Royal LePage Franchise Services Fund Interim Report to Unitholders Q2 2005 TSX-RSF.un

ROYAL LEPAGE www.royallepage.ca www.rsfund.ca



## Royal LePage Franchise Services Fund Interim Report to Unitholders Q2 2005





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#### About the Royal LePage Franchise Services Fund

The Royal LePage Franchise Services Fund is a leading provider of services to residential real estate brokers and their agents. The Fund generates cash flow from franchise royalties and service fees derived from a national network of real estate brokers and agents in Canada operating under the Royal LePage and Johnston & Daniel brand names. As at June 30, 2005, the Fund Network is comprised of 264 franchise agreements, operating from 565 locations serviced by 11,218 agents and sales representatives. The Fund has approximately 20% market share of the Canadian residential resale real estate market based on transactional dollar volume. Royal LePage Franchise Services Fund is a TSX listed income trust, which pays monthly distributions and trades under the symbol "RSF.UN".

#### **Communications to unitholders**

We regularly provide unitholders with information about the Fund through our annual report, quarterly interim reports and periodic press releases. All up-to-date information is available online at www.rsfund.ca. On the site you will find summary information about the company, public reports, press releases, statutory filings, units and distribution information.

#### Contact us

We welcome inquiries from unitholders, analysts, media representatives and other interested parties.

Please direct inquiries to: Pamela Kempthorne Investor Relations Officer (416) 510-5750 pkempthorne@royallepage2.com

#### Head office

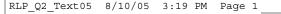
Royal LePage Franchise Services Fund 39 Wynford Drive Don Mills, ON M3C 3K5 Telephone: (416) 510-5800 Facsimile: (416) 510-5856 info@rsfund.ca www.rsfund.ca

Transfer agent and registrar

CIBC Mellon Trust Company

Auditors Deloitte & Touche LLP

Corporate counsel Goodman and Carr LLP



Q2 2005

### LETTER TO UNITHOLDERS

#### **Q2 2005 UNITHOLDER REPORT**

#### **Financial and Operating Highlights**

For the three months ended June 30, 2005	(th	ousands)	(per unit)
Royalties	\$	7,138	\$ 0.54
Net earnings	\$	1,436	\$ 0.14
Distributable cash	\$	5,476	\$ 0.41
Distributions	\$	3,662	\$ 0.28

We are pleased to present our results for the second quarter ended June 30, 2005, the strongest in the Fund's history.

Royalty revenue increased to \$7.1 million and net earnings to \$1.4 million, representing 12% and 18% increases respectively, over the second quarter of 2004. Distributable cash totaled \$5.5 million, up 8% over the same period in 2004. Growth in royalty revenue was driven by a 13% increase in the Fund's underlying network of agents and sales representatives for the twelve months ended June 30, 2005 and continued strength in the Canadian residential resale housing market.

An unprecedented 295 agents were added to the Fund Network during the second quarter and in addition to the 168 agents recruited in the first quarter, the Fund has already exceeded the annual growth target of 400 agents. Royal LePage is a highly valued real estate brand in every province and we continue to attract high performing broker-owners and agents with our unique suite of web-based marketing and business process automation services. To help our Realtors leverage these tools, we have invested heavily in training and coaching programs.

Due to solid second quarter performance, the Fund's cash reserve grew to \$5.6 million from \$3.8 million in the previous quarter. This puts the fund in an excellent position to maintain stable distributions through periods of seasonal fluctuation, and to fund future growth initiatives.

#### **Growth Pipeline**

In addition to the 463 agents added by organic recruitment in 2005, the Fund grew through the acquisition of 558 agents represented by 38 franchise contracts on January 1, 2005. Total agent growth for the six months ended June 30, 2005, is 1,021, well ahead of management's expectations.

An additional 179 agents are in the acquisition pipeline as of June 30, 2005.

#### **Royalty Fee Structural Change**

Effective July 1, 2005, franchises will begin paying a fixed \$100 monthly fee for sales representatives. This impacts only sales representatives that are selling-Realtors, and excludes broker-owners and managers. Fund management anticipates that a minimum of 400 sales representatives will contribute royalties under the new fee structure.

#### Outlook

The second quarter saw a softening in the rate of price appreciation in major markets. However, there was no corresponding softening of demand. In most urban markets, increased



inventory gave buyers more selection over last year and curbed price increases somewhat. Strong economic fundamentals and low interest rates have kept the demand for homes among Canadians resolutely high, and we anticipate that the pace of market growth should moderate in the second half of 2005 as latent demand is satisfied and listing inventories continue to rise. Annual house price appreciation should fall from the double-digit increases seen in 2004 to mid-single digit levels by year end; moving us from a market skewed in the seller's favour, to more balanced conditions.

Philip Soper President & Chief Executive Officer

Kevin A. Cash Chief Financial Officer

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

#### FINANCIAL HIGHLIGHTS

<u>(</u> \$ 000's)	Thr	ee Months Ended June 30 2005	Thr	ee Months Ended June 30 2004	s	Six Months Ended June 30 2005	Six Months Ended June 30 2004
Royalties	\$	7,138	\$	6,397	\$	12,734	\$ 11,252
Less:							
Administration expenses		145		93		268	179
Interest expense		602		296		1,083	657
Management fee		915		950		1,830	1,831
Earnings and							
distributable cash	\$	5,476	\$	5,058	\$	9,553	\$ 8,585
Distributions	\$	3,662	\$	3,664	\$	7,323	\$ 7,324
Number of agents and							
sales representatives		11,218		9,922		11,218	9,922

The table above sets out selected historical information and other data which should be read in conjunction with the attached interim consolidated financial statements for the three months (the "Quarter") and six months ended June 30, 2005. The interim consolidated financial statements are prepared in Canadian dollars and are in accordance with Canadian generally accepted accounting principles. External economic and industry factors remain substantially unchanged, unless otherwise stated.

#### OVERVIEW

This Management Discussion and Analysis ("MD&A") covers the period from January 1, 2005 to June 30, 2005 and has been prepared as at August 3, 2005.

Royal LePage Franchise Services Fund (the "Fund") was established on August 7, 2003, through an initial public offering. The Fund generates cash flow from the franchise royalties and service fees of a national network of real estate franchisees, agents and sales representatives, operating under the Royal LePage and Johnston & Daniel brand names (collectively the "Fund Network").

Management of the Fund is governed by a Management Services Agreement ("MSA"). The services under the MSA are provided by Residential Income Fund Manager Limited ("RIFML"), a division of Centract Residential Property Services ("Centract"), the residential real estate services division of Brascan Corporation. The senior management of Centract developed and managed the Fund Network prior to the inception of the Fund. Brascan Corporation, through a wholly owned subsidiary, holds a 25% subordinated interest in the Fund (see Transactions with Related Parties).

As at June 30, 2005, the Fund Network was comprised of 10,376 agents and 842 sales representatives operating from 565 locations under 264 franchise agreements. The Fund Network has an approximate one-fifth share of the Canadian residential resale real estate market based on transactional dollar volume.



#### STRUCTURE OF THE FUND

The Fund generates royalties with both fixed and variable fee components. A summary of these fees is as follows:

#### **Royalty Fees**

Fixed franchise fees are based on the number of agents in the Fund Network and consist of a monthly flat fee of \$100 per agent, a technology fee and web services and other fees.

Variable franchise fees are primarily driven by the total transaction dollar volume of business transacted by our agents. The Fund receives 1% of each agent's gross commission income, subject to a cap of \$1,300 per year. In addition, 22 of the Fund's larger locations situated in the Greater Toronto Area ("GTA") pay a premium franchise fee ranging from 1% to 5% of the location's gross revenue.

Approximately 88% (88% - 2004) of the Fund's royalties are derived from the combined fixed fee of \$100 per agent per month, 1% variable fee and premium fees. The remaining royalty stream is generated from technology fees, 4.5% option and web services and other fees. Approximately 64% of the annual royalties are insulated from market fluctuations, as they are not directly driven by transaction volumes. Management believes that the combination of a royalty stream based on the number of agents in the network, increasing agent and broker productivity and an increasing supply of new housing inventory will provide the base for a strong, stable and growing cash flow.

