, 2024	Canadian ¹ REALTOR® Population	Company REALTOR® Population
Ontario	59%	57%
British Columbia	16%	14%
Quebec	10%	15%
Alberta	9%	6%
Maritimes	3%	4%
Prairies	3%	3%
Total	100%	100%

¹ Source: CREA

FRANCHISE AGREEMENTS

Franchise Agreements are contracts between the Company and Franchisees, which govern matters such as use of the Trademarks, rights and obligations of Franchisees and the Company, renewal terms, services to be provided to Franchisees and franchise fees.

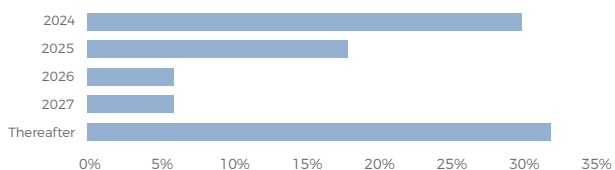
The Royal LePage Franchise Agreements, which represent 96% of REALTORS® in the Franchise Network, are for 10 to 20-year terms with a standard renewal term of ten years. These long-duration contracts exceed the industry standard of five years and thereby reduce agreement renewal risk. In addition, the Company regularly attempts to extend contract terms a further ten years in advance of renewal dates when opportunities present themselves.

The Via Capitale Franchise Agreements, which represent 4% of REALTORS® in the Franchise Network, are typically five years in duration with standard renewal terms extending five years.

A summary of the Company's agreement renewal profiles as at March 31, 2024 for the Franchise Network is shown below.

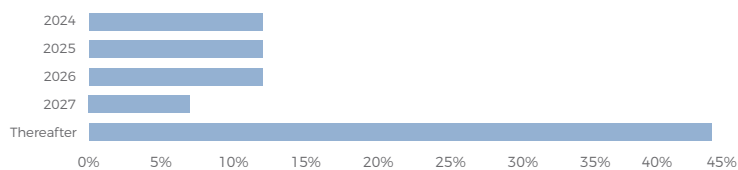
% Of Franchise Agreements Up For Renewal

(by Number of REALTORS®)



% Of Franchise Agreements Up For Renewal

(by Number of Agreements)



2024 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

RENEWALS

The Company has historically been able to achieve renewal success in more than 96% of Franchise Agreements as they come due, expressed as a percentage of the underlying number of REALTORS® associated with those agreements, over the past five years. Due to the ongoing success of the Company's Franchisees, a number of opportunities, such as increasing Franchisee locations, present themselves to renew Franchise Agreements before they come due.

During the Quarter, two (Prior Year Quarter – ten) Franchisees, representing 130 REALTORS® (Prior Year Quarter – 541), extended the term of their Franchise Agreements or renewed.

During the Quarter, one (Prior Year Quarter – one) Franchise Agreement was terminated – with all 20 REALTORS® transferring to another franchise (Prior Year Quarter – the majority of the REALTORS® transferred to other franchises).

Number of REALTORS® in the Franchise Network

For the Quarter, the Franchise Network of 20,564 REALTORS® increased by 35 REALTORS® compared to a net decrease of 67 REALTORS® in the Prior Year.

As of December 31, except as noted	2019	2020	2021	2022	2023	2024
Company Network						
Opening REALTOR® Count	18,725	19,111	19,046	20,159	20,686	20,529
Net REALTOR® growth (attrition) for the period	386	(65)	1,113	527	(157)	35
Closing REALTOR® Count ¹	19,111	19,046	20,159	20,686	20,529	20,564
% Change in the period	2%	0%	6%	3%	-1%	0%
Canadian REALTOR® Population²						
CREA REALTOR® Membership	133,242	136,605	151,087	160,064	164,598	160,012
% Change in the period	3%	3%	11%	6%	9%	0%

¹2024 REALTOR® count is as at March 31, 2024

²Source: CREA, CREA Membership for 2024 is as at March 31, 2024

The Company strives to increase the number of REALTORS® in the Franchise Network through converting competing brokerages and REALTORS® to the Company's Brands and developing programs to increase REALTOR® growth. The number of REALTORS® in the Franchise Network increases when the Company enters into new Franchise Agreements with Franchisees and when our existing Franchisees are successful in increasing the number of REALTORS® at their Brokerage either through recruitment efforts or acquisitions.

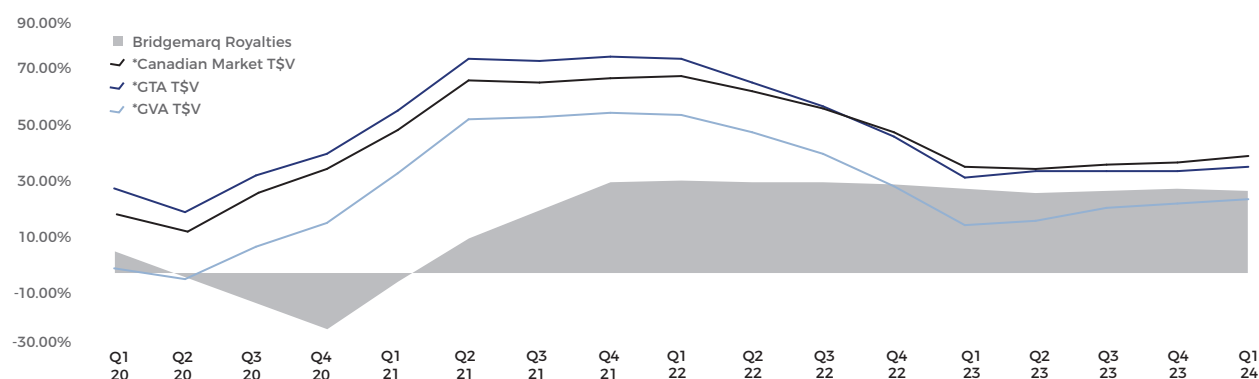
During the Quarter, we converted three new Franchisees (Prior Year Quarter – two) representing 186 REALTORS® (Prior Year – 74). Net attrition from existing franchisees was consistent with the overall reduction in members of CREA.

2024 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

Transactional Dollar Volumes of the Canadian Market

The chart below shows the cumulative growth in the Canadian Market and select urban markets as compared to the growth in the Company's revenues since the first quarter of 2020.

QUARTERLY ROLLING TWELVE-MONTH % CHANGE



*Source: CREA

During the last half of 2020, through the second quarter of 2021, activity across Canada rebounded dramatically (to record levels in many markets) as pent-up demand, low interest rates, changing work and commuting patterns, increasing requirements for people to work from home during the pandemic and other factors increased the demand for housing. Housing market activity tempered somewhat in the last half of 2021 but continued near historic highs supported by continued increases in selling prices. The first quarter of 2022 represented the strongest first quarter ever in the Canadian Market with transactional dollar volumes improving marginally over the first quarter of 2021. However, this increase was a result of a 12% drop in home sale volumes offset by increased prices. In the second quarter of 2022, the market began to retreat from its historic highs. Commencing in March 2022, the Bank of Canada embarked on a campaign to increase interest rates in an effort to curb inflationary pressures. Higher borrowing costs, as well as concerns over affordability in general, dampened consumer demand through the last three quarters of 2022. Overall for 2022, the Canadian Market dropped 24% compared to 2021, represented by a 25% reduction in home sale volumes and a 2% reduction in the selling price of homes. Borrowing costs climbed in 2022 and into 2023, as the Bank of Canada prioritized inflation control in tightening monetary policy. From March, 2022 to July, 2023, the bank rate increased from 0.5% to 5.25% pushing many would-be buyers to the sidelines and contributing to slowing increases in home prices. Transaction dollar volume was down 26% year-over-year for the first half of 2023, but was higher by 7% in the second half. Overall, transaction dollar volume in 2023 was down 14% from 2022 as a result of an 11% drop in volumes and a 4% drop in average selling price. During the Quarter, we saw a year-over-year increase in transactional dollar volume of 17%.

The Company's revenues fell during the third and fourth quarters of 2020 compared to 2019 as a result of the implementation of a temporary fee plan implemented in the last nine months of 2020 to support REALTORS® during a time of uncertainty in the Canadian Market. In 2021, the Company's revenues rebounded and improved by 24% compared to 2020. The Company's revenues in 2022 were flat compared to 2021 as the impact of a higher REALTOR® count substantially offset the impact of the weaker Canadian Market. During the first two quarters of 2023, the Company's revenues decreased due to continued weakness in the Canadian Market. In the third quarter, the Canadian Market closed up 10% as compared to Q3 2022 and up 5% in Q4 2023 compared to Q4 2022. During the Quarter, the Company's revenue fell marginally year-over-year as a result of lower average REALTOR® count in the Company Network partly offset by announced fee increases.

During the Quarter, the Canadian Market closed up 17%, at \$71.1 billion, as compared to the Prior Year Quarter at \$60.9 billion. The increase in transactional dollar volume was driven by an increase of 13% in the number of units sold and a 3% increase in price.

During the Quarter, the GTA market closed at \$17.9 billion, up 11% as compared to the Prior Year Quarter driven by an 11% increase in the number of units sold.

During the Quarter, the Greater Vancouver market closed up 14%, at \$7.6 billion, as compared to the Prior Year Quarter, driven by a 5% increase in selling price and a 9% increase in units sold.

During the Quarter, the Greater Montreal Area market closed up 29%, at \$6.1 billion, as compared to the Prior Year Quarter, driven by a 19% increase in units sold and an 8% increase in selling price.

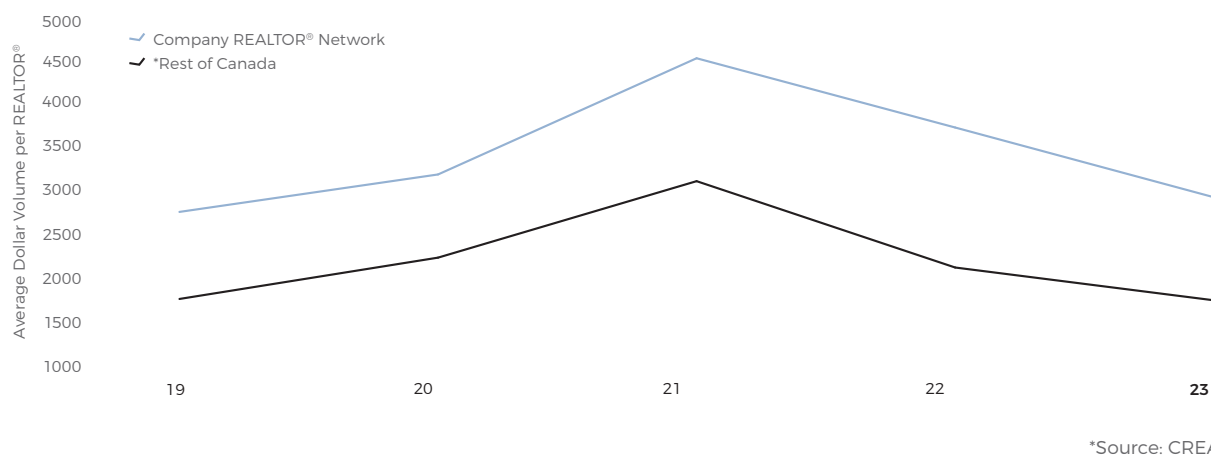
2024 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

REALTOR® Productivity

The average REALTOR® in the Franchise Network generated approximately \$2.9 million in transactional dollar volume for the twelve months ended December 31, 2023, compared to an estimated \$1.7 million in transactional dollar volume generated by an average Canadian REALTOR®, outside the Franchise Network. Management believes that the higher productivity of the Franchise Network makes the Company less prone to a loss of REALTORS® during a period of reduced transactional dollar volume. The average transactional dollar volume per REALTOR® for the past five calendar years is summarized in the chart below.

CANADIAN RESIDENTIAL REAL ESTATE MARKET REALTOR® PRODUCTIVITY

(Average T\$V per REALTOR®, in '000 of Canadian dollars)



Products and Services Provided to REALTORS®

The Company provides a broad array of innovative products and services to Franchisees and REALTORS®. Most of these products and services are provided in exchange for the franchise fees paid by our Franchisees. These include, among others, the use of our real estate Brands to promote their businesses, use of and access to internal and external communication tools including our websites and intranets, education and learning services, recruiting support, business development coaching and consulting, and access to fully integrated technology tools to help them manage their business.

In addition to those products and services, the Company provides additional services, which are useful to REALTORS® and Franchisees, but are not provided under the Franchise Agreements. These include access to branded promotional materials, including office supplies and clothing, a lead referral service and mortgage referral services on behalf of certain financial institutions. Certain of these products and services provide incremental revenue to the Company.

During the Quarter, the Company rolled out its new trademarked logos and brand assets for all registered names. In addition, the Company launched a new exclusive lead generation partnership to drive buyer and seller leads to agents in Ontario. The program will expand across other provinces later this year. In addition, a suite of new bespoke luxury designs for listing products including brochures and prospecting materials, as well as social media assets were unveiled for those practicing under the Johnston & Daniel banner.

Via Capitale launched a suite of new materials for the brand's Commercial program, and made improvements to the brand's buyer and seller promotional packages. Additionally, Proprio Direct, which was acquired by the Company pursuant to the Transaction, officially launched the Virtual Assistant program, a service which reduces manual administrative tasks for agents, as well as implements new streamlined processes for recruiting and onboarding new talent to the brand.

2024 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

THE CANADIAN RESIDENTIAL REAL ESTATE MARKET

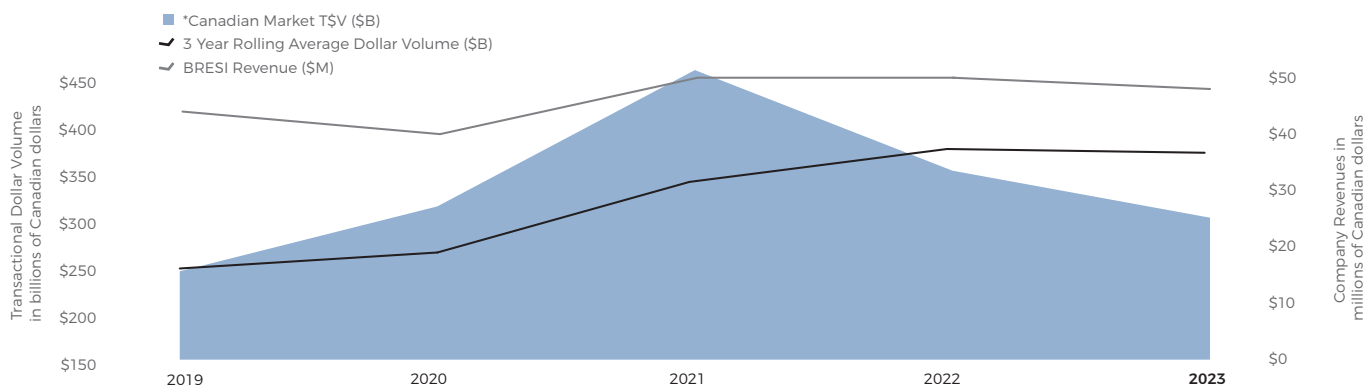
The Canadian residential real estate market grew by 17% in Q1 of 2024 compared to the Prior Year Quarter.¹ According to the Canadian Real Estate Association, the national average selling price increased 3% in the Quarter compared to the same period last year, while transactions recorded an increase of 13%. On a quarter-over-quarter basis, the average selling price rose 5% and total unit sales were up 21%.

