



Brookfield

Real Estate Services Inc.

2018 Annual General Meeting



SPENCER ENRIGHT

Director and Chairman of the Board of Directors



PHILIP SOPER

President and Chief Executive Officer



GLEN McMILLAN

Chief Financial Officer



BOARD OF DIRECTORS

Spencer Enright, CPA, CA

Lorraine Bell, CPA, CA

Simon Dean

Hon. J. Trevor Eyton, O.C., Q.C.

Gail Kilgour, ICD.D



FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking information and other “forward-looking statements”. Words such as “continue”, “momentum”, “expected”, “forecast”, “grow”, “increase”, “may”, “projected”, “begin”, “plans”, “trajectories”, “promise”, “pipeline”, “upswing”, “indication”, “opportunity”, “maintain”, “drive”, “moving”, “will”, “expanding”, “offer”, “participating”, “reflects”, “firing”, “increase”, “requires”, “reduces”, “borrow”, “buy”, “going”, “demand”, “outstripping”, “provide”, “dominate”, “win”, “eradicating”, “attract”, “want”, “pushes”, “continue”, “look”, “interact” 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: changes in the supply of houses for sale in Canada or in any particular region within Canada, changes in the demand for houses in Canada or any particular region within Canada, changes in government policy, laws or regulations which could reasonably affect the housing markets in Canada, consumer response to any changes in the housing markets in Canada or any changes in government policy, laws or regulations, changes in the company's strategy with respect to dividends, other developments in the residential real estate brokerage industry or the company that reduce the number of REALTORS^{®1} in the company's network or royalty revenue from the company's network, changes in the productivity of REALTORS[®] in the company's network, changes in general economic conditions (including interest rates, consumer confidence and other general economic factors or indicators) in Canada or any particular region of Canada, the ability of governments to pass legislation and regulations related to indicated policies, 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, 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.sedar.com. 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.

¹ REALTORS[®] is a trademark identifying real estate licensees in Canada who are members of the Canadian Real Estate Association.



QUESTIONS?

Send an email to info@brookfieldres.com.

A modern office lobby with blue walls and a red-lit doorway. The floor is highly reflective, showing the ceiling and the doorway. A person's legs are visible in the lower left corner, walking across the frame.

OUR BRANDS



- Leader in Canadian real estate since 1913
- Over 17,000 agents in more than 650 locations nationwide



- Leading luxury real estate boutique firm selling distinctive homes in southern Ontario
- ~260 real estate professionals



- The Quebec founded and headquartered real estate company, since 1991
- ~900 agents in 60 locations



OPERATING RESULTS REVIEW

For the year ended December 31, 2017 and Q1 2018

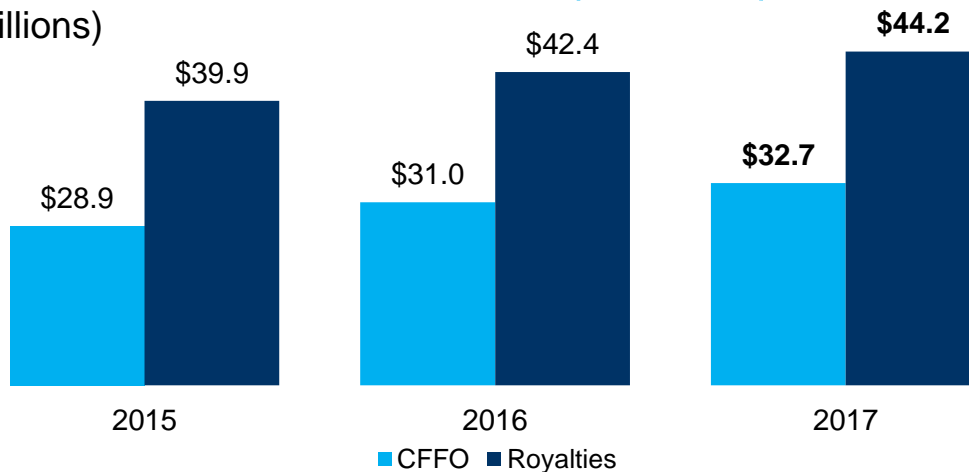
Brookfield
Real Estate Services Inc.

Record Financial Performance in 2017

Strong results generated from the Company's growing network of REALTORS®.