#### **Monthly Distributions**

The target annual cash distribution is \$1.10 per unit. Public unitholder cash distributions are made monthly. The quarterly target was met during the Quarter. To reduce unitholder risk, 25% of the Fund's units, which are held by Centract, are subordinated in their rights to distributions until public unitholders receive their target distribution of \$0.0917 per unit per month. This subordination is in place until August 7, 2008.

#### **OPERATIONS OVERVIEW**

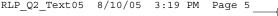
The key drivers of the Fund's business and cash distributions to unitholders are:

- 1. The number of agents in the Fund;
- 2. Transaction volumes;
- 3. The stability of the Fund's royalty stream; and
- 4. The Fund's growth opportunities.

A summary of our performance against these drivers is as follows:

#### Number of agents in the Fund

• The Fund Network grew by 295 agents or 2.9% during the Quarter, to 10,376 agents. This represents a growth of 1,021 agents or 10.9% since December 31, 2004. Of this growth, 558 was generated through the acquisition of 38 franchise contracts on January 1, 2005, with estimated annual royalties of \$1.2 million, and 463 or 4.9% through franchisee net recruiting efforts.



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#### **Transaction volumes**

The performance of the Fund is dependent upon the receipt of royalty revenue, which, in turn, is partially dependent upon the level of residential resale real estate transactions. The residential real estate industry is affected by all of the factors affecting the economy in general, including changes in interest rates, unemployment and inflation. During the Quarter, the Canadian Residential Resale Real Estate market (the "market") remained healthy and was buoyed by strong consumer confidence and housing affordability. A summary of the market and related activity for the Quarter is as follows:

- Canada's housing starts, the market's future inventory, were 237,200 for the 12 months ended June 30, 2005, down slightly from the 239,300 recorded for the same period in 2004. The decrease from 2004 levels suggests that activity in the new housing market is slowing slightly from the 17-year high set in 2004.
- The Canadian market totaled \$109.7 billion for the 12 months ended June 30, 2005, an increase of 8.1% compared with the 12 months ended June 30, 2004.
- The year-over-year growth in the Canadian market for the 12 months ended June 30, 2005, was fuelled by an 8.3% increase in average selling price to \$238,134 and a 0.2% decrease in residential unit sales to 460,537.
- The GTA market, from which the Fund earns its premium franchise fees, reached a transactional dollar volume of \$27.4 billion for the 12 months ended June 30, 2005, a 4.5% increase over the same period in 2004. This market activity was fuelled by a total of 83,283 homes sold at an average selling price of \$328,419, representing a 2.8% decrease in homes sold and a 7.5% increase in average price per home, over the same period in 2004.
- The GTA market, for the month of June 2005 as compared to June 2004 was up 7.6% to \$3.2 billion as the unit sales fell by 1.3% to 9,153 units, while selling price increased by 9.0% to \$345,065.
- Agent productivity for the 12 months ended December 31, 2004, was approximately \$2.2 million per agent in transactional dollar volume, which was 10% ahead of the 2003 level of \$2.0 million and 69% ahead of the rest of the Canadian agent productivity of \$1.3 million per agent.
- Record low mortgage interest rates, strong consumer confidence, combined with overall housing affordability continues to encourage first-time buyers to enter the market and existing homeowners to trade up to larger, more expensive dwellings.

Toward the end of 2004, and during the first two quarters of 2005, there was a noted industry-wide increase in the inventory of residential resale real estate properties listed for sale. We anticipate that this increase in listing inventory will add more balance to the demand and supply for residential resale properties, resulting in a reduced pace of price appreciation from the double digits seen in the early part of 2004 to single digit appreciation in the near-to mid-term.

<sup>&</sup>lt;sup>1</sup> The market is defined as the dollar value of units sold ("Transactional Dollar Volume") over a twelve month period in a particular geographic area.



#### Stability of the Fund's royalty stream

- The Fund's royalties are derived primarily from a diverse national network of 264 independently owned and operated franchises, the majority of which operate with less than 100 agents.
- The geographic distribution of the Fund Network is similar to the distribution of the overall Canadian agent population.
- During the Quarter there were no contracts subject to renewal.
- The Fund has secured 10, 15 and 20-year agreements, while five-year contracts are the industry norm.
- As at June 30, 2005, the Fund had \$5.6 million in working capital and other reserves to meet future cash flow requirements. These reserves may be used to: fund future distributions in light of the seasonality of the market; fund potential acquisitions; and cover the anticipated reduction in the 1% variable franchise fee to year-end as a number of agents exceed the related \$1,300 per annum cap towards the end of the year.

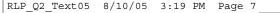
#### Fund growth opportunities

Our growth objective is to add 200 to 400 agents to the Fund Network annually, with approximately one half of this growth from acquisitions and one half from internal growth. Growth through acquisition is achieved through Centract's dedicated network development team operating under the MSA.

Growth in overall royalties is achieved by: increasing the number of agents in the Fund; increasing the productivity of agents; expanding the range of products and services supporting the franchisees and agents; increasing adoption of these products and services; and providing concise programs to the Fund Network, supported by on-going training programs to franchisees and agents that assist in leveraging the Fund's competitive advantages to attract and retain potential recruits. A summary of immediate growth opportunities and results to the date of this report is as follows:

- The internal growth for the Quarter was 295 agents. This coupled with the internal growth
  of 168 agents for the quarter ended March 31, 2005 and acquisition of 38 franchise contracts
  serviced by 558 agents mentioned earlier, added 1,021 paying agents to the Fund's network
  since December 31, 2004, which far exceeds our annual growth target of 200 to 400 agents.
- From November 1, 2004 to the date of this MD&A, franchises operating from 19 locations serviced by 179 agents were added to the Royal LePage brand. Centract anticipates presenting these franchise contracts to the Fund's Trustees for purchase by the Fund on January 1, 2006.
- Effective July 1, 2005, franchises will begin to pay the \$100 per month fixed fee for sales representatives. This change impacts selling Realtors only, and typically excludes broker-owners and managers. As a result, Management estimates that of the 842 sales representatives as of June 30, 2005 approximately 400 to 600 will attract the new fee.
- Centract continues to develop, introduce and support new tools, services and programs, which assist franchisees in attracting and retaining agents, increasing agent productivity and driving down administration costs.

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**OPERATING RESULTS** 

<u>(</u> \$ 000's)	Thr	ree Months Ended June 30 2005	Thr	ee Months Ended June 30 2004	S	Six Months Ended June 30 2005	Six Months Ended June 30 2004
Royalties	\$	7,138	\$	6,397	\$	12,734	\$ 11,252
Less:							
Administration expenses		145		93		268	179
Interest expense		602		296		1,083	657
Management fee		915		950		1,830	1,831
Earnings	\$	5,476	\$	5,058	\$	9,553	\$ 8,585
Amortization of							
intangible assets		3,521		3,418		6,992	6,838
Non-controlling interest		519		427		694	471
Net earnings	\$	1,436	\$	1,213	\$	1,867	\$ 1,276
Basic and diluted earnings							
per unit (9,983,000 units)	\$	0.14	\$	0.13	\$	0.19	\$ 0.13

Earnings of \$5.5 million for the Quarter and \$9.6 million for the six months ended June 30, 2005, exceeded management's expectations due primarily to greater than anticipated agent growth and market activity.

Royalties in the Quarter of \$7.1 million and for the six months ended June 30, 2005 of \$12.7 million, are 12% and 13% ahead, respectively, over the same periods in 2004. The growth in royalties is explained in greater detail below.

Administration costs costs were in line with management's expectations. Interest expense has increased over the same period in 2004 as the Fund moved from a variable interest rate position on its \$30.6 million term loan to a \$38 million private debt placement at an effective fixed rate of 6.3%. Management fees have been calculated in line with the terms set out in the MSA, as 20% of royalties less administration expenses, interest expenses and working capital and other reserves.

Net earnings for the Quarter of \$1.4 million and \$1.9 for the six months ended June 30, 2005, represent earnings less non-cash charges of \$3.5 million for the Quarter and \$7.0 million for the six months ended June 30, 2005, of amortization related to intangible assets and \$0.5 million for the Quarter and \$0.7 million for the six months ended June 30, 2005, related to the non-controlling interest's 25% share of the operating results.