Buyers who had been waiting on the sidelines appear to have re-entered the housing market in the first three months of 2024 in anticipation of possible price increases due to tight competition and potential interest rate cuts by the Bank of Canada later this year. This resulted in a boost in sales activity and a modest increase in the average sale price.

The Bank of Canada held its overnight lending rate at 5% on April 10, 2024.² The central bank expects the Canadian economy to continue stabilizing throughout this year, as employment gains slow and the unemployment rate ticks modestly upward. In April, Canada's unemployment rate sat at 6.1% for the second consecutive month.³ The market is broadly expecting that the Bank of Canada will begin cutting rates later this year, possibly prompting additional activity in the real estate market and putting further upward pressure on home prices.

TRANSACTION DOLLAR VOLUME - CANADIAN RESIDENTIAL REAL ESTATE MARKET

(2019-2023)

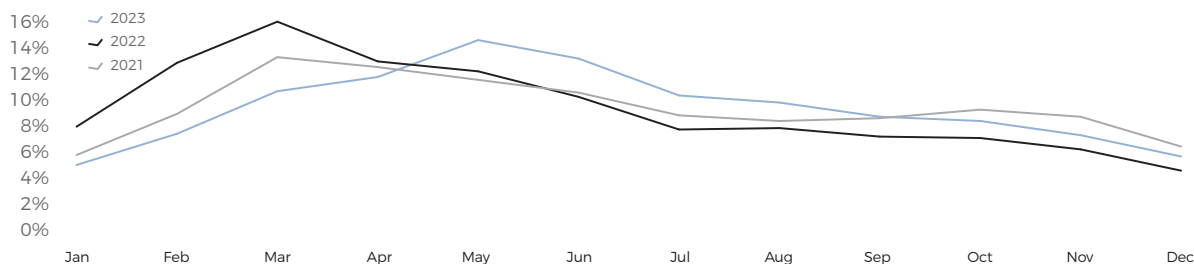


*Source: CREA

The Company's revenues are affected by the seasonality of the Canadian Market, which typically sees stronger transactional dollar volumes in the second and third quarters of each year. The impact of the seasonality of the Canadian Market is somewhat mitigated by the fixed-fee nature of the Company's revenues. In the latter part of the year, variable franchise fees can be negatively impacted by the Royal LePage REALTORS® and Teams who have capped with respect to variable franchise fees.

CANADIAN RESIDENTIAL REAL ESTATE MARKET

(*% Canadian Market T\$V by month)



*Source: CREA

¹ CREA Canadian Housing Market Statistics

² Bank of Canada maintains policy rate, continues quantitative tightening, April 10, 2024

³ Labour Force Survey, April 2024, May 10, 2024

2024 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

Historically, the second quarter of each year, often referred to as the "spring market", has seen the highest value of real estate traded in a given year. However, the pandemic fueled strength in the markets in 2021 and the first quarter of 2022 followed by a sharp increase in interest rates in 2022 and 2023 led to the first quarter of those years being unusually strong. Historical seasonality patterns re-emerged in 2023 with second quarter volumes being the strongest for the year.

FIRST QUARTER OPERATING RESULTS AND CASH FLOWS

(Unaudited)

(in 000's) except per Share amounts and
number of REALTORS®;

For the three months ended March 31,

	2024	2023
Revenues		
Fixed franchise fees	\$ 8,362	\$ 8,380
Variable franchise fees	2,714	2,799
Other revenue	691	812
	11,767	11,991
Less:		
Cost of other revenue	152	226
Administration expenses	1,111	367
Management fees	4,742	4,852
Interest expense	1,193	743
	\$ 4,569	\$ 5,803
Impairment and write-off of intangible assets	(1,552)	(102)
Amortization of intangible assets	(1,695)	(1,741)
Interest on Exchangeable units	(1,452)	(1,452)
Loss on fair value of Exchangeable Units	(2,662)	(5,990)
Loss on interest rate swap	-	(378)
Loss on debt facility amendment	-	(122)
Gain on settlement of deferred payments	1,224	-
Gain on settlement of contract transfer obligation	99	-
Loss before income taxes	\$ (1,469)	\$ (3,982)
Current income tax expense	575	937
Deferred income tax recovery	(76)	(214)
Net and comprehensive loss	\$ (1,968)	\$ (4,705)
Basic loss per Restricted Voting Share	\$ (0.21)	\$ (0.50)
Diluted loss per Share	\$ (0.21)	\$ (0.50)
Number of REALTORS®	20,564	20,619
Cash Flow Information (in 000's)		
Cash provided by (used for):		
Operating activities	\$ 2,074	\$ 3,220
Investing activities	4,055	(220)
Financing activities	(3,277)	(3,259)

2024 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

FIRST QUARTER OPERATING RESULTS AND CASH FLOWS

During the Quarter, the Company generated a net loss of \$2.0 million compared to a net loss of \$4.7 million in the Prior Year Quarter.

Revenues for the Quarter totaled \$11.8 million, compared to \$12.0 million for the Prior Year Quarter. Fixed franchise fees represented 71% of revenues for the Quarter (Prior Year Quarter – 70%). Variable franchise fees represented 23% of revenues for the Quarter (Prior Year Quarter – 23%). Revenues decreased as a result of lower average REALTOR® count in the Company Network partly offset by announced fee increases.

Fixed franchise fees for the Quarter were flat compared to the Prior Year Quarter.

Variable franchise fees for the Quarter decreased by 3% compared to the Prior Year Quarter.

Other Revenues for the Quarter decreased by 15% compared to the Prior Year Quarter driven by a decrease in lead referral volumes.

Cost of other revenue represents the direct costs associated with lead management referrals and other revenues.

Administration expenses of \$1.1 million for the Quarter increased compared to the Prior Year Quarter due to legal and consulting costs associated with the evaluation and negotiation of the Transaction.

Management fee expense of \$4.7 million for the Quarter was marginally lower than the Prior Year Quarter due to higher administration and interest expenses partly offset by a lower allocation of management fees to the contract transfer obligation.

Interest expense of \$1.2 million was higher than the Prior Year Quarter due to higher interest rates and the maturity of the interest rate swap in December 2023.

Amortization of Intangible Assets for the Quarter of \$1.7 million was consistent with the Prior Year Quarter.

Interest on Exchangeable Units represents the distributions to Exchangeable Unitholders. For the Quarter, total distributions amounted to \$0.44 per Exchangeable Unit, unchanged from the Prior Year Quarter. Distributions to Exchangeable Unitholders are determined with reference to dividends paid on Bridgemarq's Restricted Voting Shares.

Loss on fair value of Exchangeable Units represents the change in the fair value of the Exchangeable Units. The Exchangeable Units are valued based on the market value of the Company's Restricted Voting Shares. At March 31, 2024, the Company's Restricted Voting Shares were valued at \$13.97 per share compared to \$13.17 at December 31, 2023, resulting in a loss of \$2.7 million for the Quarter. This loss represents an increase in the obligation associated with the conversion features of the Exchangeable Units. For the Prior Year Quarter, the price of the Company's Restricted Voting Shares increased from \$12.84 per share at December 31, 2023 to \$14.64 at March 31, 2023 resulting in a loss of \$6.0 million.

Loss on interest rate swap was a non-cash item which represented the change in fair value of the Company's interest rate swaps. The interest rate swap matured in December 2023.

Gains on settlement of deferred payments and contract transfer obligation totaling \$1.3 million were recorded in the Quarter when certain deferred fees and other obligations to the Manager and to Brookfield were effectively settled pursuant to the Transaction.

Income tax expense. The effective income tax rate paid by the Company for the Quarter was (34)% (Prior Year Quarter – (18)%). The Company's effective income tax rate is significantly different than the Company's enacted income tax rate of 26.5%. The difference in the effective income tax rate is driven by a number of items that are included in the determination of net earnings but excluded from the determination of taxable income (including, among other things, non-deductible amortization of intangible assets, interest on Exchangeable Units, fair valuation adjustments on Exchangeable Units, interest expense on accretion of deferred payments and gains or losses associated with the interest rate swaps) as well as items that are excluded from the determination of net earnings but included in the determination of taxable income (including, among other things, franchise agreement expenses).

Cash provided by operating activities decreased compared to the Prior Year Quarter, primarily due to higher administration expenses, higher interest expense and reduced revenues partly offset by lower management fees.

Cash used in investing activities increased by \$4.0 million compared to the Prior Year Quarter primarily due to cash acquired on the Transaction of \$4.1 million.

Cash used in financing activities is comprised of dividends paid to shareholders and financing fees paid: this changed marginally compared with the Prior Year Quarter.

2024 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

SUMMARY OF QUARTERLY RESULTS

For three months ended,	2024				2023			
(in 000's) except per Share amounts and number of REALTORS®;	Mar. 31	Dec. 31	Sept. 30	June 30	Mar. 31	Dec. 31	Sept. 30	June 30
Revenues								
Fixed franchise fees	\$ 8,362	\$ 8,466	\$ 8,439	\$ 8,367	\$ 8,380	\$ 8,445	\$ 8,452	\$ 8,258
Variable franchise fees	2,714	1,593	3,413	3,388	2,799	1,249	2,732	4,332
Other revenue	691	766	945	1,086	812	730	1,041	1,206
	11,767	10,825	12,797	12,841	11,991	10,424	12,225	13,796
Less:								
Cost of other revenue	152	193	266	345	226	315	353	288
Administration expenses	1,111	1,060	510	948	367	210	335	307
Management fees	4,742	4,422	4,997	4,888	4,852	4,496	4,884	5,276
Interest expense	1,193	738	746	740	743	759	754	743
	4,569	4,413	6,278	5,920	5,803	4,644	5,899	7,182
Impairment and write-off of intangible assets, net	(1,552)	-	(8)	(91)	(102)	-	(154)	-
Amortization of intangible assets	(1,695)	(1,708)	(1,711)	(1,734)	(1,741)	(1,761)	(1,771)	(1,817)
Interest on Exchangeable units	(1,452)	(1,452)	(1,452)	(1,452)	(1,452)	(1,452)	(1,452)	(1,452)
Gain (loss) on fair value of Exchangeable Units	(2,662)	(1,364)	6,755	(499)	(5,990)	5,191	(3,028)	8,119
Gain (loss) on interest rate swap	-	(436)	(420)	(152)	(378)	48	368	651
Loss on debt facility amendment	-	-	-	-	(122)	-	-	-
Gain on settlement of deferred payments	1,224	-	-	-	-	-	-	-
Gain on settlement of contract transfer obligation	99	-	-	-	-	-	-	-
Earnings (loss) before income tax	(1,469)	(548)	9,442	1,992	(3,982)	6,670	(138)	12,683
Current income tax expense	575	642	990	827	937	668	911	1,222
Deferred income tax expense (recovery)	(76)	(151)	(149)	26	(214)	(3)	47	122
Net and comprehensive earnings (loss)	\$ (1,968)	\$ (1,039)	\$ 8,601	\$ 1,139	\$(4,705)	\$ 6,005	\$ (1,096)	\$ 11,339
Basic earnings (loss) per Restricted Voting Share	\$ (0.21)	\$ (0.11)	\$ 0.91	\$ 0.12	\$ (0.50)	\$ 0.63	\$ (0.12)	\$ 1.20
Diluted earnings (loss) per Share	\$ (0.21)	\$ (0.11)	\$ 0.26	\$ 0.12	\$ (0.50)	\$ 0.18	\$ (0.12)	\$ 0.36
Number of REALTORS®	20,564	20,529	20,796	20,752	20,619	20,686	20,761	20,538

2024 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

DEBT FACILITIES

Effective March 31, 2024, the Company agreed to certain amendments to the Company's debt facilities in connection with the Transaction, including an increase in the Operating Facility from \$5 million to \$10 million. As at March 31, 2024, the Company's \$95.0 million financing is comprised of the following three arrangements:

- A \$55.0 million non-revolving term facility (the "Term Facility");
- A \$30.0 million revolving acquisition facility (the "Acquisition Facility") to support acquisitions pursued by the Company. A standby fee of 0.15% applies on undrawn amounts under this facility; and
- A \$10.0 million revolving operating facility (the "Operating Facility") to meet the Company's day-to-day operating requirements.

As at March 31, 2024, the Company has drawn \$55.0 million on the Term Facility, \$12 million on the Acquisition Facility and nil on the Operating Facility.

Borrowings under each of these arrangements bear interest at a variable rate of Banker's Acceptances ("BAs") +2.0% (2022 - BAs + 1.7%) or Prime + 0.8% (2022 - Prime + 0.5%) and are secured by a first ranking security interest in substantially all assets of the Company.

The covenants of this financing prescribe that the Company must maintain a ratio of Consolidated EBITDA to Senior Interest Expense at a minimum of 3:1 and a ratio of Senior Indebtedness to Consolidated EBITDA at a maximum of 4:1 as outlined in the loan agreement. Consolidated EBITDA is defined as earnings before income tax adjusted for amortization and net impairment or recovery of intangible assets, interest expense, hedging activities and fair value adjustments on the Exchangeable Units. Senior Indebtedness is defined as borrowings on the Company's debt facilities. Senior Interest Expense is defined as interest on Senior Indebtedness. The Company is compliant with these covenants for all periods presented.

LIQUIDITY

Revenues from franchise fees and other services provided to Franchisees by the Franchise Operations have historically been the largest source of liquidity for the Company. Given that Franchisees are contractually obligated to pay franchise fees for up to ten years under the Franchise Agreements and given the high degree of success the Company has had in renewing its Franchise Agreements in the past when they come due, the Company believes that the existing portfolio of Franchise Agreements, along with its non-cash working capital and capital resources, will continue to generate strong cash flow for the Company. Following the closing of the Transaction, the Company will benefit from the operating cash flows of the Brokerage Operations and believes that the cash flows from the Brokerage Operations and the Franchise Operations will be sufficient to allow it to meet its operating commitments.

The Company's ability to grow its revenues and cash flows from operating activities is dependent upon its ability to increase the size of the Franchise Network, which it may achieve by, a) supporting Franchisees in their efforts to recruit REALTORS® to their Brokerages, b) assisting Franchisees to acquire Brokerages from outside the Franchise Network and, c) entering into new Franchise Agreements. Following the completion of the Transaction, with the acquisition of the Brokerage Operations, the Company expects to add to its capability to capture future growth across a broad spectrum of the real estate industry through both organic growth and future acquisition opportunities. In addition, the Company has the opportunity to further grow its sources of other revenue and may consider other types of investments in the future. The Company has entered into the Acquisition Facility to provide capital resources for the Company to pursue growth opportunities. The Company met regularly with the Manager during the Quarter to determine the Manager's progress in identifying potential new Franchise Agreements.