ROYALTIES AND CASHFLOW FROM OPERATIONS (CFFO)

(\$ millions)



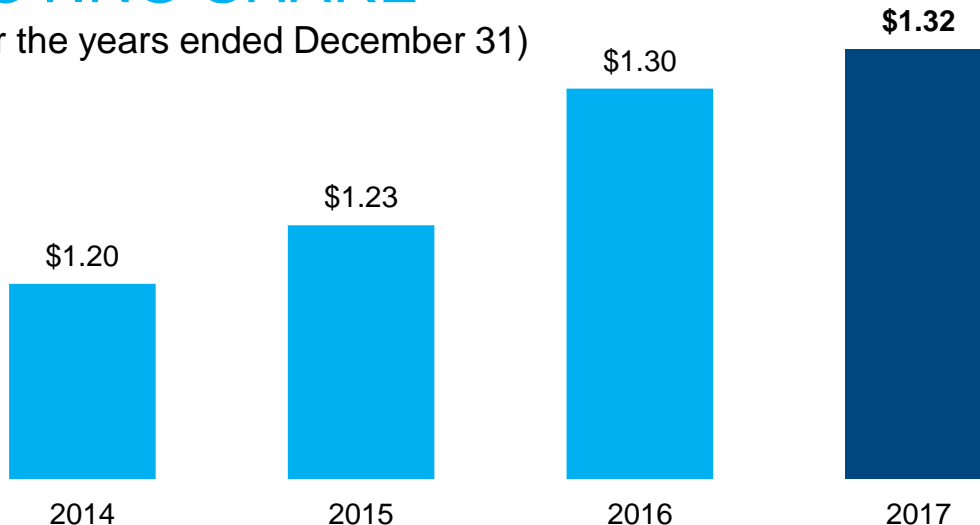
- The improvement in CFFO was driven by an increase in royalties as a result of an increase in the number of REALTORS® in the Company Network and lower cash operating expenses.
- The strong Canadian Market in the first six months of 2017, combined with a 3% increase in the number of REALTORS®, contributed to the increase in royalties.

A Growing Dividend

The Company's cash dividend per Restricted Voting Share has increased by 20% in the past five years.

DIVIDENDS PAID PER RESTRICTED VOTING SHARE

(For the years ended December 31)



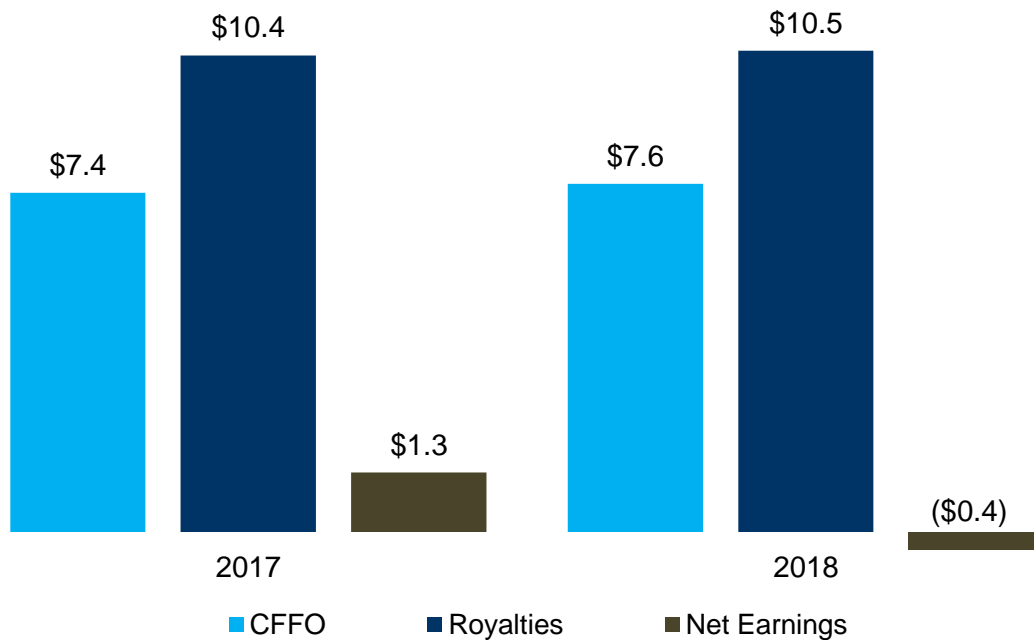
- Most recent monthly dividend declared by the Board of \$0.1125 per Restricted Voting Share represents a targeted annualized dividend of \$1.35 per Restricted Voting Share.
- Excluding premium fees, on a pro forma basis, the 2017 payout ratio was 83%.

A Strong Start to 2018

In the first quarter, royalties and CFFO continued to grow year-over-year.

Q1 2018 FINANCIAL HIGHLIGHTS

(\$ millions, for the three months ended March 31)



Company Growth and Momentum

In the first quarter of 2018, the Company network of REALTORS® grew 3%, compared to 2017.