The Fund Network as at June 30, 2005, was comprised of 10,376 agents and 842 sales representatives, with 10,069 of the agents operating under the combined flat fee of \$100 per month and 1% of gross earnings option (the "\$100/1% option") and 307 agents operating under the 4.5% variable fee option (the "4.5% option").

**Rovalties** 



•	Thre	e Months	Thr	ee Months	s	ix Months	Six Months
		Ended		Ended		Ended	Ended
(\$ 000's)		June 30 2005		June 30 2004		June 30 2005	June 30 2004
(\$ 000 S)		2005		2004		2005	2004
Fixed franchise fees	\$	2,999	\$	2,718	\$	5,944	\$ 5,240
Variable franchise fees		2,231		2,008		3,566	3,187
Premium franchise fees		1,103		932		1,679	1,473
Other fees and services		805		739		1,545	1,352
	\$	7,138	\$	6,397	\$	12,734	\$ 11,252

The Fund generates royalties from both fixed and variable fee components as described earlier in "Structure of the Fund".

Total fixed franchise fees, variable franchise fees and premium franchise fees represented 89% and 88% of royalties for the Quarter and the same period in 2004, respectively.

Fixed franchise fees increased 10% and 13% for the Quarter and six months ended June 30, 2005, respectively, over the same periods in 2004, in line with the increase in the underlying number of agents.

Variable franchise fees increased 11% and 12% for the Quarter and six months ended June 30, 2005, respectively, over the same periods in 2004 while the market activity increased 14% and 11% for the Quarter and six months ended June 30, 2005, respectively, over the same periods in 2004. The market activity for the Quarter outpaced the variable fees for the same period in 2005 as these fees are paid to the Fund after the sales transaction closes. There is typically a 45 to 60 day delay between the house sale and closing. As such some of the market activity during the Quarter should materialize as variable fees in the quarter ended September 30, 2005.

Premium franchise fees are a function of the mix of 22 franchise locations servicing the GTA market, which pay premium fees ranging from 1% to 5% of the location's gross revenue. The premium franchise fees increased by 18% and 14%, for the Quarter and for the six months ended June 30, 2005, respectively, over the same period in 2004, while the GTA market activity for the same periods increased by 6% and 4%, respectively. This increase in premium fees outpaced the overall GTA market due to the greater market growth experienced in the individual market areas serviced by the premium fee paying franchise locations.

Other fees and services represented 11% and 12% of Fund royalties for the Quarter and six months ended June 30, 2005, and increased 9% and 14%, respectively, over the same periods in 2004. These fees, comprised of technology fees, 4.5% option fees, web service and other fees, increased over the same periods in 2004 due primarily to the greater than anticipated number of agents and an increase in the pricing of our new web services and training offerings.

#### Interest expense

Interest expense of \$0.6 million for the Quarter and \$1.1 million for the six months ended June 30, 2005, is comprised of interest on the Fund's \$30.6 million term loan from January 1 to

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February 17, 2005, interest on the \$38 million private debt placement from February 18 to June 30, 2005, amortization of the financing charges incurred to secure the \$38 million private debt placement, and standby charges associated with the Fund's \$2 million operating line, which remained undrawn during the Quarter.

The fixed interest rate on the \$38 million private debt placement is 5.882% with an effective interest rate of 6.3% once the five year amortization of the \$0.8 million in financing costs associated with securing the private debt placement and \$2 million operating line are taken into account.

#### Amortization of intangible assets

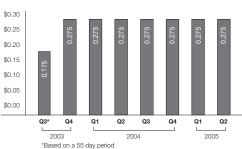
Intangible assets relate to the values attributed to the franchise agreements and relationships and trademarks acquired by the Fund since August 7, 2003. Trademarks are being amortized on a straight-line basis over the term of the agreement plus one renewal period, while franchise agreements are being amortized over the term of the agreements. Relationships represent the value attributed to franchise renewals and are being amortized over the renewal period, at the commencement of such period. See 2005 Acquisitions and Deposit on Acquisitions for further discussion regarding Intangible Assets arising on 2005 acquisitions.

#### Management fee expense

Management fees of \$0.9 million for the Quarter and \$1.8 million for the six months ended June 30, 2005, are in line with Management's expectations. Management services are provided under the MSA by RIFML for a fee equal to 20% of cash otherwise available for distribution, which is calculated as distributable cash after reasonable reserves for future Fund distributions and obligations. The Fund generated reserves of \$1.8 million during the Quarter (\$1.4 million – quarter ended June 30, 2004) and \$2.2 million for the six months ended June 30, 2005 (\$1.3 million for six months ended June 30, 2005). In accordance with the MSA these reserve amounts have been deducted from cash otherwise distributable in arriving at the Fund's management fees.

#### Distributions

Distributions, as summarized in the following table, were in line with annualized targeted distributions of \$1.10 per unit. Management and the Board of Trustees will periodically review the distribution target. Our distributions since inception are summarized in the following chart.



Unitholder Distributions (\$ per unit)

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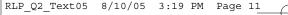
#### DISTRIBUTABLE CASH

Distributions to unitholders are computed as net earnings, adjusted for the non-controlling interest share of net earnings, amortization and other reasonable working capital and other reserves as defined by the Fund's Amended and Restated Declaration of Trust.

Distributable cash does not have a standardized meaning under Canadian generally accepted accounting principles ("GAAP") and accordingly may not be comparable to similar measures used by other issuers. Management believes that distributable cash is a useful supplemental measure of performance as it provides investors with an indication of the amount of cash available for distribution to unitholders. Investors are cautioned, however, that distributable cash should not be construed as an alternative to using net earnings as a measure of profitability or the statement of cash flows. Distributable cash per unit has been calculated on a basis with that prescribed by GAAP for calculating earnings per unit and is derived as follows:

Distributable cash (\$ 000's)	Thr	ee Months Ended June 30 2005	Thr	ee Months Ended June 30 2004	S	Six Months Ended June 30 2005	Six Months Ended June 30 2004
Royalties	\$	7,138	\$	6,397	\$	12,734	\$ 11,252
Less:							
Administration expenses	S	145		93		268	179
Interest expense		602		296		1,083	657
Management fee		915		950		1,830	1,831
Distributable cash		5,476		5,058		9,553	8,585
Less change in working							
capital and other reserv	es	(1,814)		(1,394)		(2,230)	(1,261)
Distributable cash							
after reserves	\$	3,662	\$	3,664	\$	7,323	\$ 7,324

Distributable cash Reconciled to the Financial Statements (\$ 000's)		Months Ended June 30 2005	Thr	ee Months Ended June 30 2004	s	ix Months Ended June 30 2005	Six Months Ended June 30 2004
Net earnings for the period	\$	1,436	\$	1,213	\$	1,867	\$ 1,276
Add:							
Non-controlling interest sha	ire						
of net earnings		519		427		694	471
Amortization of intangible a	ssets	3,521		3,418		6,992	6,838
Distributable cash		5,476		5,058		9,553	8,585
Less change in working							
capital and other reserves	;	(1,814)		(1,394)		(2,230)	(1,261)
Distributable cash							
after reserves	\$	3,662	\$	3,664	\$	7,323	\$ 7,324



Distributable cash before working capital and other reserves totaled \$5.5 million for the Quarter and \$9.6 million for six months ended June 30, 2005. This was ahead of management's expectations for reasons described earlier and since distributable cash before working capital and other reserves was greater than the declared distributions for the year, working capital and other reserves of \$1.4 million were built up during the Quarter and \$1.8 million for six months ended June 30, 2005, bringing total reserves, to \$5.6 million (see Reserves).

#### RESERVES

Since inception, the Fund has built up \$5.6 million in reserves as summarized in the table below. These reserves have been reduced by \$0.1 million and \$0.4 million for cash used to acquire franchise contracts on January 1, 2004 and January 1, 2005, respectively. At this time it is management's and the Board's intention to retain the reserve within the Fund to meet seasonal fluctuations in the market, working capital requirements, and to fund growth initiatives.