During the Quarter, the Company generated cash from operating activities of \$2.1 million, compared to \$3.1 million in the Prior Year Quarter. The decrease is due to lower revenues and higher administration and interest expenses partly offset by lower management fees.

The Company paid dividends to shareholders and interest to holders of Exchangeable Units totaling \$1.5 million for the Quarter, unchanged from the Prior Year Quarter.

2024 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

WORKING CAPITAL

Changes in the Company's net working capital are primarily driven by cash flow from operating activities, collections of accounts receivable, payments of accounts payable and payment of dividends and interest.

Overall, working capital decreased to a deficit of \$86.2 million as at March 31, 2024 compared to \$8.4 million as at March 31, 2023. The decrease in working capital resulted primarily from:

- \$63.8 million in current assets acquired as part of the Transaction; and
- The reclassification of Exchangeable Units from non-current liabilities to current liabilities.

The Exchangeable Units do not represent a liability that requires any payment of cash. The Exchangeable Units are exchangeable on a one-for-one basis for restricted voting shares of Bridgemarq at the option of the holder. Only if a takeover bid is made for 25% or more of the outstanding restricted voting shares of Bridgemarq and a contemporaneous identical offer is not made for the Exchangeable Units, the holder can exchange the Exchangeable Units at a ratio of 1.1 restricted voting shares per Exchangeable Unit. They are classified as a current liability under IAS 1 notwithstanding the fact that, under no circumstance, can the holder exchange the Exchangeable Units for any asset other than restricted voting shares.

A summary of the Company's working capital is presented below:

(\$ 000's) As at	Mar. 31, 2024	Dec. 31, 2023	Sept. 30, 2023	June 30, 2023	Mar. 31, 2023	Dec. 31, 2022	Sept. 30, 2022	June 30, 2022	Change in Quarter	Change in Year
Current assets										
Cash	\$ 8,594	\$ 5,743	\$ 6,943	\$ 5,915	\$ 6,160	\$ 6,419	\$ 7,603	\$ 6,536	\$ 2,851	\$ 2,434
Cash held in trust	52,367	-	-	-	-	-	-	-	52,367	52,367
Accounts receivable and current portion of notes receivable	7,570	3,781	4,253	4,497	4,345	3,523	3,821	4,484	3,789	3,225
Prepaid expenses and other current assets	4,415	805	385	362	371	406	342	223	3,610	4,044
Current income tax receivable	616	85	-	190	117	154	-	450	531	499
Interest rate swap asset	-	-	436	857	1,008	1,386	-	-	-	(1,008)
	73,562	10,414	12,017	11,821	12,001	11,888	11,766	11,693	63,148	61,561
Current liabilities										
Accounts payable and accrued liabilities	\$ 14,799	\$ 1,407	\$ 1,655	\$ 1,508	\$ 1,475	\$ 1,138	\$ 1,594	\$ 1,701	\$ 13,392	\$ 13,324
Customer deposits	52,367	-	-	-	-	-	-	-	52,367	52,367
Contract transfer obligation	-	356	419	481	542	602	595	588	(356)	(542)
Lease liabilities	3,731	-	-	-	-	-	-	-	3,731	3,731
Current income tax liability	-	-	73	-	-	-	-	-	-	-
Interest payable to Exchangeable Unitholders	484	484	484	484	484	484	484	484	-	-
Dividends payable to Restricted Voting shareholders	1,067	1,067	1,067	1,067	1,067	1,067	1,067	1,067	-	-
Debt facilities	-	-	-	-	-	66,959	-	-	-	-
Exchangeable Units	87,292	-	-	-	-	66,959	-	-	87,292	87,292
	159,740	3,314	3,698	3,540	3,568	70,250	3,740	3,840	156,426	156,172
Net working capital	\$(86,178)	\$ 7,100	\$ 8,319	\$ 8,281	\$ 8,433	\$(58,362)	\$8,026	\$ 7,853	\$(93,278)	\$(94,611)

Working capital decreased by \$94.6 million from the Prior Year Quarter due to the assumption of negative working capital as a result of the Transaction and the reclassification of Exchangeable Units of \$87.3 million from non-current liabilities at the end of the Prior Year Quarter to current liabilities.

2024 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

CASH AND CAPITAL RESOURCES

A summary of cash and capital resources available to the Company as at March 31, 2024 and December 31, 2023 is presented below:

(in 000's) As at	March 31, 2024	December 31, 2023
Cash	\$ 8,594	\$ 5,743
Acquisition Facility	18,000	18,000
Operating Facility	10,000	5,000
Net borrowing capacity	\$ 28,000	\$ 23,000
Available resources	\$ 36,594	\$ 28,743

As at March 31, 2024, \$12.0 million of the Acquisition Facility has been drawn by the Company, leaving \$28.0 million of net borrowing capacity under the debt facilities.

In addition to the cash and capital resources included in the table above, the Company generates substantial cash flow from operating activities, which can be used to fund dividend payments and interest on Exchangeable Units and to repay amounts owing under the debt facilities, subject to other investment opportunities.

COMMITMENTS AND CONTINGENCIES

The estimated contractual liabilities and their dates of maturity are summarized in the chart below.

As at March 31,	2024	2025	2026	2027	2028	Beyond 2028	Total
Accounts payable and accrued liabilities	\$ 14,799	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 14,799
Customer deposits	52,367	-	-	-	-	-	\$ 52,367
Leases	3,408	2,793	2,256	1,401	1,223	2,020	\$ 13,101
Interest payable to Exchangeable Unitholders	484	-	-	-	-	-	\$ 484
Dividends payable to shareholders	1,067	-	-	-	-	-	\$ 1,067
Interest on long-term debt	3,588	4,784	4,784	-	-	-	\$ 13,156
Debt facilities	-	-	67,000	-	-	-	\$ 67,000
Exchangeable Units	-	-	-	-	-	87,292	\$ 87,292
Total	\$ 75,713	\$ 7,577	\$ 74,040	\$ 1,401	\$ 1,223	\$ 89,312	\$ 249,266

The Company and certain of the Brokerage Operations have been named as a defendant in two class-action lawsuits filed in April, 2021 and January, 2024, respectively, which includes, among other things, allegations of anti-competitive behaviour and seeks general and special damages in an amount to be proven at trial. The April, 2021 action initially named the Toronto Regional Real Estate Board, CREA, seven major real estate brokerages (including certain of the Brokerage Operations) and five franchisors (including the Company). The franchisors were removed as defendants pursuant to a motion to strike ruled on by the Federal Court of Canada in September, 2023; however, this ruling is being appealed and it is possible this ruling could be reversed. The January, 2024 action names CREA, numerous real estate boards across the provinces and territories, eight major real estate brokerages (excluding any of the Brokerage Operations) and eleven franchisors (including the Company). Neither of these actions has been certified as a class action and they remain in their early stages. The Company believes all allegations in both actions are entirely without merit and that the likelihood of any negative impact on the Company is remote.

2024 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

OFF-BALANCE SHEET ARRANGEMENTS

The Company has no off-balance sheet arrangements.

TRANSACTIONS WITH RELATED PARTIES

As at the date of this MD&A, Brookfield controlled approximately 41.7% of the Company through its ownership of the Exchangeable Units of the Partnership and 315,000 Restricted Voting Shares.

Prior to the closing of the Transaction, the Manager operated 29 corporately-owned Royal LePage residential Brokerage locations serving more than 1,900 REALTORS® primarily in the GTA market and Greater Vancouver with a smaller office in Quebec. The Manager also operated three corporately owned Via Capitale residential Brokerages in the Greater Montreal Area of Quebec serviced by approximately 131 REALTORS®.

All of the corporately-owned operations operate under Franchise Agreements with standard fixed and variable franchise fees. The Franchise Agreements for GTA are expected to be renewed during 2024. The Franchise Agreements for the Royal LePage Quebec locations are up for renewal in 2028. The Franchise Agreements for the Via Capitale Brokerages expire between 2024-2025.

The Company acquired all of the Royal LePage and Via Capitale Brokerages owned by Brookfield under the terms of the Transaction.

Prior to completion of the Transaction, the management of the Company was provided by the Manager under the terms of the MSA. The Manager was a company controlled by Brookfield. Under the MSA, the Manager provided certain management, administrative and support services to the Company and its subsidiaries and, in return, was paid a monthly fee equal to \$840,000 plus:

- a) during the first five years of the initial term of the MSA, the greater of:
 - (i) 23.5% of the Distributable Cash (as such term is defined in the MSA) of the Company; and
 - (ii) 0.342% of the Current Market Value (as such term is defined in the MSA), and
- b) after the first five years of the initial term of the MSA, the greater of:
 - (i) 25.0% of the Distributable Cash of the Company; and
 - (ii) 0.375% of the Current Market Value.

As a result of the capitalization of certain Franchise Agreements and other contracts transferred to the Company upon entering into the MSA, a portion of future payments for management fees is allocated toward reducing the Company's contract transfer obligation and associated interest expense, with the remainder charged to the Company's interim condensed consolidated statement of net and comprehensive loss.

The Company acquired the Manager under the terms of the Transaction and, as a result, the management of the Company has been internalized and the MSA will no longer be required. In addition, the contract transfer obligation and certain deferred fees owing to the Manager were settled as a result of the Transaction.

The related party transactions entered into by the Company were transacted at contracted rates or at exchange amounts approximating fair market value. A summary of these amounts can be found in Note 13 of the interim condensed consolidated financial statements.

2024 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

CRITICAL ACCOUNTING ESTIMATES AND ASSUMPTIONS

Substantially all of the Company's activities are based on cash transactions, with revenue and expenditures based on contracted terms. The operating activities not based on contractual terms include bad debt expense (which is included in the Company's administration costs), and the amortization of intangible assets.

The Company's intangible assets are regularly monitored for indications of impairment and reversal of impairment in the carrying value of these assets. The Company's accounts receivables are regularly monitored to determine their collectability.

The preparation of financial statements requires management to select appropriate accounting policies and to make judgements, estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. In particular, critical accounting policies and estimates utilized in the normal course of preparing the Company's consolidated financial statements require the determination of cash generating units, estimating of future cash flows utilized in assessing the fair value and related net impairment or recovery of intangible assets, determining the useful life of intangible assets, assessing the recoverability of accounts receivable, measuring deferred income taxes, measuring the fair value of deferred payments, measuring the fair value of the Exchangeable Units and the interest rate swap and measuring fair values used for disclosure purposes.

In making estimates, management relies on external information and observable conditions where possible, supplemented by internal analysis as required. These estimates have been applied in a manner consistent with prior periods. While the Company believes that the potential impact of the ongoing pandemic has lessened, it is possible that any future resurgence may affect the Company's future earnings, cash flows and financial condition and such effects are uncertain, including the nature, severity and duration of any resulting economic curtailment and the short to medium-term effect on Canadian real estate markets and the Canadian economy in general. Accordingly, estimates used in the preparation of our financial statements including those associated with evaluations of intangible assets and collectability of accounts receivable may be subject to significant adjustments in future periods. The estimates are impacted by, among other things, movements in interest rates and cash flow forecasts, which involve judgements and are uncertain. The interrelated nature of these factors prevents the Company from quantifying the overall impact of these movements on the Company's consolidated financial statements in a meaningful way. These sources of estimation uncertainty relate in varying degrees to virtually all asset and liability account balances.

CRITICAL JUDGEMENTS IN APPLYING ACCOUNTING POLICIES

The following are the critical judgements that have been made in applying the Company's accounting policies and that have the most significant impact on the amounts recorded in the consolidated financial statements.

IMPAIRMENT OF INTANGIBLE ASSETS AND RECOVERY OF IMPAIRMENT

The Company ensures that the carrying value of intangible assets is not higher than its recoverable amount (i.e. the higher of: a) fair value less costs of disposal; and. b) value-in-use). The Company reviews intangible assets at each reporting period to determine whether indicators of impairment or a reversal of impairment exist on Agent Agreements, individual Franchise Agreements, franchise agreement expenses, Brands and Trademarks. Determining whether the value of an intangible asset, cash generating unit or the portfolio of intangible assets is impaired or has increased requires considerable judgement. When reviewing indicators for impairment or recovery of previously impaired intangible assets, the Company considers certain factors including, financial performance of the business, revenues earned, term to maturity of relevant contractual arrangements, historical agent count, collectability of receivables, estimated future revenues expected to be earned and underlying market conditions. The estimation of future cash flows and other forward-looking information requires significant judgement and is highly uncertain.

IMPAIRMENT OF GOODWILL

The Company annually reviews the carrying value of goodwill to determine if there is any impairment. Determining whether the value of goodwill is impaired requires considerable judgement. The assessment of impairment involves the use of accounting estimates and assumptions, changes in which could materially impact the financial condition or operating performance if actual results differ from such estimates and assumptions. Furthermore, significant negative industry or economic trends, disruptions to the business, unexpected significant changes or planned changes in use of the assets, a decrease in business results, growth rates that fall below management's assumptions, divestitures, or a significant loss in the number of sales representatives at a given brokerage may have a negative effect on the fair values and key valuation assumptions. The estimation of future cash flows and other forward-looking information requires significant judgement and is highly uncertain.

2024 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

FAIR VALUE OF ASSETS AND LIABILITIES IN A BUSINESS COMBINATION

During the Quarter, the Company acquired the shares of the Manager and Proprio Direct. The fair value of assets acquired and liabilities assumed in a business combination are estimated based on information available at the date of acquisition and involves considerable judgement in determining the fair values assigned to property, plant, equipment and intangible assets acquired and liabilities assumed on acquisition. The determination of these fair values involves analysis including the use of discounted cash flow models, estimated future margins, future growth rates and estimated future customer attrition. There is measurement uncertainty inherent in this analysis, particularly in the fair value measurement of contingent consideration, and actual results could differ from estimates.

FINANCIAL INSTRUMENTS

The Company's financial instruments consist of cash, cash held in trust, accounts receivable, notes receivable, accounts payable and accrued liabilities, customer deposits, interest payable to Exchangeable Unitholders, dividends payable to holders of Restricted Voting Shares and debt facilities.

The Company is exposed to credit risk with respect to accounts and notes receivable to the extent that any Franchisees are unable to pay their fees or sales representatives do not pay amounts owing to the Brokerage Operations. The Company's credit risk is limited to the recorded amount of accounts and notes receivable. Management reviews the financial position of all Franchisees during the application process and closely monitors outstanding amounts receivable on an ongoing basis to evaluate the risk of a default occurring over the expected life of the accounts receivable. This monitoring includes evaluating the franchisee's historical payment patterns, the current financial health of the franchisee and expected or possible changes in future events or market conditions to determine whether an allowance for doubtful accounts should be recorded. Credit risk is also mitigated by the fact that the Brokerage Operations have the ability to deduct any amounts owing from sales representatives from the commission income they earn on their transactions with customers.