COMPANY GROWTH

(Number of REALTORS® as at December 31)



- The Company grew by 555 REALTORS® in 2017, with 55 new franchise agreements representing 568 REALTORS® and net attrition of 13 REALTORS®
- In January 2018, the Company acquired an additional 38 Franchise Agreements, representing 563 REALTORS®, after which it experienced net organic growth of 10 REALTORS®

*As at March 31, 2018



KEY BUSINESS DRIVERS

Canadian Real Estate's Leading Consolidator and Growth Story

Since inception, the Company's
network has grown at a 5%
CAGR

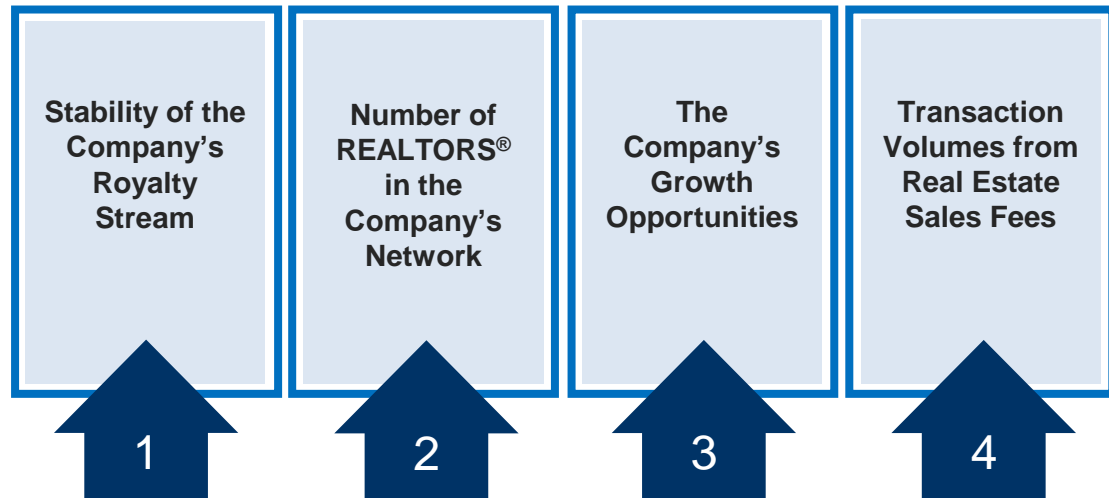
BUSINESS STRATEGY

- Pay growing dividends
- Stability through long-term franchise agreements with fixed fees
- Leverage the economies of scale of the nation's largest operator
- Recruit and train premium practitioners
- Maintain appropriate capital structure
- Lead the industry with innovative, effective technology and business services

SINCE INCEPTION,
Brookfield has grown by 9,500 REALTORS®

Key Business Drivers

A time-tested strategy,
contributing to growth and
stability.

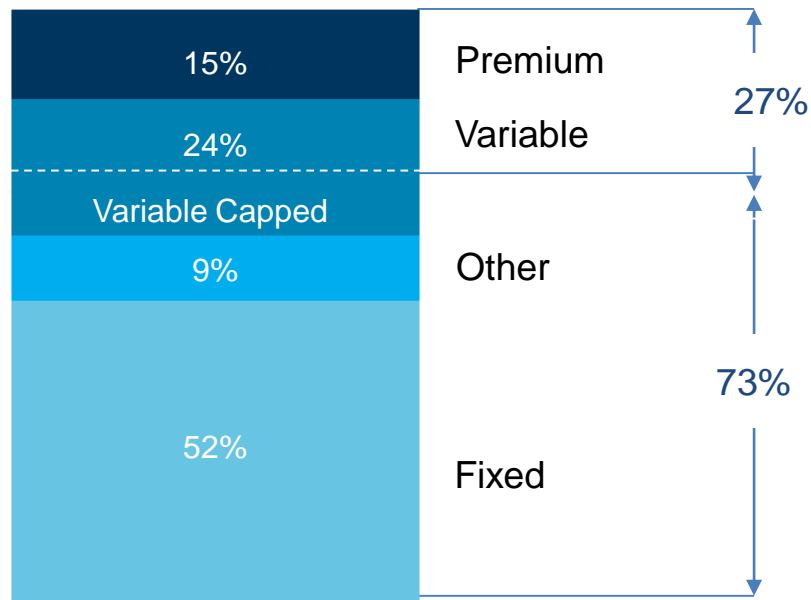


Royalty Fees Structured to Provide Stability

73% of the Company's royalty fees were fixed in nature in 2017.