Reserves			Twe	lve months	Six months	
	Augu	ıst 7, 2003	003 ended		ended	
	to Dec	ember 31,	De	cember 31,	June 30,	
<u>(</u> \$ 000's)		2003		2004	2005	Total
Royalties	\$	8,802	\$	23,740	\$ 12,734	\$ 45,276
Less:						
Administration expenses		231		513	268	1,012
Interest expense		620		1,327	1,083	3,030
Management fee		1,550		3,660	1,830	7,040
Distributable cash		6,401		18,240	9,553	34,194
Less change in:						
Distributions to						
public unitholders		4,533		10,985	5,493	21,011
Distributions to non-						
controlling interest		1,511		3,662	1,830	7,003
Funding of acquisitions		-		120	414	534
	\$	357	\$	3,473	\$ 1,816	\$ 5,646

#### Distributable cash

**Reconciled to the Financial Statements** 

<u>(</u> \$ 000's)	0	ust 7, 2003 cember 31, 2003	 elve months ended cember 31, 2004	Six months ended June 30, 2005	Total
Net earnings for the period Add:	d\$	1,947	\$ 3,331	\$ 1,867	\$ 7,145
Non-controlling interest share of net earning Amortization of intangib	S	702	1,232	694	2,628
assets		3,752	13,677	6,992	24,421
Distributable cash	\$	6,401	\$ 18,240	\$ 9,553	\$ 34,194



#### 2005 ACQUISITIONS AND DEPOSIT ON ACQUISITIONS

On January 1, 2005, the Fund's independent trustees approved the acquisition of 38 franchise contracts by the Fund at an estimated purchase price of \$9.3 million. These contracts generate an estimated annual royalty stream of \$1.2 million and are represented by 47 locations serviced by 558 agents. In line with the terms of the MSA, the purchase price was funded with an initial payment of \$7 million and the balance is expected to be paid during the first quarter of 2006 upon audit of the actual royalties generated under these contracts and the recalculation of the actual purchase price as detailed in the MSA.

As the actual purchase price for these contracts cannot be determined until the above conditions are met, the initial \$7 million dollar payment was recorded as Deposit on acquisitions. At each quarter end during 2005 the purchase price obligation will be recalculated based on the actual royalties generated from these contracts and the resultant amount will be relieved from the Deposit on acquisitions and reclassified to Intangible assets. The increase in intangible assets will be amortized in accordance with the Fund's intangible assets policy. Recalculated purchase price obligation and the corresponding amount transferred to Intangible assets and amortization, as previously described, will be recorded.

As at June 30, 2005, the royalties generated to date from these contracts have resulted in a purchase price obligation of \$5.9 million. Accordingly, Deposit on acquisitions for the Quarter has been reduced by \$5.9 million, intangible assets increased by \$5.9 million and \$0.2 million in related amortization recorded.

#### PRIVATE DEBT PLACEMENT AND \$2 MILLION OPERATING LINE

With the low interest rate environment and the \$7 million deposit on acquisitions described earlier, the Fund sought to increase its debt and take advantage of the low interest rates by moving from a floating interest rate position to a fixed interest rate position. Accordingly, on February 18, 2005, the Fund completed a \$38 million private debt placement with a number of Canadian institutional investors for a five-year term with interest fixed at 5.882%, payable quarterly in arrears. The private debt placement proceeds, net of approximately \$0.8 million in issue costs, were used to repay the Fund's \$30.6 million term Ioan. The remaining \$6.6 million in net proceeds along with \$0.4 million drawn from cash reserves were utilized to meet the Fund's January 1, 2005 initial franchise contract purchase obligation of \$7 million (see 2005 Acquisitions and Deposit on Acquisitions).

On an annualized basis as compared to 12 months ended December 31, 2004, the private debt placement effectively increases the Fund's interest costs by \$1 million, from \$1.3 million in 2004 to \$2.3 million, with 23% of the increase coming from the increase in debt from \$30.6 million to \$38 million and the remainder from the increase in the effective interest cost from 4.6% in 2004 to 6.3% under the private debt placement. In what management anticipates will be a rising interest rate environment, the fixing of the interest rate on the Fund's debt will add stability and predictability over the next five years to this significant component in the determination of the Fund's distributable cash.

On February 16, 2005, the Fund replaced its \$2 million operating line with a \$2 million operating line from a single Canadian financial institution. As of the date of this MD&A these funds remain undrawn. The \$0.8 million in issue costs associated with the \$38 million private debt placement and the \$2 million operating line will be amortized over the term of the private debt placement.

During the Quarter and six months ended June 30, 2005, \$41 thousand and \$58 thousand, respectively, of these charges were amortized.

#### LIQUIDITY

The Fund utilized cash flow generated from operating activities for the Quarter of \$5.5 million to meet administration and distribution requirements, without drawing on our \$2 million operating line.

Working Capital				
	As at	As at		As at
	June 30	March 31	De	cember 31
(\$ 000's)	 2005	2005		2004
Current assets				
Cash and cash equivalents	\$ 5,430	\$ 3,658	\$	4,444
Accounts receivable and other	3,134	2,960		2,272
	\$ 8,564	\$ 6,618	\$	6,716
Current liabilities				
Accounts payable and				
accrued liabilities	\$ 2,003	\$ 1,858	\$	2,001
Distribution payable to unitholders	915	915		915
	2,918	2,773		2,916
Net working capital	\$ 5,646	\$ 3,845	\$	3,800

The Fund had a net positive working capital position of \$5.6 million as at June 30, 2005 as compared to \$3.8 million as at March 31, 2005 and December 31, 2004, as summarized in the table above.

Accounts receivable increased \$0.2 million from March 31, 2005 and \$0.9 million from December 31, 2004, due primarily to the increase in revenue during the Quarter.

Accounts payable and accrued liabilities increased slightly from March 31, 2005 and remained consistent with December 31, 2004, and are comprised of a \$0.9 million (\$0.9 million – 2004) quarterly distribution payable to the non-controlling interest, \$0.3 million (\$0.3 million – 2004) in management fees payable to RIFML and \$0.8 million (\$0.8 million – 2004) in deferred service revenue and administration expense accruals.

#### CAPITAL RESOURCES

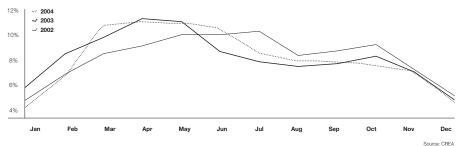
Existing capital resources upon which the Fund can draw consists of a \$2 million operating line, which remains unutilized. Other resources include funds generated from operations in excess of administration costs, debt servicing and distribution requirements, and \$5.6 million in working capital and other reserves generated since the inception of the Fund and held for future distributions in anticipation of the seasonality of the residential resale real estate market and to finance the acquisition of franchises. Management will assess financing alternatives such as the issuance of additional Fund units and additional debt when funding requirements, such as potential acquisition opportunities, present themselves.

With \$5.6 million in cumulative reserves, an anticipated flow through of strong market unit sales, and the anticipated generation of further reserves through the seasonally stronger third



quarter of the year we anticipate meeting our near term financing requirements. A summary of the seasonality of the market over the last three years is provided in the chart below.

Canadian Residential Resale Real Estate Market (% Transactional Dollar Volume by Month)



#### **OFF-BALANCE SHEET ARRANGEMENTS**

The Fund has no off-balance sheet arrangements as at the date of this MD&A.

#### TRANSACTIONS WITH RELATED PARTIES

Related party transactions that the Fund entered into were transacted at contracted rates or at exchange amounts approximating fair market value. These transactions were entered into in the ordinary course of business and were consistent with prior periods.

#### CRITICAL ACCOUNTING ESTIMATES

Substantially all of the Fund's activities are based on cash transactions with revenue and expenditures based on contracted terms. The only operating activities not based on contractual terms are the Fund's administration costs and allocation of the intangible assets between franchise agreements, relationships, trademarks and their related amortization period. The Fund's administration costs of approximately \$0.5 million per annum relate to the Fund's public reporting, regulatory and insurance costs.

The allocation of the Fund's intangible assets between their various classifications is subject to management estimates. The Fund's intangible assets are continuously monitored to ensure that there is no impairment in the carrying value of these assets. A change in the carrying value would affect the net earnings of the Fund but would have no direct cash flow implications.