The Company was party to an interest rate swap agreement which swapped the variable interest rate obligation on the \$55.0 million Term Facility to a fixed rate obligation of 3.94% through to December 31, 2023.

The Company is now exposed to the risk of interest rate fluctuations on its \$55.0 million Term Facility, its \$30.0 million Acquisition Facility and its \$10.0 million Operating Facility as the interest rates on these facilities are based on Prime or Banker's Acceptance interest rates.

DISCLOSURE CONTROLS AND INTERNAL CONTROLS OVER FINANCIAL REPORTING

The Company takes all necessary steps to ensure that material information regarding the Company's reports filed or submitted under securities legislation fairly presents the financial information of the Company. Responsibility for this resides with management, including the President and Chief Executive Officer and the Chief Financial Officer. Management is responsible for establishing, maintaining and evaluating disclosure controls and procedures as well as internal control over financial reporting.

DISCLOSURE CONTROLS AND PROCEDURES ("DC&P")

The evaluation of the effectiveness of DC&P, as defined in National Instrument 52-109 *Certification of Disclosures in Issuers' Annual and Interim Filings*, was performed under the supervision of the President and Chief Executive Officer and the Chief Financial Officer. They concluded that these DC&P were adequate and effective as at March 31, 2024. The Company's management can therefore provide reasonable assurance that it receives material information relating to the Company in a timely manner so that it can provide investors with complete and reliable information.

INTERNAL CONTROL OVER FINANCIAL REPORTING ("ICFR")

Management has designed ICFR to provide reasonable assurance that the Company's financial reporting is reliable and that the Company's consolidated financial statements were prepared in accordance with IFRS. The design and effectiveness of ICFR was evaluated as defined in National Instrument 52-109 under the supervision of the President and Chief Executive Officer and the Chief Financial Officer. Based on the evaluations, they conclude that ICFR is adequate and effective to provide such assurance as at March 31, 2024. The design of ICFR is undertaken in accordance with the 2013 COSO framework.



2024 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

OUTSTANDING RESTRICTED VOTING SHARES

Bridgemarq is authorized to issue an unlimited number of Restricted Voting Shares, an unlimited number of preferred shares and one Special Voting Share. As of May 14, 2024, Bridgemarq has issued 9,483,850 Restricted Voting Shares, no preferred shares and one Special Voting Share.

Each Restricted Voting Share represents a proportionate voting right in Bridgemarq, and holders of Bridgemarq's Restricted Voting Shares are entitled to dividends declared and distributed by Bridgemarq.

The Special Voting Share is owned by Brookfield and represents the proportionate voting rights of Exchangeable Unitholders in the Company. The Special Voting Share is not eligible to receive dividends and can be redeemed at \$0.01 per share.

RISK FACTORS

Risks related to the real estate brokerage industry and the business of the Company are outlined in the Company's Annual Information Form, which is available at www.sedarplus.ca and on the Company's website at www.bridgemarq.com under *Investor Centre/Other Disclosure Reports*. Additional discussion regarding these risks as appropriate is provided in this MD&A.

2024 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

FORWARD-LOOKING STATEMENTS

This MD&A contains forward-looking information and other “forward-looking statements” within the meaning of applicable securities legislation. Words such as “ability”, “anticipation”, “appear”, “are”, “assessing”, “assisting”, “assumptions”, “attempts”, “attracting”, “begin”, “believes”, “can”, “consider”, “continue”, “could”, “could be”, “dependent”, “determining”, “entering”, “estimated”, “estimates”, “estimating”, “estimation”, “expected”, “expecting”, “expects”, “extend”, “future”, “grow”, “growth”, “increase”, “increasing”, “is”, “maintain”, “may”, “may be”, “measuring”, “new”, “opportunities”, “outlook”, “possible”, “possibly”, “potential”, “providing”, “renewal”, “seeks”, “shall be”, “supporting”, “to”, “to be”, “uncertain”, “will”, and other expressions that are predictions of or could indicate future events and trends and that do not relate to historical matters, identify forward-looking statements. Reliance should not be placed on forward-looking statements because they involve known and unknown risks, uncertainties and other factors that may cause the actual results, performance or achievements of the Company to differ materially from anticipated future results, performance or achievement expressed or implied by such forward-looking statements. Factors that could cause actual results to differ materially from those indicated in the forward-looking statements include, but are not limited to: any resurgence of COVID-19 (including any impact of COVID-19 on the economy and the Company’s business), changes in the supply or demand of houses for sale in Canada or in any particular region within Canada, changes in the selling price for houses in Canada or any particular region within Canada, changes in the Company’s cash flow, changes in the Company’s strategy with respect to and/or ability to pay dividends, changes in the productivity of the Company’s REALTORS® or the commissions they charge their customers, changes in government policy, laws or regulations which could reasonably affect the housing markets in Canada or the economy in general, changes to any products or services developed or offered by the Company, consumer response to any changes in the housing markets in Canada or any changes in government policy, laws or regulations, changes in general economic conditions (including interest rates, consumer confidence and other general economic factors or indicators), changes in global and regional economic growth, changes in the demand for and prices of natural resources on local and international markets, the level of residential real estate transactions, competition from other real estate brokers or from discount and/or Internet-based real estate alternatives, the closing of existing real estate brokerage offices, other developments in the residential real estate brokerage industry or the Company that reduce the number of REALTORS® in the Company’s network or revenue from the Company’s network of REALTORS®, our ability to maintain brand equity through the use of trademarks, the methods used by shareholders or analysts to evaluate the value of the Company and its publicly-traded securities, changes in tax laws or regulations, and other risks detailed in the Company’s annual information form, which is filed with securities commissions and posted on SEDAR+ at www.sedarplus.ca. Forward-looking information is based on various material factors or assumptions, which are based on information currently available to management. Material factors or assumptions that were applied in drawing conclusions or making estimates set out in the forward-looking statements include, but are not limited to: anticipated economic conditions, anticipated impact of government policies, anticipated financial performance, anticipated market conditions, business prospects, the successful execution of the Company’s business strategies and recent regulatory developments, including as the foregoing relate to COVID-19. The factors underlying current expectations are dynamic and subject to change. Although the forward-looking statements contained in this MD&A are based upon what management believes are reasonable assumptions, the Company cannot assure readers that actual results will be consistent with these forward-looking statements. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

2024 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

SUPPLEMENTAL INFORMATION

SHARE PERFORMANCE

(in Canadian dollars)
except shares outstanding
and average daily volume
For three months ended,

	Mar. 31, 2024	Dec. 31, 2023	Sept. 30, 2023	June 30, 2023	Mar. 31, 2023	Dec. 31, 2022	Sept. 30, 2022	June 30, 2022
Trading price range of units (TSX: "BRE")								
Close	\$ 13.97	\$ 13.17	\$ 12.76	\$ 14.79	\$ 14.64	\$ 12.84	\$ 14.40	\$ 13.49
High	\$ 14.35	\$ 13.38	\$ 15.93	\$ 15.15	\$ 14.86	\$ 15.13	\$ 14.70	\$ 16.31
Low	\$ 12.76	\$ 11.06	\$ 12.68	\$ 14.00	\$ 12.82	\$ 12.54	\$ 12.40	\$ 13.10
Average daily volume	7,750	10,669	6,692	8,087	11,698	12,131	11,454	13,394
Number of restricted voting shares outstanding at period end	9,483,850	9,483,850	9,483,850	9,483,850	9,483,850	9,483,850	9,483,850	9,483,850
Market capitalization (\$000's)	\$ 219,782	\$ 168,728	\$ 163,475	\$ 189,482	\$ 187,561	\$ 164,500	\$ 184,486	\$ 172,827

2024 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

CANADIAN RESIDENTIAL REAL ESTATE MARKET

For Three months ended	Mar. 31 2024	Dec. 31 2023	Sept. 30 2023	June 30 2023	Mar. 31 2023	Dec. 31 2022	Sept. 30 2022	June 30 2022
Canada								
Transaction dollar volume ¹	\$ 71,085	\$ 56,625	\$ 76,727	\$ 106,545	\$ 60,928	\$ 54,104	\$ 70,044	\$ 110,678
Average selling price	\$ 684,190	\$ 653,881	\$ 657,774	\$ 718,874	\$ 661,867	\$ 631,959	\$ 635,733	\$ 708,655
Number of units sold	103,896	86,599	116,647	148,211	92,054	85,613	110,178	156,180
Number of REALTORS® at period end ²	160,012	164,598	164,453	163,188	160,586	160,064	158,905	153,744
Housing starts	49,568	57,954	62,229	63,264	40,066	60,801	67,146	67,660
Greater Toronto Area								
Transaction dollar volume ¹	\$ 17,867	\$ 13,404	\$ 16,644	\$ 28,213	\$ 16,075	\$ 13,428	\$ 16,553	\$ 26,100
Average selling price	\$1,093,003	\$ 1,097,239	\$ 1,104,425	\$ 1,178,202	\$ 1,089,819	\$1,074,049	\$ 1,076,779	\$ 1,207,055
Number of units sold	16,347	12,216	15,070	23,946	14,750	12,502	15,373	21,623
Housing starts	12,148	7,448	14,212	15,665	10,103	12,209	13,380	9,599
Greater Vancouver Area								
Transaction dollar volume ¹	\$ 7,607	\$ 6,422	\$ 8,446	\$ 11,837	\$ 6,646	\$ 5,864	\$ 6,647	\$ 11,171
Average selling price	\$ 1,290,786	\$ 1,280,989	\$ 1,285,690	\$ 1,295,055	\$ 1,233,197	\$ 1,208,656	\$ 1,209,223	\$ 1,284,773
Number of units sold	5,893	5,013	6,569	9,140	5,389	4,852	5,497	8,695
Housing starts	7,627	8,027	7,759	10,340	7,118	7,626	6,647	7,402
Greater Montreal Area								
Transaction dollar volume ¹	\$ 6,083	\$ 4,153	\$ 5,091	\$ 6,839	\$ 4,717	\$ 4,243	\$ 4,644	\$ 8,462
Average selling price	\$ 584,539	\$ 578,468	\$ 597,045	\$ 581,647	\$ 540,979	\$ 554,311	\$ 567,804	\$ 605,958
Number of units sold	10,407	7,180	8,527	11,758	8,719	7,654	8,178	13,964
Housing starts	2,815	4,348	4,960	2,945	2,982	4,442	5,597	9,053

¹ (in millions Canadian dollars)

² CREA Membership data as of March 31, 2024

For Twelve months ended	Mar. 31 2024	Dec. 31 2023	Sept. 30 2023	June 30 2023	Mar. 31 2023	Dec. 31 2022	Sept. 30 2022	June 30 2022
Canada								
Transaction dollar volume ¹	\$ 310,983	\$ 300,825	\$ 298,304	\$ 291,620	\$ 295,753	\$ 350,719	\$ 395,614	\$ 429,899
Average selling price	\$ 682,948	\$ 678,282	\$ 674,095	\$ 668,768	\$ 666,073	\$ 703,875	\$ 718,277	\$ 720,758
Number of units sold	455,353	443,511	442,525	436,056	444,025	498,269	550,782	596,453
Housing starts	233,015	223,513	226,360	231,277	235,673	240,590	241,550	235,784
Greater Toronto Area								
Transaction dollar volume ¹	\$ 76,128	\$ 74,336	\$ 74,359	\$ 74,269	\$ 72,156	\$ 89,405	\$ 104,597	\$ 117,319
Average selling price	\$ 1,126,505	\$ 1,126,604	\$ 1,122,102	\$ 1,115,638	\$ 1,123,087	\$ 1,189,850	\$ 1,197,613	\$ 1,186,912
Number of units sold	67,579	65,982	66,268	66,571	64,248	75,140	87,338	98,844
Housing starts	49,473	47,428	52,189	51,357	45,291	45,109	44,713	43,205
Greater Vancouver Area								
Transaction dollar volume ¹	\$ 34,311	\$ 33,350	\$ 32,793	\$ 30,994	\$ 30,328	\$ 37,223	\$ 43,428	\$ 48,195
Average selling price	\$ 1,289,149	\$ 1,277,232	\$ 1,263,684	\$ 1,245,840	\$ 1,241,284	\$ 1,272,096	\$ 1,270,462	\$ 1,252,957
Number of units sold	26,615	26,111	25,950	24,878	24,433	29,261	34,183	38,465
Housing starts	33,753	33,244	32,843	31,731	28,793	25,983	23,884	22,429
Greater Montreal Area								
Transaction dollar volume ¹	\$ 22,167	\$ 20,800	\$ 20,890	\$ 20,442	\$ 22,065	\$ 24,727	\$ 27,512	\$ 28,766
Average selling price	\$ 585,306	\$ 574,845	\$ 569,848	\$ 563,001	\$ 572,883	\$ 581,490	\$ 582,059	\$ 576,119
Number of units sold	37,872	36,184	36,658	36,309	38,515	42,524	47,267	49,931
Housing starts	15,068	15,235	15,329	15,966	22,074	24,149	27,069	29,132

¹ (in millions Canadian dollars)

Source: CREA, CMHC, TREB

2024 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

GLOSSARY OF TERMS

"Brands" means the real estate services brands owned or controlled by Bridgemarq namely, Royal LePage, Johnston & Daniel and Via Capitale.

"Bridgemarq" means Bridgemarq Real Estate Services Inc., a corporation incorporated under the laws of the Province of Ontario.

"Broker" means a REALTOR® who is licensed with the relevant regulatory body to manage a Brokerage.

"Broker-Owner" means the individual or a controlling group of individuals who have entered into Franchise Agreements to provide services under the Royal LePage, Johnston & Daniel or Via Capitale brands and are licensed with the relevant regulatory body to manage a Brokerage.

"Brokerage" means a real estate brokerage company, usually owned or controlled by a Broker, which may operate one or more offices or divisions.

"Brokerage Operations" means the real estate brokerage operations of the Company operating under the Royal LePage®, Johnston & Daniel®, Via Capitale® and Proprio Direct® Brands.

"Brookfield" means Brookfield BBP (Canada) L.P., a limited partnership governed by the laws of Ontario and a subsidiary of Brookfield Business Partners LP, together with its affiliates but excluding the Manager and the subsidiaries of the Manager.

"Canadian Market" means the real estate market in Canada.

"Company" means Bridgemarq, together with its subsidiaries.

"Exchangeable Units" means the Class B Units of the Partnership, of which 6,248,544 are outstanding as of the date hereof and were issued by the Partnership at the inception of the Company to an affiliate of Brookfield in partial consideration for the Partnership's acquisition of the assets of the Partnership from that affiliate and as consideration for the Transaction. The Exchangeable Units, except as otherwise noted, have economic and voting rights equivalent in all material respects to the Class A Units of the Partnership which are owned by Bridgemarq. The Exchangeable Units are indirectly exchangeable, on a one-for-one basis, subject to adjustment, for Restricted Voting Shares.