ROYALTY FEE COMPOSITION

(For the year ended December 31, 2017)



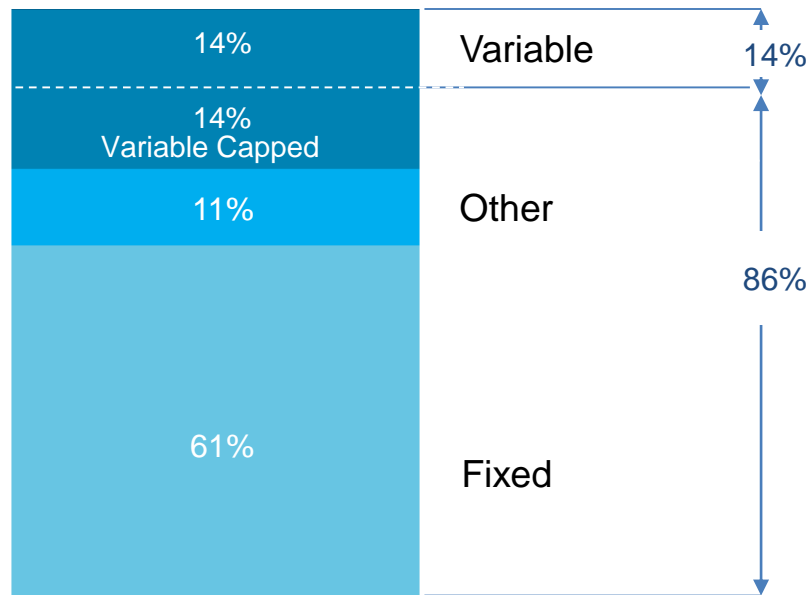
- Fees that are fixed in nature provide revenue stability despite market fluctuation.

Royalty Fees Structured to Provide Stability

Shown pro forma, without premium fees, 86% of the Company's royalty fees would have been fixed in nature in 2017.

ROYALTY FEE COMPOSITION

(Pro Forma – Without premium fees)

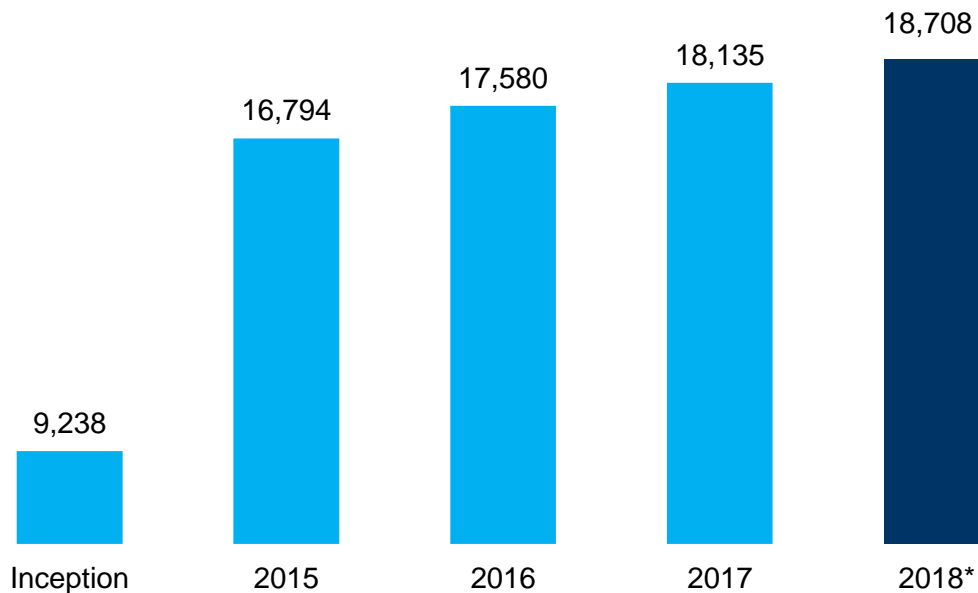


Strong Network Growth

From inception through Q1 2018, the Company has grown by 103%, both organically and through acquisitions.

COMPANY GROWTH

(Number of REALTORS® as of December 31, 2017)



- During 2017, the Company grew from coast-to-coast, with the exception of the Prairies, which is still recovering from collapse in commodity prices.