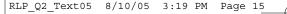
### ACCOUNTING POLICIES

#### **Deferred Charges**

Since January 1, 2005 the Fund paid \$0.8 million in issue costs associated with the \$38 million private debt placement and the \$2 million operating line. These costs have been deferred and are being amortized on a straight-line basis over the five-year term of the private debt placement. During the Quarter \$41 thousand of these charges were amortized. This amortization policy has been adopted to match the period over which the Fund will benefit from the financing.

#### FINANCIAL INSTRUMENTS

The Fund's financial instruments consist of cash and cash equivalents, accounts receivable, accounts payable and accrued liabilities, distributions payable to unitholders and a \$38 million



private debt placement. We estimate that the fair values of these financial instruments approximate their carrying value.

The Fund is exposed to credit risk with respect to accounts receivable to the extent any franchisees are unable to pay their fees.

The Fund's \$38 million private debt is fixed at 5.882% for a five year term commencing February 18, 2005 and as such is not subject to interest rate fluctuations.

#### OUTSTANDING UNITS

The Fund's capital structure remains unchanged from our launch on August 7, 2003, with the Fund authorized to issue an unlimited number of units of the same class with equal rights and privileges. As at June 30, 2005, 9,983,000 units were issued and outstanding. In addition to these units, the Fund has also issued 3,327,667 Special Fund Units, which entitles the holder to vote in all votes of Fund units as if they had converted their Subordinated LP Units into Fund units. This structure remains unchanged from our launch on August 7, 2003.

#### TAXATION OF FUND DISTRIBUTIONS

Under the Fund's Amended and Restated Declaration of Trust the maximum tax deductions available to the Fund shall be claimed to the extent it brings its taxable income of the Trust to nil. The estimated deductions available to the Trust are comprised of the costs of the offering and intangible assets. The deductions available to the unitholders for the year ended December 31, 2005 are estimated at \$8.3 million, \$7.6 million for tax balances available as at December 31, 2004, \$ 0.1 million for tax deductions arising from the costs associated with the \$38 million private debt placement and \$0.6 million for tax deductions arising from the acquisition of the 38 franchise contracts on January 1, 2005.

#### OUTLOOK

We expect continued strength in the Canadian residential real estate market in the mid-term due to strong underlying market fundamentals supported by low interest rates, strong consumer confidence, the relative affordability of residential real estate, a relatively strong economy and a steadily increasing inventory of residential resale homes. This strength will be mitigated somewhat with rising interest rates and an increase in listing inventory levels. This rise in listing inventory is expected to lessen the pace of price appreciation from double digits seen in the early part of 2004 to single digit for the near to mid-term, with the anticipated overall effect of a strong but more balanced market.

The growth in transaction dollar volume of residential resale real estate represents an opportunity to generate greater distributable cash through increased franchise fees earned from increased agent productivity as well as attracting franchisees and agents to our brands. To this end, we anticipate continuing to enhance our service and support offerings and improve our efficiencies.

During 2004 we embarked on the largest technology revitalization in our history to improve our technology platform for web, Internet, Intranet and online services. The phased launch of these systems began in April 2005 and was completed at the beginning of August. This improved technology platform will reinforce our leadership position in the years ahead. These technology enhancements and strong market fundamentals in combination with favourable

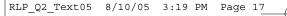


debt refinancing and increased royalties from acquisitions, all set the stage for stable and sustainable unitholder distributions.

Effective July 1, 2005, franchises will begin to pay a fixed \$100 per month fixed fee for sales representatives. This change impacts selling Realtors only, and typically excludes brokerowners and managers. As a result, Management estimates that of the 842 sales representatives as of June 30, 2005 approximately 400 to 600 will attract the new fee.

#### FORWARD-LOOKING STATEMENTS

Certain statements in Management's Discussion and Analysis of Results and Financial Condition may include statements that are "forward-looking statements". These forward-looking statements may reflect the current internal projections, expectations or belief, future growth, performance and business prospects and opportunities of the Fund and are based on information currently available to the Fund. Actual results and developments may differ materially from results and developments discussed in the forward-looking statements as they are subject to a number of risks and uncertainties. Management cannot provide assurance that the actual results of developments will be realized or, even if substantially realized, that they would have the expected consequences to, or effects on, the Fund. These forward-looking statements are made as of the date of this report and the Fund assumes no obligation to update or revise them.



Q2 2005

#### ROYAL LEPAGE FRANCHISE SERVICES FUND

## INTERIM CONSOLIDATED BALANCE SHEETS

(in thousands of dollars)

	June 30,	Dec	cember 31,
As at	2005		2004
Assets	(Unaudited)		
Current assets			
Cash and cash equivalents	\$ 5,430	\$	4,444
Accounts receivable	3,074		2,176
Prepaid expenses	60		96
	8,564		6,716
Deferred charges	743		_
Deposit on acquisition (note 3)	1,118		-
Intangible assets (note 3)	136,169		137,238
	\$ 146,594	\$	143,954
Liabilities and Unitholders' Equity			
Current liabilities			
Accounts payable and accrued liabilities	\$ 2,003	\$	2,001
Distribution payable to unitholders	915		915
	2,918		2,916
Long-term debt (note 5)	38,000		30,600
Non-controlling interest	26,604		27,740
	67,522		61,256
Unitholders' equity	79,072		82,698
	\$ 146,594	\$	143,954

See accompanying notes to the interim consolidated financial statements

On behalf of the board

Simon Dean Trustee

creaine B. Bello

Lorraine Bell Trustee



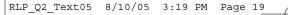
#### ROYAL LEPAGE FRANCHISE SERVICES FUND

## INTERIM CONSOLIDATED STATEMENT OF EARNINGS

(in thousands of dollars, except unit and per unit amounts, unaudited)

	Three months ended June 30, 2005		 Three months ended June 30, 2004		ix months d June 30, 2005	-	ix months d June 30, 2004
Royalties							
Fixed franchise fees	\$	2,999	\$ 2,718	\$	5,944	\$	5,240
Variable franchise fees		2,231	2,008		3,566		3,187
Premium franchise fees		1,103	932		1,679		1,473
Other fees and services		805	739		1,545		1,352
		7,138	6,397		12,734		11,252
Expenses							
Administration		145	93		268		179
Management fee		915	950		1,830		1,831
Interest expense		602	296		1,083		657
Amortization of							
intangible assets		3,521	3,418		6,992		6,838
		5,183	4,757		10,173		9,505
Earnings before undernote	.d	1,955	1,640		2,561		1,747
•	a	,	,		,		,
Non-controlling interest		(519)	(427)		(694)		(471)
Net earnings	\$	1,436	\$ 1,213	\$	1,867	\$	1,276
Basic and diluted							
earnings per unit							
(9,983,000 units) (note 6)	\$	0.14	\$ 0.13	\$	0.19	\$	0.13

See accompanying notes to the interim consolidated financial statements





#### ROYAL LEPAGE FRANCHISE SERVICES FUND

# INTERIM CONSOLIDATED STATEMENTS OF UNITHOLDERS' EQUITY

(in thousands of dollars, unaudited)

	Units	Net	Earnings	Di	Distributions		Total
Balance,							
December 31, 2003	\$ 92,938	\$	1,947	\$	(4,533)	\$	90,352
Changes during the period:							
Net earnings	-		1,276		-		1,276
Unit distributions	-		-		(5,493)		(5,493)
Balance,							
June 30, 2004	\$ 92,938	\$	3,223	\$	(10,026)	\$	86,135
Balance,							
December 31, 2004	\$ 92,938	\$	5,278	\$	(15,518)	\$	82,698
Changes during the period:							
Net earnings	-		1,867		_		1,867
Unit distributions	-		-		(5,493)		(5,493)
Balance,							
June 30, 2005	\$ 92,938	\$	7,145	\$	(21,011)	\$	79,072