"Franchise" means a residential real estate Brokerage franchise operated pursuant to a Franchise Agreement with the Manager's comprehensive systems consisting of proprietary technological, marketing, promotional, communication and support systems.

"Franchise Agreements" means the franchise agreements and addendums thereto pursuant to which Brokerage offices offer residential brokerage services to their REALTORS®, including use of the Trademarks.

"Franchisees" means Brokerages which pay franchise fees under the Franchise Agreements.

"Franchise Network" means collectively the Royal LePage Network and the Via Capitale Network.

"Franchise Operations" means the franchise real estate services operations of the Company operating under the Royal LePage®, Johnston & Daniel® and Via Capitale® Brands.

"General Partner" means Residential Income Fund General Partner Limited, a corporation incorporated under the laws of the Province of Ontario to be the general partner of the Partnership and a subsidiary of Bridgemarq.

"Gross Revenue" means, in respect of a Franchisee, the gross commission income (net of payments to cooperating Brokerages) earned in respect of the closings of residential resale real estate transactions through REALTORS® associated with such Franchisee.

"International Financial Reporting Standards" or **"IFRS"** means a set of accounting standards developed by an independent, not-for-profit organization called the International Accounting Standards Board (IASB). IFRS is a global framework that provides general guidance for the preparation of financial statements and its disclosure to the public to convey measurable and comparable financial information.

"Management Services Agreement" or **"MSA"** means the fourth amended and restated management services agreement, made effective November 6, 2018, together with any amendments thereto, between the Company and the Manager pursuant to which, among other things, prior to the completion of the Transaction, the Manager provided management and administrative services to the Company including management of the assets of the Company.

2024 MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS AND FINANCIAL CONDITION

"Manager" means Bridgemarq Real Estate Services Manager Limited (formerly known as Brookfield Real Estate Services Manager Limited), a corporation incorporated under the laws of the Province of Ontario and a subsidiary of Bridgemarq. Prior to the completion of the Transaction, the Manager was a subsidiary of Brookfield and provided management and administrative services to the Company, including management of the assets of the Company.

"Network" means the collection of Brokerages and REALTORS® which operate under one of the Brands controlled by the Company.

"Partnership" means Residential Income Fund L.P., a limited partnership established under the laws of the Province of Ontario, and a subsidiary of Bridgemarq.

"Proprio Direct" means Proprio Direct Inc., a corporation incorporated under the laws of Canada which operates a real estate brokerage in the Province of Quebec, and a subsidiary of Bridgemarq.

"REALTOR®" and **"REALTORS®"** are the exclusive designation for a member/members of The Canadian Real Estate Association and are defined as an individual/group of individuals licensed to trade in real estate.

"Restricted Voting Share(s)" means the restricted voting shares in the capital of Bridgemarq.

"Royal LePage" means a nationally recognized real estate Brand controlled by the Company.

"Royal LePage Network" means the network of Franchisees operating under the Royal LePage and Johnston & Daniel Brands.

"Share" means a Restricted Voting Share on a diluted basis, where such dilution represents the total number of shares of the Company that would be outstanding if holders of Exchangeable Units converted their Exchangeable Units into Restricted Voting Shares.

"Special Voting Share" means the share of Bridgemarq issued to the holder of the Exchangeable Units to represent voting rights in Bridgemarq proportionate to the number of votes the Exchangeable Unitholder would obtain if they converted their Exchangeable Units to Restricted Voting Shares.

"SEDAR+" means the System for Electronic Data Analysis and Retrieval +, a Canadian mandatory document filing and retrieval system for all Canadian public companies where documents such as prospectuses, financial statements and material change reports are filed and are accessible by the public to further the goal of transparency and full disclosure.

"Target Entities" means the Manager and Proprio Direct.

"Team" means a group of REALTORS® who work together and market themselves as part of a team rather than as individual REALTORS®.

"TSX" means the Toronto Stock Exchange.

"Trademarks" means the trade-mark rights related to Bridgemarq's business.

"Transaction" means the transaction under which the Company acquired certain real estate brokerage operations of Brookfield, internalized the management of the Company and settled certain deferred payments owing to Brookfield as further described in Acquisition of Real Estate Brokerages and Internalization of Management.

"Via Capitale" means a real estate Brand controlled by the Company which operates primarily in the province of Quebec.

"Via Capitale Network" means the network of Franchisees operating under the Via Capitale Brand.

"VCLP" means 9120 Real Estate Network, L.P./Réseau Immobilier 9120 S.E.C., a limited partnership established under the laws of the Province of Quebec, and a subsidiary of Bridgemarq.

BRIDGEMARQ® & DESIGN / BRIDGEMARQ REAL ESTATE SERVICES®, VIA CAPITALE®, JOHNSTON & DANIEL® and PROPRIO DIRECT® are registered trademarks of Residential Income Fund L.P. and are used under licence. ROYAL LEPAGE® is a registered trademark of Royal Bank of Canada and is used under licence.

The trademarks REALTOR®, REALTORS® and the REALTOR® logo are controlled by The Canadian Real Estate Association (CREA) and identify real estate professionals who are members of CREA.

INTERIM CONDENSED CONSOLIDATED BALANCE SHEETS

(Unaudited) (In thousands of Canadian dollars)	Note	March 31, 2024	December 31, 2023
Assets			
Current assets			
Cash		\$ 8,594	\$ 5,743
Cash held in trust		52,367	-
Accounts receivable	5	7,250	3,494
Current portion of notes receivable	6	320	287
Current income tax receivable	11	616	85
Prepaid expenses and other current assets		4,415	805
		73,562	10,414
Non-current assets			
Notes receivable	6	236	61
Property and equipment	7	2,599	-
Right-of-use assets	8	19,014	-
Deferred income tax asset	11	9,688	6,232
Intangible assets	9	57,294	48,185
Goodwill	10	18,749	-
		\$ 181,142	\$ 64,892
Liabilities and shareholders' deficit			
Current liabilities			
Accounts payable and accrued liabilities		\$ 14,799	\$ 1,407
Customer deposits		52,367	-
Contract transfer obligation	4	-	356
Lease liabilities	8	3,731	-
Interest payable to Exchangeable Unitholders	14	484	484
Dividends payable to shareholders	16	1,067	1,067
Exchangeable Units	14	87,292	-
		159,740	3,314
Non-current liabilities			
Debt facilities	12	66,947	67,022
Deferred payments	3	-	6,235
Contract transfer obligation	4	-	1,616
Lease liabilities	8	15,080	-
Deferred income tax liability	11	1,664	-
Exchangeable Units	14	-	43,825
		243,431	122,012
Shareholders' deficit			
Restricted voting shares	16	\$ 140,076	140,076
Deficit		(202,365)	(197,196)
		(62,289)	(57,120)
		\$ 181,142	\$ 64,892

See accompanying notes to the interim condensed consolidated financial statements.

Approved on behalf of the Board



Gail Kilgour
Director



Lorraine Bell
Director

INTERIM CONDENSED CONSOLIDATED STATEMENTS OF NET AND COMPREHENSIVE LOSS

(Unaudited)

For the three months ended March 31,

(In thousands of Canadian dollars, except share and per share amounts)

	Note	2024	2023
Revenues			
Fixed franchise fees		\$ 8,362	\$ 8,380
Variable franchise fees		2,714	2,799
Other revenue		691	812
		11,767	11,991
Expenses			
Cost of other revenue		152	226
Administration expenses	5,17	1,111	367
Management fees	4,17	4,742	4,852
Interest expense	4,12,17	1,193	743
Impairment and write-off and of intangible assets	9	1,552	102
Amortization of intangible assets, net	9	1,695	1,741
		10,445	8,031
Operating income			
Interest on Exchangeable Units	14	(1,452)	(1,452)
Loss on fair value of Exchangeable Units	14	(2,662)	(5,990)
Loss on interest rate swap		-	(378)
Loss on debt facility amendment		-	(122)
Gain on settlement of deferred payments	4,13	1,224	-
Gain on settlement of contract transfer obligation	4	99	-
		(1,469)	(3,982)
Loss before income tax			
Current income tax expense	11	575	937
Deferred income tax recovery	11	(76)	(214)
	11	499	723
Income tax expense			
Net and comprehensive loss		\$ (1,968)	\$ (4,705)
Basic loss per share	16	\$ (0.21)	\$ (0.50)
Weighted average number of shares outstanding used in computing basic loss per share		9,483,850	9,483,850
Diluted loss per share	16	\$ (0.21)	\$ (0.50)
Weighted average number of shares outstanding used in computing diluted loss per share		12,843,971	12,811,517

See accompanying notes to the interim condensed consolidated financial statements.

INTERIM CONDENSED CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' DEFICIT

(Unaudited)

For the three months ended March 31,

(In thousands of Canadian dollars)

	Restricted Voting Shares	Deficit	Shareholders' Deficit
Balance, December 31, 2023	\$ 140,076	\$ (197,196)	\$ (57,120)
Net loss	-	(1,968)	(1,968)
Dividends paid	-	(3,201)	(3,201)
Balance, March 31, 2024	\$ 140,076	\$ (202,365)	\$ (62,289)

(In thousands of Canadian dollars)

	Restricted Voting Shares	Deficit	Shareholders' Deficit
Balance, December 31, 2022	\$ 140,076	\$ (188,390)	\$ (48,314)
Net loss	-	(4,705)	(4,705)
Dividends paid	-	(3,201)	(3,201)
Balance, March 31, 2023	\$ 140,076	\$ (196,296)	\$ (56,220)

See accompanying notes to the interim condensed consolidated financial statements.

INTERIM CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

(Unaudited)

For the three months ended March 31,

(In thousands of Canadian dollars)

	Note	2024	2023
Cash provided by:			
Operating activities			
Net loss for the period		\$ (1,968)	\$ (4,705)
Adjusted for			
Loss on fair value of Exchangeable Units	14	2,662	5,990
Loss (gain) on interest rate swap	12	-	378
Loss on debt facility amendment	12	-	122
Gain on settlement of deferred payments		(1,224)	-
Gain on settlement of contract transfer obligation		(99)	-
Interest expense	3,9	2,824	2,279
Interest paid		(2,382)	(2,206)
Interest income		(98)	(84)
Interest received		98	84
Current income tax expense	11	575	937
Income taxes paid		(750)	(900)
Deferred income tax (recovery) expense	11	(76)	(214)
Impairment and write-off and of intangible assets	9	1,552	102
Amortization of intangible assets	9	1,826	1,880
Net changes in non-cash working capital		(866)	(443)
		2,074	3,220
Investing activities			
Payment of contract transfer obligation	3	(4)	(147)
Payment of franchise agreement expenses	9	(88)	(73)
Cash acquired on acquisition	3	4,146	-
		4,055	(220)
Financing activities			
Financing fees	12	(76)	(58)
Dividends paid to shareholders	16,18	(3,201)	(3,201)
		(3,277)	(3,259)
Increase (decrease) in cash during the year		2,851	(259)
Cash, beginning of the period		5,743	6,419
Cash, end of the period		\$ 8,594	\$ 6,160

See accompanying notes to the interim condensed consolidated financial statements.

NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

For the three months ended March 31, 2024 and 2023
(Expressed in thousands of Canadian dollars, unless stated otherwise)

1. ORGANIZATION

Bridgemarq Real Estate Services Inc. (“Bridgemarq” and, together with its subsidiaries the “Company”), is incorporated under the *Ontario Business Corporations Act*. Bridgemarq is listed on the Toronto Stock Exchange (“TSX”) under the symbol “BRE”. The registered and head office of the Company is located at 39 Wynford Drive, Suite 200, Toronto, Ontario, M3C 3K5. Through its ownership interest in Residential Income Fund L.P. (the “Partnership”), Bridgemarq owns certain real estate brokerage operations (“Brokerages”), franchise agreements (“Franchise Agreements”) and Trademark Rights (“Trademarks”) of residential real estate brands in Canada.

Bridgemarq directly owns a 61.5% interest in the Partnership which, in turn, directly or indirectly owns 100% of the following entities:

9120 Real Estate Network, L.P. (“VCLP”).
Proprio Direct Inc.
Bridgemarq Real Estate Services Manager Limited (“BRESML” or the “Manager”)
10572314 Canada Inc.
9106-2083 Quebec Inc.
9106-1496 Quebec Inc.
9333-0868 Quebec Inc.
9371-7536 Quebec Inc.
9120-5583 Quebec Inc.
Credit Valley Real Estate Inc.
RLPS GP Inc.
Royal LePage Real Estate Services Ltd.
Sequel Realty Ltd.

In addition, Bridgemarq directly owns a 75% interest in the general partner of the Partnership, Residential Income Fund General Partner Limited (“RIFGP”) The Partnership and VCLP own and operate the assets from which the Company derives its revenue.

Brookfield BBP (Canada) Holdings L.P (“BBP”), a subsidiary of Brookfield Business Partners L.P, owns the remaining 38.5% interest in the Partnership through its ownership of exchangeable units of the Partnership (the “Exchangeable Units”), the remaining 25% interest in RIFGP through its ownership of 25 common shares in RIFGP and one special voting share of Bridgemarq. In addition, BBP indirectly owns 315,000 restricted voting shares. The special voting share entitles BBP to a number of votes at any meeting of the restricted voting shareholders equal to the number of restricted voting shares that would be obtained upon the exchange of all the Exchangeable Units held by the holder.

On March 31, 2024, the Company completed the acquisition of 100% of the outstanding shares of BRESML and Proprio Direct Inc. (“Proprio Direct”) which were previously owned by BBP (the “Acquisition”).

Prior to the Acquisition, the Company received certain management, administrative and support services from BRESML which was acquired as part of the Acquisition (see Note 3 – Acquisition of Brokerage Operations and the Manager) from BBP. The Company is party to an amended and restated Management Services Agreement (the “MSA”) with BRESML which governs the relationship between BRESML and the Company. The MSA has an initial term of ten-years expiring on December 31, 2028. As a result of the Acquisition, the MSA will no longer be relevant commencing April 1, 2024 and will be eliminated on the consolidation of the operating results of BRESML into the Company.

During the three months ended March 31, 2024, the Company derived approximately 94% of its revenues from franchise fees it receives under the Franchise Agreements (2023 – 93%).

2. MATERIAL ACCOUNTING POLICIES

Basis of Presentation

These interim condensed consolidated financial statements have been prepared in accordance with International Accounting Standard 34, *Interim Financial Reporting*, issued by the International Accounting Standards Board using the accounting policies described herein and the accounting policies used to prepare the audited annual financial statements of the Company as of and for the year ended December 31, 2023. As part of the Acquisition, the Company has adopted additional accounting policies to reflect the operations of the companies acquired as a result of the Acquisition.

NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

For the three months ended March 31, 2024 and 2023
(Expressed in thousands of Canadian dollars, unless stated otherwise)

These interim condensed consolidated financial statements were authorized for issuance by the Board of Directors of the Company on May 14, 2024 and should be read in conjunction with the audited annual financial statements of the Company for the year ended December 31, 2023.