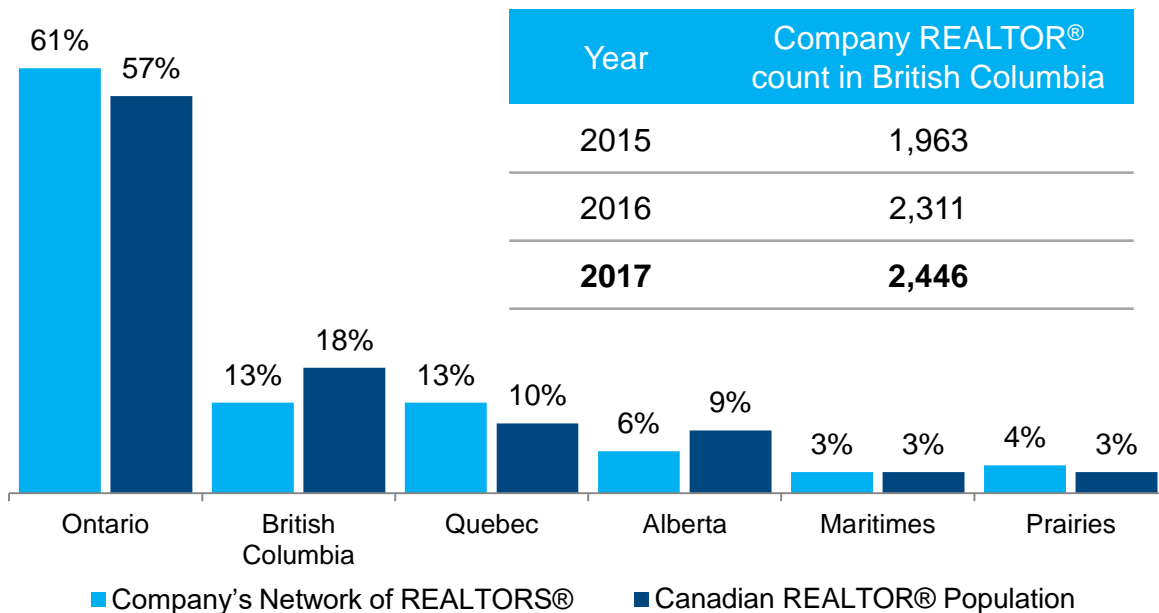
*As at March 31, 2018

A Strong Network Nationwide

The Company holds an approximate one-fifth share of the residential real estate market based on 2017 transactional dollar volume.

REALTOR® COUNT

(As at December 31, 2017)

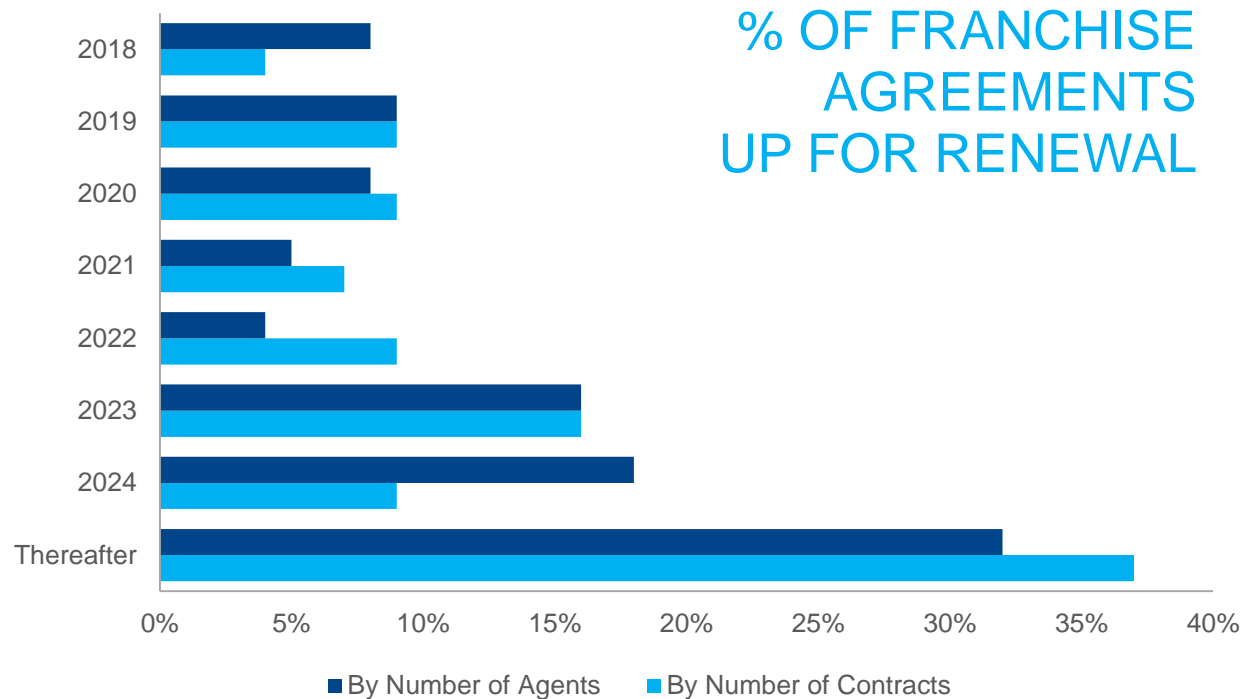


Year	Company REALTOR® count in British Columbia
2015	1,963
2016	2,311
2017	2,446

- The Company has a very strong presence in two of Canada's largest markets, Ontario and Quebec.
- British Columbia remains a large growth opportunity. Investment in that region saw the Company's REALTOR® count grow by 62% since 2014.