See accompanying notes to the interim consolidated financial statements



#### ROYAL LEPAGE FRANCHISE SERVICES FUND

## INTERIM CONSOLIDATED STATEMENTS OF CASH FLOWS

(in thousands of dollars, unaudited)

	ree months ed June 30, 2005	Three months ended June 30, 2004	Six months ended June 30, 2005	Six months ended June 30, 2004
Cash provided by (used for):				
Operating activities	<b>•</b> • • • • •	<b>*</b> + <b>*</b> + <b>*</b>	<b>*</b> / <b>* *</b>	<b>A</b> ( <b>A</b> = <b>A</b>
Net earnings for the period	\$ 1,436	\$ 1,213	\$ 1,867	\$ 1,276
Items not affecting cash	540	107		474
Non-controlling interest	519	427	694	471
Amortization of deferred charges		-	58	-
Amortization of intangible assets		3,418	6,992	6,838
	5,517	5,058	9,611	8,585
Changes in non-cash working capit		(540)	(860)	(525)
	5,488	4,518	8,751	8,060
Investing activities				
Deposit on acquisition (note 3)	_	_	(7,048)	_
Purchase of intangible assets	(19)	(4)	(1,010)	(120)
	(19)	(4)	(7,041)	(120)
	(	( )	(-,,	()
Financing activities				
Distributions paid to unitholders	(2,747)	(2,748)	(5,493)	(5,493)
Distributions paid to				
non-controlling interest	(915)	(916)	(1,830)	(1,831)
Proceeds from private				
debt placement	-	-	38,000	-
Repayment of term loan	-	-	(30,600)	-
Deferred charges	(35)	-	(801)	-
	(3,697)	(3,664)	(724)	(7,324)
Increase in cash and cash				
equivalents during the period	d 1,772	850	986	616
Cash and cash equivalents,	J 1,772	050	900	010
	0.650	1.205		1 420
beginning of period Cash and cash equivalents,	3,658	1,205	4,444	1,439
• •	¢ 5 400	¢ 0.055	¢ 5 400	¢ 0.055
end of period	\$ 5,430	\$ 2,055	\$ 5,430	\$ 2,055
Supplementary Cash Flow				
Information				
Cash paid for interest	\$ 557	\$ 286	\$ 808	\$ 512

See accompanying notes to the interim consolidated financial statements.



ROYAL LEPAGE FRANCHISE SERVICES FUND

## NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS

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June 30, 2005 (in thousands of dollars, unaudited)

#### 1. ORGANIZATION

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Royal LePage Franchise Services Fund (the "Fund") is a limited purpose trust established under the laws of the Province of Ontario and pursuant to an Amended and Restated Declaration of Trust. On August 7, 2003, the Fund raised \$99,830 (before issue costs) by issuing units on the Toronto Stock Exchange. These proceeds together with the proceeds of a term loan were utilized to acquire franchise agreements, relationships and trademark rights.

These consolidated financial statements include the accounts of Royal LePage Franchise Services Fund, its wholly-owned subsidiary RL RES Holding Trust ("RLHT"), and its 75% owned subsidiaries, Residential Income Fund General Partner Limited ("RIFGP") and Residential Income Fund L.P. (the "Partnership"). RIFGP is the managing general partner of the Partnership. Trilon Bancorp Inc. (the "non-controlling interest") owns the remaining 25% interest in the Partnership (the "Subordinated LP Units") and RIFGP. The Fund receives certain management, administrative and support services from Residential Income Fund Manager Limited ("RIFML"), a party related to the non-controlling interest via common control.

#### Seasonality

The Fund's business follows a seasonal pattern, with revenue traditionally being lower in the first and fourth quarters. Due to this seasonality, the interim earnings statements are not necessarily indicative of annual earnings.

#### 2. SUMMARY OF ACCOUNTING POLICIES

The accompanying unaudited interim consolidated financial statements are prepared in accordance with Canadian generally accepted accounting principles ("GAAP"). The accounting principles used in these interim consolidated financial statements are consistent with those used in the annual consolidated financial statements except as described below. They do not include all the information and disclosure required by GAAP for annual financial statements, and should be read in conjunction with the December 31, 2004 annual consolidated financial statements.

#### **Deferred Charges**

Deferred charges consist of financing costs which are amortized on a straight-line basis over the term of the debt to which they relate.

#### 3. INTANGIBLE ASSETS

On January 1, 2005, the Partnership acquired 38 franchise agreements from RIFML with an estimated purchase price of \$9,256 calculated in accordance with the Management Services Agreement ("MSA"). On February 18, 2005, \$7,048 was paid in cash on deposit against this purchase price obligation in accordance with the MSA. The final purchase price is based on the actual audited royalties derived from these franchises for the twelve month period ending October 31, 2005. Accordingly, the final purchase price is not determinable until that time.

Until the final purchase price is determined, each quarter the purchase price obligation is recalculated based on the actual royalties received. Correspondingly, the deposit on acquisition is reduced by the calculated amount and transferred to intangible assets. These assets are then amortized in accordance with the Fund's policy and calculated on a prospective basis.



#### ROYAL LEPAGE FRANCHISE SERVICES FUND

### NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS

June 30, 2005 (in thousands of dollars, unaudited)

#### 3. INTANGIBLE ASSETS (cont'd)

The recalculated purchase price obligation in excess of the deposit on acquisition will be recorded as a purchase obligation and the corresponding amount added to the intangible assets and amortized as described above.

During the three and six months ended June 30, 2005, \$2,920 and \$5,930, respectively, was transferred from "deposit on acquisition" and recorded as "intangible assets". A summary of intangible assets is as follows:

		Jur	ie 30, 2005		
		Ac	cumulated		Net
	Cost	An	nortization		Book Value
Franchise agreements	\$ 120,338	\$	24,069	\$	96,269
Relationships and trademarks	40,252		352		39,900
	\$ 160,590	\$	24,421	\$	136,169
		Decen	nber 31, 2004	4	
		Ac	cumulated		Net
	Cost	٨٣	ortization		Rook Value

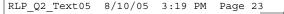
	Cost	An	nortization	t	SOOK Value
Franchise agreements	\$ 115,492	\$	17,168	\$	98,324
Relationships and trademarks	39,175		261		38,914
	\$ 154,667	\$	17,429	\$	137,238

#### 4. OPERATING CREDIT FACILITY

On February 16, 2005, the Partnership obtained a credit facility (the "revolver") of up to \$2,000 from a Canadian financial institution. This revolver may be used to provide working capital to the Partnership from time to time. The revolver is subject to annual renewal with outstanding principal under the revolver subject to interest at the lender's prime rate plus 1% to 1.5% or the banker acceptance rate plus 2% to 2.5%, based on the ratio of total debt to Adjusted EBITDA of the Partnership as defined in the credit agreement. The Fund's \$2,000 operating credit facility which existed prior to February 16, 2005, was terminated and replaced with the new revolver. As at June 30, 2005, the operating credit facility had not been drawn upon.

#### 5. LONG-TERM DEBT

On February 18, 2005, the Partnership completed the issuance of a \$38,000 private debt placement (the "private placement") provided by Canadian institutional investors. The private placement is for a five-year term with interest fixed at 5.882% payable quarterly in arrears. The proceeds of the private placement, net of \$801 in issue costs, were utilized by the Partnership to payout and retire its \$30,600 term loan and to fund the Partnership's January 1, 2005 franchise agreement acquisition obligations.



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ROYAL LEPAGE FRANCHISE SERVICES FUND

## NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS

June 30, 2005 (in thousands of dollars, unaudited)

#### 6. EARNINGS PER UNIT

The Subordinated LP Units were not included in the diluted per unit calculations as the effect would have been anti-dilutive.

#### 7. RELATED PARTY TRANSACTIONS

Unless disclosed elsewhere, the Fund had the following transactions with parties related to the non-controlling interest during the three and six months ended June 30, 2005 and June 30, 2004. These transactions have been recorded at the exchange amount agreed to between the parties.