The interim condensed consolidated financial statements have been prepared on a going concern basis and include the accounts of the Company.

Cash And Cash Equivalents

Cash and cash equivalents comprise cash on hand and cash equivalents. Cash equivalents are short-term (generally with a maturity of three months or less) highly liquid investments that are readily convertible to a known amount of cash and are subject to an insignificant risk of changes in value. Cash equivalents are held for meeting short-term cash requirements and not for investment purposes.

Cash Held in Trust

Cash held in trust represents customer deposits held in trust accounts established pursuant to provincial regulations. The Company recognizes a corresponding customer deposit liability until the funds are released upon settlement of a real estate transaction.

Accounts Receivable and Notes Receivable

Accounts receivables and notes receivable are recognized initially at fair value and subsequently measured at amortized cost using the effective interest method, less any allowance for uncollectable amounts.

Leases

The Company leases certain of its operating premises and office equipment. Right-of-use assets represent the Company's right to use an underlying asset for the term of the lease and lease liabilities represent the Company's obligation to make lease payments under the terms of the lease. At the commencement of a lease arrangement, the Company records a liability for its lease obligation measured at the present value of the future lease payments adjusted for lease incentives and a right-of-use asset equal to the lease liability, adjusted for any prepayments and lease incentives received. The lease obligation is determined with reference to the term of the lease. Some leases include one or more options to renew or terminate the lease. The exercise of a lease renewal or termination option is assessed at the commencement of the lease and is reflected in the lease term if it is reasonably certain that the option will be exercised. The interest on the lease obligation is recorded as interest expense on leases and recognized using the effective interest method over the term of the lease.

In addition to the contractual rental payments owing under individual lease agreements used in determining the cost amount of right-of-use assets, the Company may be obligated to pay other ancillary costs associated with the leased assets. These include utilities at leased premises, operating costs and operating escalation, property taxes, cleaning services and maintenance for leased assets. These expenses which are not reflected in the carrying value of right-of-use assets are charged to the consolidated statement of net and comprehensive loss as they are incurred.

Property and Equipment

Property and equipment includes furniture, fixtures, office equipment and leasehold improvements. Property and equipment are recorded at their initial cost, less accumulated depreciation. Depreciation expense on furniture, fixtures and equipment is based on the estimated useful lives of the related assets which range from 3-5 years. Leasehold improvements are amortized over the lower of their estimated useful life or the term of the underlying lease.

Intangible Assets

Intangible assets, consist of sales representative contracts between brokerages and their sales agents ("Agent Agreements"), Franchise and other Agreements, Trademarks, brands ("Brands") and franchise agreement expenses and are accounted for using the cost method. Brands are recorded at initial cost less accumulated impairment losses and are not amortized as they are considered to have an indefinite useful life. All other intangible assets are recorded at initial cost less accumulated amortization and accumulated net impairment losses.

Agent agreements, while short-term in nature, are subject to a very high rate of renewal and are amortized on a straight-line basis over a five-year period. Franchise and other Agreements are amortized over the term of the agreements plus one renewal period using the straight-line method on an agreement-by-agreement basis. Trademarks are amortized on a straight-line basis over their expected useful lives of 30 years.

NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

For the three months ended March 31, 2024 and 2023
(Expressed in thousands of Canadian dollars, unless stated otherwise)

The Company may incur franchise agreement expenses prior to or concurrent with entering into Franchise Agreements, including payments to franchisees or prospective franchisees to defray the costs of converting REALTORS® or brokerages to the Company's brands, as well as contract specific legal costs, if any. Certain of these franchise agreement expenses may be repayable by franchisees if specific conditions aren't met. The Company may also provide fee rebates to franchisees under certain circumstances. These costs and rebates (net of any amounts recovered from franchisees) are capitalized on an agreement-by-agreement basis and amortized over the same term as the agreement to which they relate or, where the underlying agreement is less than a year, charged to the consolidated statement of net and comprehensive loss. The amortization charge for these fee rebates and any franchise agreement expenses represented by cash payments or rebates to franchisees is recorded as a reduction in revenues.

The Company reviews intangible assets each reporting period to determine whether indicators of impairment or a reversal of impairment exists on Agent Agreements, Franchise and other Agreements and Trademarks. Brands are reviewed annually or whenever events or changes in circumstances indicate that the carrying amount may not be fully recoverable. When reviewing for indicators of impairment or reversal of impairment of Agent Agreements and Franchise and other Agreements, the Company considers certain factors including, the financial performance of the underlying business, revenues earned, term to maturity of the relevant agreement, historical REALTOR® count, collectability of receivables, estimated future revenues expected to be earned and underlying market conditions. Where indicators of impairment exist, the Company recognizes impairment charges if the carrying amount of an Agent Agreement or Franchise and other Agreement exceeds its recoverable amount (recoverable amount is determined as the higher of a) estimated fair value less costs of disposal and b) value-in-use). Where the counterparties of one or more Franchise Agreements combine their operations by way of a merger, acquisition or other combination subsequent to the acquisition of the underlying Franchise Agreement, the carrying value of the underlying intangible assets are combined for purposes of evaluating impairment. Under the terms of the MSA, management fees were not directly allocable to individual Franchise Agreements but, rather, were considered on an aggregate basis for purposes of evaluating impairment on the total portfolio of Franchise Agreements. As a result of directly owning the Manager, the costs of the Manager are now allocated to individual Franchise Agreements for purposes of evaluating impairment.

If the carrying value of the intangible asset exceeds the recoverable amount, the intangible asset is written down to the recoverable amount and an impairment loss is charged to consolidated statement of net and comprehensive loss in the period. When an intangible asset has been previously written down to its recoverable amount as a result of recording an impairment loss and the conditions causing such an impairment loss have become more favourable, the previously recorded impairment loss may be reversed. Where an impairment loss is reversed, the carrying value of the intangible asset is increased to its revised recoverable amount (the lesser of a) the revised estimate of its recoverable amount, and b) the carrying amount that would have been recorded had no impairment loss been recognized previously) and an impairment reversal is recognized as income in the period.

Intangible assets subject to early termination or non-renewal, are written off in the period of termination or when non-renewal becomes reasonably assured.

Goodwill

Goodwill represents the excess of consideration paid over the fair value of the net tangible assets and identifiable intangible assets acquired in the Acquisition. Goodwill is not amortized, but is subject to impairment testing annually, or whenever events or changes in circumstances indicate that the carrying amount may not be fully recoverable. The impairment assessment is performed at the individual brokerage level.

The assessment of goodwill impairment compares the carrying value of each cash generating unit, including the carrying value of the related goodwill to its respective recoverable amount, which is the higher of its fair value less costs of disposal and its value-in-use. Where the carrying value of the goodwill is in excess of its recoverable amount, an impairment charge for the excess is recorded in the Company's interim condensed consolidated statements of net and comprehensive loss.

In determining the fair value less costs of disposal, the fair value of each cash-generating unit is estimated using the income approach, a discounted cash flow method. The fair value less costs of disposal of the Company's cash-generating units is determined utilizing the Company's annual operating plans, and long-term cash flow forecasts (including best estimates of future revenues and operating expenses, including commission expense) and terminal value assumptions as well as market and general economic conditions, trends in the industry. In addition, management uses other assumptions that management believes are reasonable including discount rates, cost of capital, trademark royalty rates, and long-term growth rates.

NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

For the three months ended March 31, 2024 and 2023
(Expressed in thousands of Canadian dollars, unless stated otherwise)

Revenue Recognition

The Company is in the business of providing information and services to REALTORS® and real estate brokers in Canada through a portfolio of highly regarded real estate services brands. Certain of these information and services (the “Service Offering”) are provided in exchange for franchise fees received from franchisees. The Service Offering is offered as a complete suite of services. Franchisees who pay franchise fees under the Franchise Agreements cannot elect to purchase any service under the Service Offering individually or on a stand-alone basis.

Franchise fees include franchise fees which have both fixed and variable components. Fixed franchise fees are payable to the Company as a fixed monthly amount per REALTOR® without regard to transaction volumes generated by that REALTOR®. Fixed franchise fees are recognized over time, which is when the control of the services and the right to use the Trademarks are transferred to the customer. Variable franchise fees are payable to the Company based on the transaction volumes generated by REALTORS®, subject to a cap. Variable franchise fees are a percentage of a REALTORS®’s gross revenue, which is the gross commission income earned on a transaction. Variable franchise fees are recognized at the point in time when a residential real estate transaction is closed and finalized by the REALTOR® and/or a lease is signed by the vendor or lessor.

In addition to the Service Offering, the Company provides certain ancillary services to franchisees which can be purchased or utilized at the option of the franchisee independent of the Service Offering. These revenues include referral fees charged to external companies, lead management services provided to franchisees and other miscellaneous revenues. The direct costs associated with lead management and other revenues are recorded as cost of other revenue in the consolidated statements of net and comprehensive loss.

External referral fee revenues are generated from external parties who receive service referrals from the Company or its franchisees. External referral fees are recognized as revenue net of their direct costs at the point in time when the Company has completed its obligation under the agreement, which is when the control of the services are transferred to the customer.

Lead management services are provided to REALTORS® and franchisees on a subscription basis. Lead management revenue is recognized at the point in time, when the performance obligation has been satisfied, which is when a lead is assigned to the REALTOR® or the franchisee.

The Brokerage Operations were acquired as part of the Acquisition and earned no revenue in the three months ended March 31, 2024 or 2023.

The Company’s revenues are affected by the seasonality of Canadian real estate markets, which historically have seen stronger transactional dollar volumes in the second and third quarters of each year. A worldwide pandemic and other changes in the economy in general impacted the Canadian real estate market, the home buying and selling behaviour of consumers and the seasonality of real estate transactions throughout 2022 and 2023. In 2022 and 2023, the seasonality of Canadian real estate markets were also impacted by changes in the Canadian interest rate environment. There can be no certainty that this historical seasonality pattern will recur in any future year.

Exchangeable Units

Exchangeable Units represent the future distribution obligation of the Company in respect of Class B LP units of the Partnership, and are convertible, on a one-for-one basis, subject to adjustment, into restricted voting shares of Bridgemarq. These financial instruments are classified as a financial liability as the holder can “put” these instruments to the Company as well as by virtue of the Partnership Agreement, whereby the Partnership is required to distribute all of its income to the partners. The Company records any changes in the fair value of the Exchangeable Units through net and comprehensive earnings in the period the change occurs. The fair value of these financial liabilities is based on the market price of Bridgemarq’s restricted voting shares and the number of Exchangeable Units outstanding at the reporting date. The Exchangeable Units are classified as a current liability under IAS 1 notwithstanding the fact they can only be settled through the issuance of restricted voting shares of Bridgemarq and not through the payment of cash.

Critical Judgements and Estimates

The preparation of financial statements requires management to select appropriate accounting policies and to make judgements, estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. In particular, critical accounting policies and estimates utilized in the normal course of preparing the Company’s consolidated financial statements require the determination of cash generating units, the estimation of future cash flows utilized in assessing the fair value and related net impairment or recovery of intangible assets, assessing the recoverability of accounts receivable, measuring deferred income taxes, measuring the fair value of the Exchangeable Units and the interest rate swap and measuring fair values used for disclosure purposes.

NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

For the three months ended March 31, 2024 and 2023
(Expressed in thousands of Canadian dollars, unless stated otherwise)

In making estimates, management relies on external information and observable conditions where possible, supplemented by internal analysis as required. These estimates have been applied in a manner consistent with prior periods. Estimates used in the preparation of our financial statements including those associated with evaluations of intangible assets and collectability of accounts receivable may be subject to significant adjustments in future periods. The estimates are impacted by, among other things, movements in interest rates, changes in Canadian housing markets, other changes in the Canadian economy and cash flow forecasts, which are judgements and are uncertain. The interrelated nature of these factors prevents the Company from quantifying the overall impact of these movements on the Company's consolidated financial statements as, the estimates used by the Company may not be indicative of actual results. These sources of estimation uncertainty relate in varying degrees to virtually all asset and liability account balances.

The following are the critical judgements that have been made in applying the Company's accounting policies and that have the most significant effect on the amounts in the consolidated financial statements:

Forward Looking Information for Accounts Receivable and Notes Receivable

The measurement of estimated credit losses for accounts receivable and notes receivable and the assessment of increases in credit risk consider information about past events and current conditions as well as reasonable and supportable forecasts of future events and economic conditions. The estimation and application of forward-looking information requires significant judgement and is uncertain. In assessing the valuation of accounts receivable, the Company evaluates each franchisee's historical payment patterns, the current financial health of the franchisee and expected or possible changes in future events or market conditions to determine whether an allowance for doubtful accounts should be recorded or reversed.

Impairment of Intangible Assets and Recovery of Impairment

The Company ensures that the carrying value of intangible assets is not higher than its recoverable amount (i.e. the higher of: a) fair value less costs of disposal; and. b) value-in-use). The Company reviews intangible assets at each reporting period to determine whether indicators of impairment or a reversal of impairment exist on Agent Agreements, individual Franchise Agreements, franchise agreement expenses, Brands and Trademarks. Determining whether the value of an intangible asset, cash generating unit or the portfolio of intangible assets is impaired or has increased requires considerable judgement. When reviewing indicators for impairment or recovery of previously impaired intangible assets, the Company considers certain factors including, financial performance of the business, revenues earned, term to maturity of relevant contractual arrangements, historical agent count, collectability of receivables, estimated future revenues expected to be earned and underlying market conditions. The estimation of future cash flows and other forward-looking information requires significant judgement and is highly uncertain.

Impairment of Goodwill

The Company annually reviews the carrying value of goodwill to determine if there is any impairment. Determining whether the value of goodwill is impaired requires considerable judgement. The assessment of impairment involves the use of accounting estimates and assumptions, changes in which could materially impact the financial condition or operating performance if actual results differ from such estimates and assumptions. Furthermore, significant negative industry or economic trends, disruptions to the business, unexpected significant changes or planned changes in use of the assets, a decrease in business results, growth rates that fall below management's assumptions, divestitures, or a significant loss in the number of sales representatives at a given brokerage may have a negative effect on the fair values and key valuation assumptions. The estimation of future cash flows and other forward-looking information requires significant judgement and is highly uncertain.

Fair Value of Assets and Liabilities in a Business Combination

During the Quarter, the Company acquired the shares of BRESML and Proprio Direct. The fair value of assets acquired and liabilities assumed in a business combination are estimated based on information available at the date of acquisition and involves considerable judgement in determining the fair values assigned to property and equipment and intangible assets acquired and liabilities assumed as a result of the Acquisition. The determination of these fair values involves analysis including the use of discounted cash flow models, estimated future margins, future growth rates and estimated future customer attrition. There is measurement uncertainty inherent in this analysis, particularly in the fair value measurement of contingent consideration, and actual results could differ from estimates.

NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

For the three months ended March 31, 2024 and 2023
(Expressed in thousands of Canadian dollars, unless stated otherwise)

Standards and Interpretations Adopted

In October 2022, the International Accounting Standards Board (IASB) issued Non-current Liabilities with Covenants, which amended IAS 1 Presentation of Financial Statements. These amendments, among other things, clarify that a company can classify a liability as non-current only if it has a right to defer settlement of that liability for a period of at least twelve months after the reporting date. The Company's Exchangeable Units are classified as a liability under IAS 32 and are convertible into Restricted Voting Shares of Bridgemarq at the option of the holder. As the Company does not have the contractual ability to defer the settlement of any conversion of the Exchangeable Units, the Company has classified this liability as current commencing January 1, 2024, notwithstanding the fact that any settlement would be through the issuance of Restricted Voting Shares of Bridgemarq, and not through the payment of cash.

Standards and Interpretations Not Yet Adopted

On April 4, 2024, the IASB published a new standard IFRS 18 "Presentation and Disclosure in Financial Statements" that will replace IAS 1 "Presentation of Financial Statements. IFRS 18 includes a number of changes including, among other things, prescribed sub-totals and classifications in the financial statements, guidance on whether information should be included in the financial statements or the notes and the introduction of disclosures on management-defined performance measures (MPM). The implementation of IFRS 18 is expected to significantly impact the presentation of financial statements. This standard is effective for annual reporting periods beginning on or after January 1, 2027.

3. ACQUISITION OF BROKERAGE OPERATIONS AND THE MANAGER

On March 31, 2024, the Company completed the Acquisition and settled certain deferred payments owing to BBP. The Acquisition was completed by way of a purchase of the outstanding shares of BRESML and Proprio Direct from BBP and results in the company diversifying into the real estate brokerage business and simplifying its management structure.

Consideration to acquire these assets (subject to customary post closing adjustments) consisted of 2,856,792 Exchangeable Units, with a value of \$39,909 based on the closing price of Bridgemarq's restricted voting shares on March 28, 2024. The settlement of the deferred payments to BBP was completed by way of the issuance of 64,085 Exchangeable Units with a value of \$895.

The Company has accounted for the acquisition using the acquisition method in accordance with IFRS 3 *Business Combinations* and the results of the acquired businesses will be consolidated with those of the Company from April 1, 2024.

The identifiable assets and liabilities acquired in the Transaction are as follows:

Fair value of Exchangeable Units issued	\$ 39,909
Less:	
Cash acquired	4,146
Settlement of pre-existing relationships	6,328
Net Consideration	\$ 29,435
Cash held in trust	\$ 52,367
Accounts receivable	3,091
Other current assets	4,356
Property and equipment	2,599
Notes receivable	217
Right-of-use assets	19,014
Deferred income taxes, net	1,716
Intangible assets	12,400
Goodwill	18,749
Accounts payable and accrued liabilities	(13,896)
Customer deposits	(52,367)
Lease liabilities	(18,811)
Net assets acquired	\$ 29,435

The valuation of the net assets acquired as a result of the Acquisition are based on a provisional assessment of their fair values while the Company completes an independent valuation for those net assets. The value of net assets acquired is subject to adjustment based the determination of the final purchase price and completion of the independent valuation later in 2024. Management has preliminarily assessed that none of the goodwill acquired in the Acquisition will be deductible for income tax purposes.

NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

For the three months ended March 31, 2024 and 2023
(Expressed in thousands of Canadian dollars, unless stated otherwise)

There are no revenues or net earnings of BRESML or Proprio Direct included in the consolidated statement of net and comprehensive loss for the period ended March 31, 2024 as the Acquisition was completed on the last day of the period. On a pro forma basis, BRESML and Proprio Direct revenue and net earnings available to common shareholders would have amounted to \$56,779 and \$1,030, respectively for the period. This pro forma information incorporates the effect of the Acquisition as if it had been completed on January 1, 2024.

As a result of the Acquisition, effective April 1, 2024, the Company has two operating segments.

The brokerage operations (“Brokerage Operations”) operates full service real estate brokerage locations in British Columbia, Ontario and Quebec. The Brokerage Operations provide services to real estate sales representatives to support them in assisting businesses or residential customers who wish to buy or sell residential or commercial real estate in Canada.

The franchise services operations (the “Franchise Operations”) provides services to real estate brokerages across Canada.

4. MANAGEMENT SERVICES AGREEMENT

Under the terms of the MSA, prior to the Acquisition, the Manager provided certain management, administrative and support services to the Company.

The monthly fee payable to the Manager was equal to a fixed management fee of \$840 plus a variable management fee equal to a) the greater of i) 23.5% of the distributable cash (as defined in the MSA) of the Company before management fees or ii) 0.342% of the market value of the restricted voting shares on a diluted basis for the first five years of the term of the MSA, and b) the greater of i) 25% of the distributable cash (as defined in the MSA) of the Company before management fees or ii) 0.375% of the market value of the restricted voting shares on a diluted basis thereafter.

For the three months ended March 31, 2024, the Company incurred management fees of \$4,853 (2023 - \$5,048) for these services, \$4,742 of which was charged to the interim condensed consolidated statements of net and comprehensive loss (2023 - \$4,852) and \$111 was used to reduce the contract transfer obligation owing to the Manager plus related interest (2023 - \$196). The Company recorded a gain of \$99 when the contract transfer obligation was settled on March 31, 2024 as a result of the Acquisition.

5. ACCOUNTS RECEIVABLE

Accounts receivable represent amounts due from the Company’s franchise network for franchise fees and other revenues plus commissions receivable from home sales and amounts receivable from sales agents at the Brokerage Operations. As at March 31, 2024, the Company had accounts receivable of \$7,250 (December 31, 2023 - \$3,494) net of an allowance for doubtful accounts of \$349 (December 31, 2023 - \$115). During the three months ended March 31, 2024, administration expense included a bad debt expense of \$82 (2023 - \$59).

Management reviews accounts receivable to determine whether an allowance for doubtful accounts is required by assessing the collectability of receivables owing from each individual debtor. This assessment takes into consideration certain factors including the aging of outstanding balances, debtor operating performance, historical payment patterns, current collection efforts, relevant forward looking information and the Company’s security interests, if any.

The table below summarizes the aging of accounts receivable as at March 31, 2024.

As at,	March 31, 2024	December 31, 2023
Current	\$ 4,970	\$ 2,860
30 days past due	1,240	418
60 days past due	920	188
90+ days past due	469	143
Subtotal	\$ 7,599	\$ 3,609
Allowance for doubtful accounts	(349)	(115)
Accounts receivable	\$ 7,250	\$ 3,494

The Company recognizes revenues in income to the extent that collection is reasonably assured at the time the revenue is earned.

NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

For the three months ended March 31, 2024 and 2023
(Expressed in thousands of Canadian dollars, unless stated otherwise)

6. NOTES RECEIVABLE

Notes receivable represent formalized payment plans in respect of franchise fees due to the Company which were in arrears as well as financing provided to an affiliate brokerage related to an acquisition completed in a prior year. Amounts under franchise fee payment plans are due prior to December 2026 with those due greater than one year from the financial statement date being classified as non-current. The financing provided to an affiliate brokerage is non-interest bearing and has no fixed term. Monthly repayments are determined based on the profitability of the acquired brokerage.

7. PROPERTY AND EQUIPMENT

	Furniture, fixtures and equipment	Leasehold improvements	Total
Cost			
At December 31, 2023	\$ -	\$ -	\$ -
Additions related to business combination (note 3)	576	2,023	2,599
At March 31, 2024	\$ 576	\$ 2,023	\$ 2,599
Carrying Value			
At December 31, 2023	\$ -	\$ -	\$ -
At March 31, 2024	\$ 576	\$ 2,023	\$ 2,599

8. RIGHT OF USE ASSETS AND LEASE LIABILITIES

The table below summarizes the Right of Use Assets as at March 31, 2024.

	Property	Equipment	Total
Cost			
At December 31, 2023	\$ -	\$ -	\$ -
Additions related to business combination (note 3)	18,765	249	19,014
At March 31, 2024	\$ 18,765	\$ 249	\$ 19,014
Carrying value			
At December 31, 2023	\$ -	\$ -	\$ -
At March 31, 2024	\$ 18,765	\$ 249	\$ 19,014

The table below summarizes the Lease Liabilities as at March 31, 2024.

	March 31, 2024	December 31, 2023
Balance, beginning of period	\$ -	\$ -
Additions related to business combination (note 3)	18,811	-
Balance, end of year	\$ 18,811	\$ -
	March 31, 2024	December 31, 2023
Current portion of lease liabilities	\$ 3,731	
Long-term portion of lease liabilities	15,080	
Total lease liabilities	\$ 18,811	\$ -

NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

For the three months ended March 31, 2024 and 2023
(Expressed in thousands of Canadian dollars, unless stated otherwise)

9. INTANGIBLE ASSETS

Franchise agreement expenses are recorded as additions to intangible assets net of any recovery of previously paid franchise agreement expenses and net of any amortization of previously capitalized franchise agreement expenses. For the three months ended March 31, 2024, the Company recorded a net increase of intangible assets related to franchise agreement expenses of \$44 (2023 - reduction of \$66). The net increase of intangible assets related to franchise agreement expenses reflect expenditures of \$88 (2023 - \$73) minus the amortization of previously capitalized franchise agreement expenditures of \$132 (2023 - \$139) which were recorded as a reduction of revenues.

For the three months ended March 31, 2024, the Company identified fifteen Franchise Agreements with a carrying amount in excess of their recoverable amount (2023 - one franchise agreement was terminated) resulting in an impairment charge of \$1,552 (2023 - \$102).

A summary of intangible assets as at March 31, 2024 and December 31, 2023 is provided in the charts below.

	Franchise Agreements & Ancillary Agreements	Trademarks	Agent Contracts	Brands	Total
Cost					
At December 31, 2023	\$ 244,607	\$ 5,427	\$ -	\$ -	\$ 250,034
Franchise agreement expenses and rebates	88	-	-	-	88
Impairment and write-off	(3,861)	-	-	-	(3,861)
Additions from business combination (note 3)	-	-	9,900	2,500	12,400
At March 31, 2024	\$ 240,834	\$ 5,427	\$ 9,900	\$ 2,500	\$ 258,661
Accumulated amortization					
At December 31, 2023	\$ (198,094)	\$ (3,755)	\$ -	\$ -	\$ (201,849)
Amortization expense	(1,780)	(46)	-	-	(1,826)
Impairment and write-off	2,309	-	-	-	2,309
At March 31, 2024	\$ (197,565)	\$ (3,801)	\$ -	\$ -	\$ (201,367)
Carrying value					
At December 31, 2023	\$ 46,513	\$ 1,672	\$ -	\$ -	\$ 48,185
At March 31, 2024	\$ 43,268	\$ 1,626	\$ 9,900	\$ 2,500	\$ 57,294

10. GOODWILL

As part of the Acquisition, the Company acquired goodwill of \$18,749 on March 31, 2024 (see Note 3 - Acquisition of Brokerage Operations).

NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

For the three months ended March 31, 2024 and 2023
(Expressed in thousands of Canadian dollars, unless stated otherwise)

11. INCOME TAXES

The Company uses the liability method of tax allocation in accounting for income taxes. Under this method, temporary differences between the carrying amount of balance sheet items and their corresponding tax basis result in either deferred income tax assets or liabilities. Deferred income taxes are computed using substantively enacted tax rates applicable to the years in which the temporary differences are expected to reverse.

A reconciliation of income taxes at Canadian statutory rates with reported income taxes is as follows:

For the three months ended March 31,	2024	2023
Earnings (loss) before income tax recovery for the period:	\$ (1,469)	\$ (3,982)
Expected income tax expense (recovery) at statutory rate of 26.5% (2022 - 26.5%)	(389)	(1,055)
Increase (decrease) in income tax expense due to the following:		
Non-deductible amortization	112	124
Non-deductible loss (non-taxable gain) on fair value of Exchangeable Units	705	1,587
Non-deductible interest on Exchangeable Units	385	385
Non-deductible impairment and write-off of intangible assets, net	-	-
Income allocated to Exchangeable Unitholders	(314)	(318)
Total income tax expense	\$ 499	\$ 723

The major components of income tax expense include the following:

For the three months ended March 31,	2024	2023
Current income tax expense	\$ 575	\$ 937
Deferred income tax recovery	(76)	(214)
Total income tax expense	\$ 499	\$ 723

The significant components of the Company's deferred tax assets are as follows:

	Opening Balance	Business Acquisition	Net Earnings	Total
Deferred tax assets:				
Intangible assets	\$ 5,820	\$ (2,247)	\$ 500	\$ 4,073
Lease liability	-	4,996	-	4,996
Tax loss carry forward	-	4,279	-	4,279
Other, net	412	147	(424)	135
Deferred income tax liabilities:				
Right-of-use assets	\$ -	\$ (5,050)	\$ -	\$ (5,050)
Property, plant and equipment	-	(409)	-	(409)
Deferred tax asset	\$ 6,232	\$ 1,716	\$ 76	\$ 8,024

Classification in the Consolidated Financial Statements	March 31, 2024	December 31, 2023
Deferred income tax assets (liabilities):	\$ 9,688	\$ 6,232
Deferred income tax recovery (expense)	(1,664)	-
Deferred tax asset	\$ 8,024	\$ 6,232

NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

For the three months ended March 31, 2024 and 2023
(Expressed in thousands of Canadian dollars, unless stated otherwise)

12. DEBT FACILITIES

The Company's debt is comprised of the following debt facilities:

As at	March 31, 2024	December 31, 2023
Term facility	\$ 55,000	\$ 55,000
Acquisition facility	12,000	12,000
	\$ 67,000	\$ 67,000
Debt facility amendment adjustments and financing fees	(53)	22
Debt facilities	\$ 66,947	\$ 67,022

The Company has \$95,000 (December 31, 2023 – \$90,000) in financing available under a borrowing agreement with a Canadian Chartered Bank which mature on December 31, 2026 (“Maturity”). Effective March 31, 2024, the Company agreed to certain amendments to the debt facilities in consideration of the Acquisition, including an increase in the Operating Facility from \$5,000 to \$10,000.

The debt facilities under this agreement are comprised of the following;

A \$55,000 non-revolving term variable rate facility (the “Term Facility”). Repayment of principal outstanding is due on Maturity.

A \$30,000 revolving acquisition facility (the “Acquisition Facility”) is available to support acquisitions pursued by the Company. A standby fee of 0.15% applies on undrawn amounts under the Acquisition Facility. Repayment of principal outstanding is due on Maturity.

A \$10,000 revolving operating facility (the “Operating Facility”) is available to meet the Company's day-to-day operating requirements. No amounts have been drawn on this facility at March 31, 2024.

Borrowings under each of these arrangements are secured by a first ranking security interest in substantially all assets of the Company and bear interest at a variable rate of Banker's Acceptances (BAs) +2.00% or Prime + 0.8%, (2023 – BAs + 1.70% or Prime + 0.5%) at the option of the Company.