A Balanced Low-risk Contract Portfolio

The Company historically enjoys a **95%+*** contract renewal rate.



- In 2017, we renewed 33 franchise agreements representing 1,120 REALTORS®.

*Expressed as a percentage of the underlying number of REALTORS® associated with these agreements

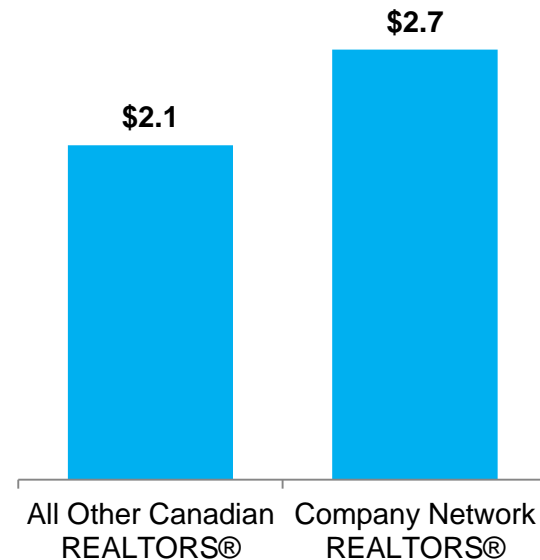
Superior REALTOR® Productivity

Increased agent productivity reduces attrition, produces higher variable royalties, and contributes to franchisee profitability.

TRANSACTIONAL \$ VOLUME PER AGENT

(\$ millions, for the years ended December 31)

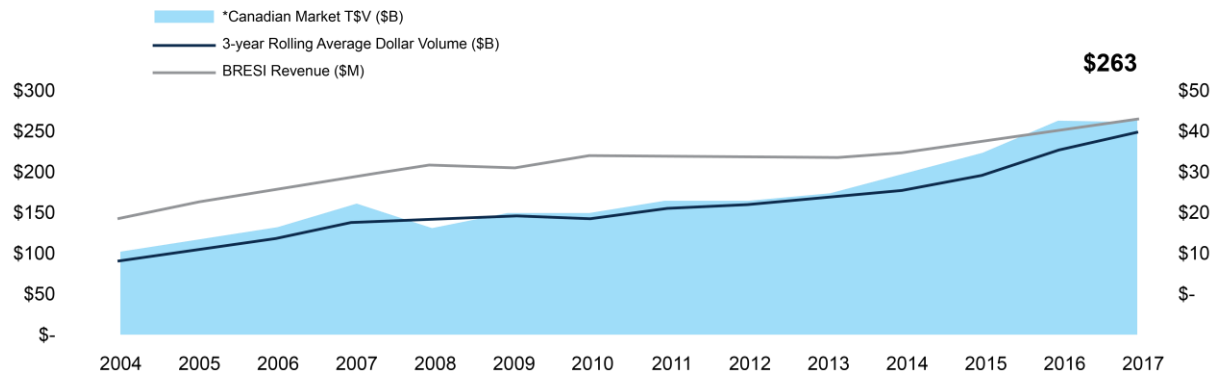
The average Company REALTOR® generated **\$600,000** more than the average Canadian REALTOR®.



The Canadian Real Estate Market

From coast-to-coast, regional housing markets provide diversification.

TRANSACTIONAL DOLLAR VOLUMES



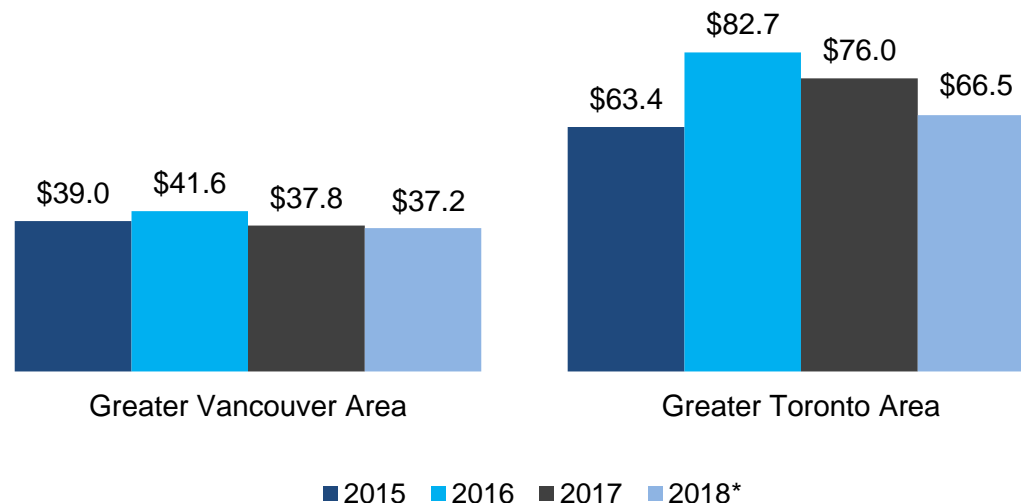
- The Company's fixed-fee structure provides downside protection when markets cool, while in rapidly expanding markets, the Company's revenue growth will be less pronounced than the market

Legislation-triggered corrections impact Canada's two largest real estate markets in 2017

Long term outlook is still positive as supply is limited in both regions.