	Three m ended Ju		Three n ended Ju		Six r ended J	months une 30, 2005	Six ended J	months une 30, 2004
a) Royalties								
Fixed, variable and other								
franchise fees	\$	510	\$	478	\$	952	\$	894
Premium franchise fees	\$	930	\$	815	\$	1,420	\$	1,259
b) Expenses								
Management fees	\$	915	\$	950	\$	1,830	\$	1,831
Insurance and other	\$	22	\$	23	\$	44	\$	46
c) Distributions Distributions paid to								
non-controlling interest	\$	915	\$	916	\$	1,830	\$	1,831

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

	Ju	ne 30,	Decem	oer 31,
As at		2005		2004
d) Accounts receivable				
Franchise fees receivable and other	\$	687	\$	293
e) Accounts payable and accrued liabilities				
Distributions payable to non-controlling interest	\$	915	\$	915
Management fees	\$	325	\$	814
Due to non-controlling interest	\$	-	\$	30
Other payables	\$	42	\$	-



### SUPPLEMENTAL INFORMATION NET EARNINGS AND DISTRIBUTABLE CASH BY PERIOD

(\$ 000's unaudited)	S	55 days ended sept. 30 2003		Three nonths ended Dec. 31 2003		Three nonths ended arch 31 2004		Three months ended June 30 2004	-	Three nonths ended Sept 30 2004	-	Three nonths ended Dec. 31 2004	-	Three nonths ended arch 31 2005		Three nonths ended une 30 2005
Royalties	\$	3,600	\$	5,202	\$	4,855	\$	6,397	\$	6,952	\$	5,536	\$	5,596	\$	7,138
Less:																
Administration expenses		70		161		86		93		119		215		123		145
Management fees		595		955		881		950		911		918		915		915
Interest expense		244		376		361		296		293		377		481		602
Amortization of intangible assets		1,402		2,350		3,420		3,418		3,419		3,420		3,471		3,521
Earnings before undernoted		1,289		1,360		107		1,640		2,210		606		606		1,955
Non-controlling interest		(322)		(380)		(44)		(427)		(572)		(189)		(175)		(519)
Net earnings for the period		967		980		63		1,213		1,638		417		431		1,436
Add:																
Amortization of intangible assets		1,402		2,350		3,420		3,418		3,419		3,420		3,471		3,521
Non-controlling interest		322		380		44		427		572		189		175		519
Distributable cash		2,691		3,710		3,527		5,058		5,629		4,026		4,077		5,476
Add (less) change in:																
Working capital and other reserve	es	(309)		108		260		(1,398)		(1,964)		(364)		(416)		(1,814)
Reserves for acquisition		-		(156)		(127)		-		-		-		-		-
Distributable cash after reserves	\$	2,382	\$	3,662	\$	3,660	\$	3,660	\$	3,665	\$	3,662	\$	3,661	\$	3,662
Distributable cash available to:																
Public unit holders	\$	1,786	\$	2,747	\$	2,745	\$	,	\$	2,746	\$	,	\$	2,746	\$	2,747
Non-controlling interest		596		915		915		916		915		916		915		915
	\$	2,382	\$	3,662	\$	3,660	\$	3,664	\$	3,661	\$	3,662	\$	3,661	\$	3,662
Distributions to public unitholders	\$	1,786	\$	2,747	\$	2,745	\$	2,748	\$	2,746	\$	2,746	\$	2,746	\$	2,747
	Ψ	1,700	Ψ	2,141	Ψ	2,140	ų.	2,141								
Per unit (9,983,000 units):																
Basic and diluted earnings	\$	0.10	\$	0.10	\$	0.00	\$	0.13	\$	0.16	\$	0.04	\$	0.04	\$	0.14
Basic and diluted	Ψ		Ŷ	2.1.0	Ŷ	2.00	Ŷ		Ŷ		Ŷ		Ŷ	2101	÷	
distributable cash	\$	0.18	\$	0.28	\$	0.26	\$	0.38	\$	0.42	\$	0.30	\$	0.31	\$	0.41
Basic and diluted distributions	\$	0.18	\$	0.28	\$	0.28	\$		\$	0.28	\$	0.28	\$	0.28	ŝ	0.28
	Ψ	2.10	Ψ		Ψ		Ŷ	2720	Ψ	1.20	Ŷ		Ψ	2.20	÷	

## Q2 2005

### SUPPLEMENTAL INFORMATION SELECTED FINANCIAL AND OPERATING INFORMATION<sup>2</sup>

		Three months ended Sept. 30 2003		Three months ended Dec. 31 2003		Three months ended arch 31 2004		Three months ended June 30 2004		Three months ended Sept 30 2004		Three months ended Dec. 31 2004		Three months ended arch 31 2005		Three months ended June 30 2005
	(pr	o forma)	(re	eported)	(r	eported)										
Revenue (\$ thousands, una	udite	ed)														
Fixed franchise fees	\$	2,479	\$	2,465	\$	2,522	\$	2,718	\$	2,691	\$	2,718	\$	2,945		2,999
Variable franchise fees		1,901		1,169		1,179		2,008		2,041		1,149		1,335		2,231
Premium franchise fees		1,287		930		541		932		1,489		1,009		576		1,103
Other fees and services		588		638		613		739		731		660		740		805
	\$	6,255	\$	5,202	\$	4,855	\$	6,397	\$	6,952	\$	5,536	\$	5,596	\$	7,138
% Revenue by region																
British Columbia		12		13		15		14		12		13		15		15
Prairies		11		11		12		11		11		11		11		11
Ontario		63		62		58		60		64		62		57		57
Quebec		9		9		11		11		9		9		13		13
Maritimes		5		5		4		4		4		5		4		4
		100		100		100		100		100		100		100		100

Additions for the period:	Three months ended Sept. 30 2003	Three months ended Dec. 31 2003	Three months ended March 31 2004	Three months ended June 30 2004	Three months ended Sept 30 2004	Three months ended Dec. 31 2004	Three months ended March 31 2005	Three months ended June 30 2005
Number of agents & sales								
representatives	142	108	279	189	210	13	750	323
Number of agents	142	101	225	163	175	38	726	295
Number of locations	(1)	(12)	6	9	-	(6)	48	(1)
Number of franchisees	-	(1)	4	(2)	-	(1)	38	(1)
At end of period								
Number of agents & sales								
representatives	9,346	9,454	9,733	9,922	10,132	10,145	10,895	11,218
Number of agents	8,653	8,754	8,979	9,142	9,317	9,355	10,081	10,376
Number of locations	521	509	515	524	524	518	566	565
Number of franchisees	227	226	230	228	228	227	265	264

<sup>2</sup> The pro forma information sets forth unaudited information and has been prepared on a quarterly basis as if the Fund was in operation since January 1, 2003. The pro forma results have been adjusted to the number of agents, sales representatives, locations and fees that would have been recognized had the corporately-owned locations of Royal LePage Residential Brokerage Services been franchised on January 1, 2003.



## SUPPLEMENTAL INFORMATION FUND UNIT PERFORMANCE

	S	55 days ended ept. 30 2003		Three months ended Dec. 31 2003		Three months ended arch 31 2004		Three months ended June 30 2004		Three months ended Sept 30 2004		Three months ended Dec. 31 2004		Three months ended arch 31 2005		Three months ended June 30 2005
Trading price range of units (TSX: "RSF.UN")																
High	\$	10.64	\$	10.92	\$	12.10	\$	11.90	\$	12.25	\$	12.15	\$	14.90	\$	14.30
Low	\$	9.90	\$	10.03	\$	10.80	\$	9.85	\$	10.60	\$	11.40	\$	11.50	\$	12.60
Close	\$	10.26	\$	10.85	\$	11.70	\$	11.00	\$	11.95	\$	11.55	\$	13.40	\$	13.29
Average daily volume	1	05,176		18,112		28,016		10,905		5,369		22,531		25,689		5,646
Number of units outstanding at period end	9,9	83,000	9,9	983,000	9,9	983,000	9,	983,000	9,9	983,000	9,9	983,000	9,9	83,000	9,	983,000
Net enterprise value at period end (thousands)																
Market capitalization <sup>3</sup>	\$ 1	36,567	\$ 1	144,421	\$ 1	155,735	\$	146,417	\$ -	159,062	\$ 1	53,738	\$ 1	78,363	\$	176,899
Debt		30,600		30,600		30,600		30,600		30,600		30,600		38,000		38,000
Less:																
Cash on hand		1,895		1,439		1,205		2,055		3,647		4,444		3,658		5,430
	\$ 1	65,272	\$ 1	173,582	\$ 1	185,130	\$	174,962	\$ -	186,015	\$ 1	79,894	\$2	12,705	\$	209,469

<sup>3</sup> Comprised of the number of units outstanding at period end and 3,327,667 subordinated units, multiplied by the closing unit price.