The Company's ability to borrow under these arrangements is subject to the Company maintaining certain financial covenants. Under these covenants, the Company must maintain a ratio of Consolidated EBITDA to Interest Expense on Senior Indebtedness at a minimum of 3.0 to 1 and a ratio of Senior Indebtedness to Consolidated EBITDA at a maximum of 4.0 to 1. The Company is obligated to make limited principal repayments under the Debt Facilities in circumstances where the ratio of Senior Indebtedness to Consolidated EBITDA exceeds 3.4:1. Such payments shall continue until the ratio of Senior Indebtedness to Consolidated EBITDA is less than 3.25:1.

Consolidated EBITDA is defined as net earnings before interest expense, income taxes, fair value adjustments on interest rate swaps and Exchangeable Units and impairment, write-off and amortization of intangible assets. Senior Indebtedness is defined as borrowings on the Company's debt facilities. At March 31, 2024 and December 31, 2023, the Company complied with all covenants under the debt facilities.

The Company had entered into an interest rate swap agreement to swap the variable interest rate obligation on the \$55,000 Term Facility to a fixed rate obligation of 3.94% through to December 31, 2023. For the three months ended March 31, 2023, the Company recognized a loss of \$378 on the fair value of the interest rate swap.

NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

For the three months ended March 31, 2024 and 2023
(Expressed in thousands of Canadian dollars, unless stated otherwise)

13. DEFERRED PAYMENTS

The Company owed certain management fees to the Manager and interest on Exchangeable Units to BBP totaling \$6,616 that were deferred in a prior year. The management fees owing to the Manager were effectively settled as a result of the Acquisition. The interest on Exchangeable Units owing to BBP were settled as a result of the issuance of 64,085 Exchangeable Units to BBP on March 31, 2024. These deferred payments were non-interest bearing. On initial recognition, the Company recorded these deferred payments at their fair value using an income approach to determine fair value. For the three months ended March 31, 2024, the Company recorded interest expense of \$62 (2023 - \$59) reflecting accretion of the carrying value of the deferred payments using the effective interest rate method. The Company recorded a gain of \$1,224 related to the fair value and settlement of the deferred payments as a result of the Acquisition.

14. EXCHANGEABLE UNITS

On March 31, 2024, the Company issued 2,920,877 Exchangeable Units to BBP pursuant to the Acquisition and the settlement of certain deferred payments owing to BBP (see Note 3 - Acquisition of Brokerage Operations and the Manager and Note 13 - Deferred Payments).

The Exchangeable Units are exchangeable on a one-for-one basis for restricted voting shares of Bridgemarq at the option of the holder. Only if a takeover bid is made for 25% or more of the outstanding restricted voting shares of Bridgemarq and a contemporaneous identical offer is not made for the Exchangeable Units, the holder can exchange the Exchangeable Units at a ratio of 1.1 restricted voting shares per Exchangeable Unit subject to adjustment in certain cases. Under no circumstance can the holder exchange the Exchangeable Units for any asset other than restricted voting shares.

The Company measures the Exchangeable Units at their fair value using the closing price of the Company's restricted voting shares listed on the TSX. At March 31, 2024, the Company used the closing market price of Bridgemarq's shares of \$13.97 (December 31, 2023 - \$13.17). During the three months ended March 31, 2024, the Company recorded a loss of \$2,662 related to the fair value of the Exchangeable Units (2023 - \$5,990).

The Exchangeable Unitholders are entitled to cash distributions from the Partnership in respect of their economic interest in the Partnership as and when declared by the Board of Directors of RIFGP. Such distributions are made on a before tax basis and are directly taxable in the hands of the Exchangeable Unitholders. For the three months ended March 31, 2024, the Board of Directors of RIFGP declared distributions payable to the Exchangeable Unitholders of \$1,452 (2023 - \$1,452).

15. SHARE CAPITAL

Bridgemarq is authorized to issue an unlimited number of restricted voting shares, an unlimited number of preferred shares and one special voting share.

Each restricted voting share represents a proportionate voting right in Bridgemarq, and holders of the restricted voting shares are entitled to dividends declared and distributed by Bridgemarq. No additional restricted voting shares were issued during the three months ended March 31, 2024 or the year ended December 31, 2023.

No preferred shares were issued or outstanding as at March 31, 2024 or December 31, 2023.

The special voting share represents the proportionate voting rights of the Exchangeable Unitholders of the Partnership. The special voting share is redeemable by the holder at \$0.01 per share, and the holder is not entitled to dividends declared by Bridgemarq.

The following table summarizes the outstanding shares of Bridgemarq:

As at,	March 31, 2024	December 31, 2023
Restricted voting shares	9,483,850	9,483,850
Special voting share	1	1

NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

For the three months ended March 31, 2024 and 2023
(Expressed in thousands of Canadian dollars, unless stated otherwise)

16. LOSS PER SHARE

Basic and diluted loss per share has been determined as follows:

(In thousands of Canadian dollars, except share and per share amounts)	2024	2023
Net loss available to restricted voting shareholders - basic	\$ (1,968)	\$ (4,705)
Interest on Exchangeable Units	1,452	1,452
Loss on fair value of Exchangeable Units	2,662	5,990
Net loss available to restricted voting shareholders - diluted	\$ 2,146	\$ 2,736
Weighted average number of shares outstanding used in computing basic earnings per share	9,483,850	9,483,850
Total outstanding Exchangeable Units	6,248,544	3,327,667
Weighted average number of shares outstanding used in computing diluted earnings per share	12,843,971	12,811,517
Basic loss per share	\$ (0.21)	\$ (0.50)
Diluted loss per share	\$ (0.21)	\$ (0.50)
Dividends declared	\$ 3,201	\$ 3,201
Restricted voting shares	9,483,850	9,483,850
Dividends per restricted voting share	\$ 0.34	\$ 0.34

17. RELATED PARTY TRANSACTIONS

In addition to transactions disclosed elsewhere in the interim condensed consolidated financial statements, the Company had the following transactions with parties related to the companies acquired in the Acquisition or the Exchangeable Unitholders during the three months ended March 31, 2024 and March 31, 2023. These transactions have been recorded at the exchange amount as agreed between the parties.

For the three months ended March 31,	2024	2023
a) Revenues		
Fixed franchise fees	\$ 742	\$ 716
Variable franchise fees	\$ 267	\$ 267
Other revenue, net	\$ 80	\$ 35
b) Expenses		
Cost of other revenue	\$ 13	\$ 79
Management fees	\$ 4,742	\$ 4,852
Insurance premiums and other	\$ 8	\$ 8
Interest on contract transfer obligation	\$ 24	\$ 31
c) Interest		
Interest to Exchangeable Unitholders	\$ 1,452	\$ 1,452

The following amounts due to/from related parties are included in the account balance as described;

As at,	March 31, 2024	December 31, 2023
d) Interest payable to Exchangeable Unitholders	\$ 484	\$ 484

Prior to March 31, 2024, the Company had no employees. As such, there is no compensation expense recorded in the results of the Company for the period ended March 31, 2024. Certain members of the Company's board of directors are compensated for their services. During the three months ended March 31, 2024, the Company incurred \$82 in directors' fees (2023 - \$92). Directors' fees are included in administration expense.

NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

For the three months ended March 31, 2024 and 2023
(Expressed in thousands of Canadian dollars, unless stated otherwise)

18. FINANCIAL INSTRUMENTS

In the normal course of business, the Company is exposed to a number of financial risks that can affect its operating performance. These risks are outlined below:

A) Credit Risk

Credit risk arises from the possibility debtors may not pay amounts owing to the Company. The Company's credit risk is limited to the recorded amount of accounts receivable and notes receivable.

Brokerage Operations

All real estate transactions require the purchaser to pay a deposit which reduces the likelihood that a buyer will not complete the transaction. Credit risk also arises from the possibility that sales representatives may not pay amounts owing to the Brokerage Operations. Credit risk is mitigated by the fact that the Brokerage Operations has the ability to deduct any amounts owing from sales agents from the commission income they earn on their transactions with customers.

Franchise Operations

The Company reviews the financial position of all franchisees during the application process and closely monitors outstanding accounts receivable on an ongoing basis to evaluate the risk of a default occurring over the expected life of the accounts receivable. This monitoring includes evaluating the franchisee's historical payment patterns, the current financial health of the franchisee and expected or possible changes in future events or market conditions to determine whether a provision should be recorded. The estimation and application of monitoring future events or market conditions requires significant judgment and is uncertain.

As at March 31, 2024, the Company has recorded an allowance for doubtful accounts related to accounts receivable and notes receivable of \$194 (December 31, 2023 - \$115).

B) Liquidity Risk

The Company is exposed to liquidity risk in its ability to finance its working capital requirements and meet its cash flow needs, including paying dividends to shareholders of restricted voting shares and interest to Exchangeable Unitholders. The Company manages liquidity risk by maintaining conservative debt levels compared with those required by the covenants associated with the debt facilities. The Company has a \$30,000 Acquisition Facility, of which \$12,000 has been drawn, and a \$10,000 undrawn Operating Facility which mature on December 31, 2026.

Estimated contractual maturities of the Company's financial liabilities are as follows:

As at March 31,	2024	2025	2026	2027	2028	Beyond 2028	Total
Accounts payable and accrued liabilities	\$ 14,799	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 14,799
Customer deposits	52,367	-	-	-	-	-	\$ 52,367
Leases	3,408	2,793	2,256	1,401	1,223	2,020	\$ 13,101
Interest payable to Exchangeable Unitholders	484	-	-	-	-	-	\$ 484
Dividends payable to shareholders	1,067	-	-	-	-	-	\$ 1,067
Interest on long-term debt	3,588	4,784	4,784	-	-	-	\$ 13,156
Exchangeable Units	-	-	-	-	-	87,292	\$ 87,292
Debt facilities	-	-	67,000	-	-	-	\$ 67,000
Total	\$ 75,713	\$ 7,577	\$ 74,040	\$ 1,401	\$ 1,223	\$ 89,312	\$ 249,266

NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

For the three months ended March 31, 2024 and 2023
(Expressed in thousands of Canadian dollars, unless stated otherwise)

C) Interest Rate Risk

The Company is exposed to the risk of interest rate fluctuations on its debt facilities as the interest rates on these facilities are based on the Prime rate and Banker's Acceptance rates.

The Acquisition Facility bears interest at a variable rate of BAs + 2.00% or Prime + 0.8%. Management has elected to pay interest at variable interest rates on its outstanding debt facilities and monitors this position on an ongoing basis. An increase of 1% in the Company's effective interest rate on its variable rate debt would result in an increase in its annual interest expense on the debt facilities of approximately \$670.

D) Market Risk

The Company operates real estate brokerage offices in a number of markets across the country. The Brokerages Operations generates its revenue from its offices in the greater Toronto area, the Greater Vancouver area and throughout the province of Quebec. Real estate markets are cyclical and unpredictable which may contribute to volatility in the Company's cash flows. This market volatility is someone mitigated by the lower volatility associated with franchise fee revenues earned by the Franchise Operations and the geographic diversification of the Brokerage Operations.

E) Fair Value

The fair value of certain of the Company's financial instruments, including cash, accounts receivable, notes receivable, accounts payable and accrued liabilities, interest payable to Exchangeable Unitholders and dividends payable to holders of restricted voting shares, are estimated by management to approximate their carrying values due to their short-term nature. The fair value of the Company's outstanding borrowings of \$67,000 approximate their carrying value of \$66,947 as a result of its floating rate terms.

F) Fair Value Hierarchy

The following table summarizes the financial instruments measured at fair value in the interim condensed consolidated balance sheets, classified using the fair value hierarchy.

As at March 31, 2024	Level 1	Level 2	Level 3	Total
Financial liabilities (assets):				
Exchangeable Units	87,292	-	-	87,292
Total	\$ 87,292	\$ -	\$ -	\$ 87,292
As at December 31, 2023	Level 1	Level 2	Level 3	Total
Financial liabilities (assets):				
Exchangeable Units	43,825	-	-	43,825
Total	\$ 43,825	\$ -	\$ -	\$ 43,825

See Note 14 for disclosures related to Level 1 fair values. There were no transfers between fair value hierarchy levels during the period.

NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

For the three months ended March 31, 2024 and 2023
(Expressed in thousands of Canadian dollars, unless stated otherwise)

19. MANAGEMENT OF CAPITAL

The Company's capital is made up of its cash on hand, debt facilities, Exchangeable Units and shareholders' deficit.

The Company's objectives in managing its capital include; a) maintaining a capital structure that provides financing options to the Company while remaining compliant with the covenants associated with the debt facilities; b) maintaining financial flexibility to preserve its ability to meet financial obligations, including debt servicing and dividends to shareholders; and c) deploying capital to provide an appropriate investment return to its shareholders.

The Company's financial strategy is designed to maintain a flexible capital structure consistent with these objectives and to be in a position to respond to changes in economic conditions and investment opportunities as they arise.

The covenants of the debt facilities prescribe that the Company must maintain a ratio of Consolidated EBITDA to Senior Interest Expense on Senior Indebtedness at a minimum of 3.0 to 1 and a ratio of Senior Indebtedness to Consolidated EBITDA at a maximum of 4.0 to 1.

As at March 31, 2024 and December 31, 2023, the Company was compliant with all financial covenants. There were no changes in the Company's approach to capital management during the period.

20. SEGMENTED INFORMATION

As a result of the Acquisition, the Company operates in two business segments. These segments are determined based on the nature of their operations, the products and services they provide and the nature of the customers they service.

Within the Brokerage Operations, there are a number of brokerage locations that operate in different geographical regions under different real estate brands. These brokerage locations have been grouped to form the Brokerage Operations due to the nature of their operations and the commonality in how they generate revenues. All of the brokerage locations in the Brokerage Operations operate in Canada.

The Franchise Operations provide information and services to REALTORS® and real estate brokerages in Canada through a portfolio of highly regarded real estate services brands. The economic characteristics are consistent across the Company's brands as they each provide services, similar in nature, in the Canadian residential real estate market.

The Company excludes corporate costs in the determination of each operating segment's performance. Corporate costs include those activities and operations which are common to the other operating segments of the Company and include the elimination of transactions between the segments.

Management evaluates the operating results of each segment based upon revenue and EBITDA. EBITDA is defined as net earnings (loss) and total comprehensive earnings (loss) before deducting income tax expense, interest expense, interest on leases, loss on impairment, and depreciation and amortization. The Company's determination and presentation of EBITDA may not be comparable to similar measures used by other companies.

For the three-month period ended March 31, 2024, 100% of the operating results are attributable to the Franchise Operations.

The table below provides total assets on a segmented basis.

As at	March 31, 2024	December 31, 2023
Segment Assets		
Brokerage Operations	\$ 89,559	\$ -
Franchise Operations	91,583	64,892
Total assets	\$ 181,142	\$ 64,892



bridgemark.com