TRANSACTIONAL DOLLAR VOLUME

(Billions, for the twelve months ended December 31)



- In 2017, the GTA market closed down 8% compared to 2016, driven by a 13% increase in price and 19% decrease in units sold.
- The Greater Vancouver market closed down 9%, driven by a 1% increase in price and 10% decrease in units sold.

2018 Pipeline

Leading agents choose
winning brands.

2018 FOCUS:

- Continued focus on Western Canada, Quebec and ethnically diverse regions
- Communicate to competing brokerages and agents, highlighting the Company's strong brands and unique value propositions
- For a decade, the Company has been the leader in capitalizing on a long-term consolidation trend in the Canadian real estate industry



REAL ESTATE MARKET UPDATE



SALES VOLUME

Q1 2018 over Q1 2017

HOUSING MIX CHANGE DRIVES DROP IN AVERAGE PRICES

PRICES
-12%

TORONTO

PRICES
+7%

VANCOUVER

PRICES
+6%

MONTREAL

PRICES
+1%

CALGARY

ROYAL LEPAGE NATIONAL HOUSE PRICE COMPOSITE*

ADJUSTS FOR CHANGES IN HOUSING MIX



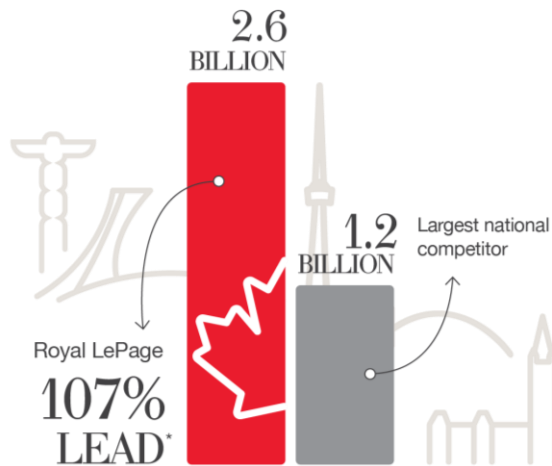
*Powered by

RPS
REAL PROPERTY
SOLUTIONS



OUTSTANDING LEADERSHIP

Brookfield
Real Estate Services Inc.



Royal LePage
**107%
LEAD***

The Voice of Canadian Real Estate

Consistently the most quoted
real estate firm in Canada

TOP PRODUCERS CHOOSE WINNERS



Swanepoel

POWER 200



IABC/Toronto
OVATION Awards
WINNER

ROYAL LEPAGE

Your
Perfect

Life

Perfect Life

find places that fit
e



CMA Awards

2017 WINNER

CANADA'S #1
MARKETING AWARDS



Canada
Relations

Toronto Society





COMMUNITY LEADERS



Royal LePage and Johnston & Daniel

The Foundation has raised more than \$27 million since inception. The Foundation is the largest public foundation in Canada dedicated exclusively to supporting shelters for women and children.



Via Capitale

Via Capitale has dedicated significant time and effort into raising over \$100,000 for food banks across the province of Quebec through La Grande Guignolée.



Brookfield Real Estate Services Charitable Foundation

A long history of matching employee donations to the United Way, which is an incorporated not-for-profit charity focused on improving the long-term health of the community.

A woman with reddish-brown hair is looking out of a window at a city at night. The background is a blurred cityscape with warm lights and bokeh effects. A dark blue horizontal band is overlaid across the middle of the image, containing the main text.

EXCEPTIONAL OPERATING PLATFORM

Brookfield
Real Estate Services Inc.

**Recruiting &
Retention
Services &
Programs**

1

**Innovative
Technology**

2

**Industry-leading
Training &
Coaching**

3

**Marketing
Services &
Programs**

4

Committed to leveraging differentiating technologies and introducing meaningful business services that drive brokerage and agent profitability



RECRUITING & RETENTION

Tools and services that attract & retain the best talent

Brookfield
Real Estate Services Inc.