## CONDENSED BALANCE SHEET

(\$ 000's unaudited)	S	As at Sept. 30 2003		As at Dec. 31 2003	М	As at arch 31 2004		As at June 30 2004	ç	As at Sept 30 2004	[	As at Dec. 31 2004	Ma	As at arch 31 2005	As at June 30 2005
Cash and cash equivalents	\$	1,895	\$	1,439	\$	1,205	\$	2,055	\$	3,647	\$	4,444	\$	3,658	\$ 5,430
Accounts receivable		2,063		1,970		2,214		2,899		2,382		2,176		2,874	3,074
Prepaid expenses		179		241		104		66		41		96		86	60
Deferred charges		-		-		-		-		-		-		749	743
Deposit on acquisition		-		-		-		-		-		-		4,038	1,118
Intangible assets		153,015		150,765		147,491	-	144,077	1	40,658	1	37,238	1	36,751	136,169
	\$ '	157,152	\$ .	154,415	\$ -	151,014	\$ 1	149,097	\$ 1	46,728	\$ 1	43,954	\$1	48,156	\$ 146,594
Accounts payable and accrued liabilities	\$	1,078	\$	2,378	\$	2,530	\$	2,637	\$	1,719	\$	2,001	\$	1,858	\$ 2,003
Offering costs		964		-		-		-		-		-		-	-
Distributions payable to unitholders		1,786		915		915		915		915		915		915	915
Long-term debt		30,600		30,600		30,600		30,600		30,600		30,600		38,000	38,000
Non-controlling interest		30,680		30,170		29,299		28,810		28,467		27,740		27,000	26,604
Unitholders' equity		92,044		90,352		87,670		86,135		85,027		82,698		80,383	79,072
	\$ -	157,152	\$	154,415	\$ -	151,014	\$ -	149,097	\$ 1	46,728	\$ 1	43,954	\$1	48,156	\$ 146,594



## SUPPLEMENTAL INFORMATION CONDENSED CASHFLOW BY PERIOD

(\$ 000's unaudited)	55 days ended Sept. 30 2003	Three months ended Dec. 31 2003	Three months ended March 31 2004	Three months ended June 30 2004	Three months ended Sept 30 2004	Three months ended Dec. 31 2004	Three months ended March 31 2005	Three months ended June 30 2005
Cash provided by (used for):								
Operating activities								
Net earnings for the period	\$ 967	\$ 980	\$ 63	\$ 1,213	\$ 1,638	\$ 417	\$ 431	\$ 1,436
Add (Deduct)								
Non-controlling interest	322	380	44	427	572	189	175	519
Amortization of deferred charges	-	-	-	-	-	-	17	41
Amortization of intangible assets	1,402	2,350	3,420	3,418	3,419	3,420	3,471	3,521
Changes in non-cash working cap		815	15	(540)	(376)	433	(831)	(29)
	931	4,525	3,542	4,518	5,253	4,459	3,263	5,488
Investing activities								
Deposit on acquisition	_	_	-	_	_	_	(7,048)	-
Purchase of intangible assets	(121,140)	(100)	(116)	(4)	_	_	26	(19)
	(121,140)	(100)	(116)	(4)	-	-	(7,022)	(19)
Financing activities								
Initial public offering of units	99,830	-	-	-	-	-	-	-
Issue costs paid	(8,326)	(667)	-	-	-	-	-	-
Proceeds from long term debt	30,600	-	-	-	-	-	38,000	(2,747)
Distributions paid to unitholders Distributions paid to non-	-	(3,618)	(2,745)	(2,748)	(2,746)	(2,746)	(2,746)	(915)
controlling interest	-	(596)	(915)	(916)	(915)	(916)	(915)	_
Repayment of long term debt	-	-	-	_	-	-	(30,600)	-
Deferred charges	-	-	-	-	-	-	(766)	(35)
	122,104	(4,881)	(3,660)	(3,664)	(3,661)	(3,662)	2,973	(3,697)
Increase (decrease) in cash and ca equivalents during the period	<b>ash</b> 1,895	(456)	(234)	850	1,592	797	(786)	1,772
Cash and cash equivalents,								
beginning of period	-	1,895	1,439	1,205	2,055	3,647	4,444	3,658
Cash and cash equivalents, end of period	\$ 1,895	\$ 1,439	\$ 1,205	\$ 2,055	\$ 3,647	\$ 4,444	\$ 3,658	\$ 5,430
end of period	φ 1,695	φ 1,439	φ 1,205	φ 2,055	φ 3,047	φ 4,444	φ 0,000	φ 3,430



### SUPPLEMENTAL INFORMATION CANADIAN RESIDENTIAL REAL ESTATE MARKET

	Three months ended Sept. 30 2003	Three months ended Dec. 31 2003	Three months ended March 31 2004	Three months ended June 30 2004	Three months ended Sept 30 2004	Three months ended Dec. 31 2004	Three months ended March 31 2005	Three months ended June 30 2005
Canada								
Transaction dollar								
volume (\$ millions)	\$ 24,677	\$ 20,209	\$ 23,558	\$ 33,051	\$ 25,711	\$ 21,335	\$ 24,814	\$ 37,809
Average selling price	209,535	\$ 215,967	\$ 221,202	\$ 230,253	\$ 224,550	\$ 233,007	\$ 238,834	\$ 251,101
Number of units sold	117,772	93,573	106.500	143.542	114.500	91,566	103,898	150,573
Number of agents at	,		,	- , -	,	,		
period end	70,098	71,267	72,887	74,430	75,611	76,752	78,816	NA
Housing starts	62,771	58,235	39,382	67,378	65,754	60,917	37,084	67,183
Greater Toronto Area Transaction dollar								
volume (\$ millions)	\$ 6,220	\$ 5,162	\$ 5,927	\$ 8,872	\$ 6,457	\$ 5,507	\$ 6,017	\$ 9,371
Average selling price	\$ 290,871	\$ 298,919	\$ 305,653	\$ 321,034	\$ 312,545	\$ 320,165	\$ 330,120	\$ 344,557
Number of units sold	21,384	17,268	19,392	27,636	20,660	17,199	18,228	27,196
Housing starts	12,323	12,109	6,831	12,651	12,380	10,253	6,918	13,050
NA: Not available at da	te of MD&A.							
	Twelve	Twelve	Twelve	Twelve	Twelve	Twelve	Twelve	Twelve
	months	months	months	months	months	months	months	months
	ended	ended	ended	ended	ended	ended	ended	ended
	Sept. 30	Dec. 31	March 31	June 30	Sept 30	Dec. 31	March 31	June 30
	2003	2003	2004	2004	2004	2004	2005	2005

Transaction dollar								
volume (\$ millions)	\$ 86,424	\$ 90,007	\$ 94,457	\$ 101,495	\$ 102,529	\$ 103,666	\$ 104,912	\$ 109,670
Average selling price	\$ 202,819	\$ 207,347	\$ 212,432	\$ 219,979	\$ 223,806	\$ 227,261	\$ 231,335	\$ 238,134
Number of units sold	426,113	434,088	444,643	461,387	458,115	456,108	453,506	460,537
Housing starts	214,195	218,426	219,538	227,766	230,749	233,431	231,133	230,938
Seasonally adjusted								
housing starts	234,600	217,600	216,200	239,300	231,000	234,400	218,500	237,200
Greater Toronto Area								
Greater Toronto Area Transaction dollar								
	\$ 22,493	\$ 23,282	\$ 24,214	\$ 26,181	\$ 26,418	\$ 26,763	\$ 26,851	\$ 27,352
Transaction dollar	\$22,493 \$289,540	\$23,282 \$293,327	\$24,214 \$297,431	\$26,181 \$305,568	\$26,418 \$310,964	\$26,763 \$315,278	\$26,851 \$320,712	\$    27,352 \$  328,419
Transaction dollar volume (\$ millions)	, ,	, .	. ,		, , ,		,	+,=
Transaction dollar volume (\$ millions) Average selling price	\$ 289,540	\$ 293,327	\$ 297,431	\$ 305,568	\$ 310,964	\$ 315,278	\$ 320,712	\$ 328,419