GAME-CHANGING RECRUITING TOOLS

- Recruiting Campaigns
- Transition Package
- New Recruiting Website



COACHING & ACCOUNTABILITY PROGRAMS

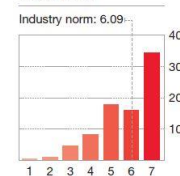
- Two new programs launched to support continuous improvement in recruiting and retention results



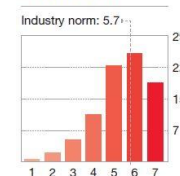
AGENT SATISFACTION SURVEYS

- Better understanding of satisfaction results in greater retention and referral

Retention

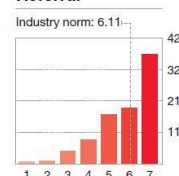


Satisfaction



Mean: 5.43 Range: 5

Referral



Mean: 5.92 Range: 4

The background features a dark blue hexagonal grid pattern. Various white icons are scattered across the grid, including a document, a shopping cart, a smartphone, two people silhouettes, a pie chart, a magnifying glass over a bar chart, a globe with a magnifying glass, a laptop, and an envelope.

INNOVATIVE TECHNOLOGY

Brookfield
Real Estate Services Inc.

Royal LePage Smart Studio

CRM + Marketing

A powerful new tool that automates and grows REALTORS®' business.




Brookfield
Real Estate Services Inc.



Royal LePage **Smart Leads**

Introducing Royal LePage Smart Leads, a lead management solution exclusive to Royal LePage agents, which automates how you respond to and manage your online leads.



When you
respond within

5 minutes
versus 30 minutes

You are

100x

more likely to
contact
a lead

21x

more likely to
qualify
a lead*

A photograph of a man and a woman looking at a laptop screen. The image is overlaid with a semi-transparent blue rectangle that contains the main text. The background is warm and slightly blurred, suggesting an indoor setting with natural light.

BRAND & MARKETING

Building brand awareness and consumer preference

Brookfield
Real Estate Services Inc.



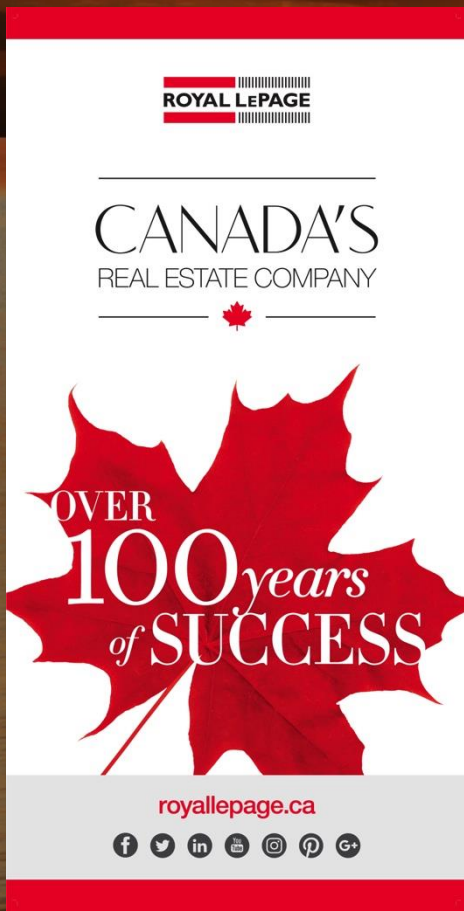
CANADA'S
REAL ESTATE COMPANY



ROYAL LEPAGE

BRAND CAMPAIGN

Brookfield
Real Estate Services Inc.



Pop-up banners



Posters



Signs



Brookfield
Real Estate Services Inc.

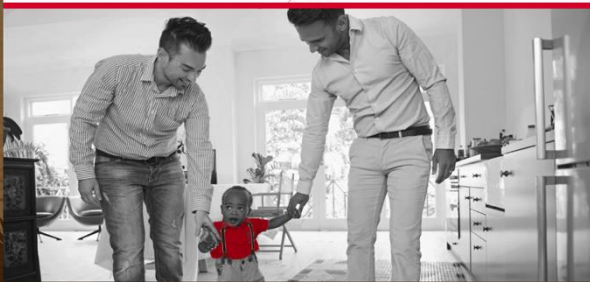
find your  happy place



find your  happy place



find your  happy place



find your  happy place



Ad Campaign

INVESTMENT IN STABILITY & GROWTH

- Record financial performance with strong positive momentum and a healthy pipeline
- Positive industry dynamics through economic cycles, with 7% CAGR in market \$ volume since 2004
- Long-term contracts support royalty stability
- Multi-brand strategy diversifies growth channels
- Superior technology, services and training
- Sustainable and growing distributable cash



QUESTIONS?

Send an email to info@brookfieldres.com.

Brookfield
Real Estate Services Inc.



Brookfield

Real Estate Services Inc.

2018 Annual General Meeting