



Bridgemarq Real Estate Services Inc. (BREUF)

Updated May 21st, 2026, by Nikolaos Sismanis

Key Metrics

Current Price:	\$9.67	5 Year Annual Expected Total Return:	9.0%	Market Cap:	\$153 M
Fair Value Price:	\$10.00	5 Year Growth Estimate:	0.0%	Ex-Dividend Date:	05/29/2026
% Fair Value:	97%	5 Year Valuation Multiple Estimate:	0.7%	Dividend Payment Date:	06/30/2026
Dividend Yield:	10.1%	5 Year Price Target	\$10.00	Years Of Dividend Growth:	0
Dividend Risk Score:	F	Sector:	Real Estate	Rating:	Sell

Overview & Current Events

Bridgemarq Real Estate Services is a leading Canadian real estate services company that provides branding, technology, and support to real estate brokers and over 21,000 realtors across Canada. Its portfolio includes nationally recognized brands such as Royal LePage, Via Capitale, Proprio Direct, and Johnston & Daniel. The company earns revenue primarily from fixed and variable franchise fees, generating cash flow stability that is less sensitive to fluctuations in the housing market.

In 2024, Bridgemarq inked a \$40.9 million deal with Brookfield to acquire 25 Royal LePage and Johnston & Daniel brokerages, 3 Via Capitale brokerages, and Proprio Direct, and also internalizing its management by buying Bridgemarq Real Estate Services Manager Limited. This move eliminated third-party management fees and expanded the company into direct brokerage operations. Bridgemarq pays dividends monthly. It reports its financials in CAD. Still, all figures in this report have been converted to USD unless otherwise noted.

On May 13th, 2026, Bridgemarq Real Estate Services posted its Q1 results for the period ending March 31st, 2026. Total revenue for the quarter came in at \$51.0 million, down from \$56.9 million in Q1 2025, reflecting an 8% year-over-year contraction in Canadian residential transactional dollar volume and a lower REALTOR count. Bridgemarq recorded a quarterly net loss of \$0.24 per share, a significant reversal from earnings of \$0.47 a year earlier, primarily driven by a \$1.9 million non-cash loss on the valuation of exchangeable units compared with a \$4.1 million gain last year.

Adjusted EPS for the quarter was \$0.09, down from \$0.15 last year, as lower revenues outweighed the benefit of lower commission expense. Free cash flow declined to \$1.4 million from \$3.0 million, while Bridgemarq ended the quarter with a network of 21,843 real estate professionals across its franchise and corporately owned brokerage operations. We believe the company will post adjusted EPS of \$1.00 this year, which we have applied in our estimates. All past figures in the table below, however, reflect IFRS figures (for U.S. stocks, it would be GAAP).

Growth on a Per-Share Basis

Year	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2031
EPS	\$0.50	\$1.04	\$0.96	\$0.25	\$0.06	\$0.40	\$0.88	\$0.32	(\$0.76)	\$0.32	\$1.00	\$1.00
DPS	\$0.97	\$1.05	\$0.99	\$1.04	\$1.06	\$1.07	\$1.00	\$1.02	\$0.94	\$0.98	\$0.98	\$0.98
Shares¹	9.5	9.5	12.8	9.5	9.5	9.5	12.8	9.5	9.5	15.7	9.5	10.0

Over the past decade, Bridgemarq has made notable progress evolving its business model and expanding its footprint in the Canadian real estate sector. Initially focused purely on franchise operations, the company relied on a stable stream of fixed and variable fees from its vast realtor network. This model has provided steady cash flows, even during market downturns (e.g. the COVID-19 pandemic). However, in recent years, Bridgemarq has shifted toward a more integrated platform, notably with its 2024 acquisition of several brokerage operations and the internalization of its management, eliminating third-party fees and expanding into direct real estate sales.

Note that while EPS has shown significant volatility over the years, much of this is driven by non-operational items like the revaluation of exchangeable units. These non-cash impacts often obscure the true health of the underlying business,

¹ Share count is in millions.

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which has generally stayed cash-generative and dividend-sustaining during the period. Still, coverage is thin. In 2024, when Bridgemarq posted operating cash flow of \$7.2 million, the \$9.3 million in payable dividends were not covered.

Moving forward, we don't forecast any growth in EPS or the dividend due to high operating costs, integration risks from recent acquisitions, and uncertainty in Canada's housing market recovery. Bridgemarq has paid a monthly dividend of CAD \$0.1125 since August of 2017. Before that it was at CAD \$0.1083 starting December 2015, and before that it was briefly at CAD \$0.1042, after it was hiked from CAD \$0.10. So dividend hikes have taken place, but not on a regular basis.

Valuation Analysis

Year	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	Now	2031
Avg. P/E	11.7	13.4	---	---	27.2	12.3	---	---	---	---	9.7	10.0
Avg. Yld.	8.6%	7.7%	8.5%	10.3%	9.9%	9.2%	9.0%	8.5%	---	9.6%	10.1%	9.8%

Bridgemarq's P/E ratio is often meaningless because EPS is distorted by one-time, non-cash items like exchangeable unit revaluations, which don't reflect core business performance. Today, the stock is hovering at 9.7 times our adjusted EPS estimate for FY2026, which we believe slightly undervalues the business. We maintain our fair multiple at 10x which accounts for the ongoing uncertainty in the real estate market. The dividend yield stands at a hefty 10.1%, reflecting the underlying risks attached to its sustainability, nonetheless.

Safety, Quality, Competitive Advantage, & Recession Resiliency

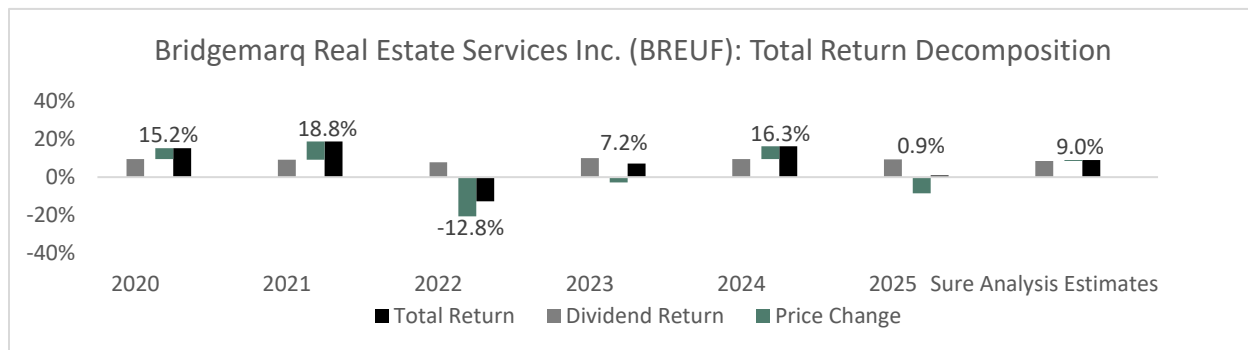
Year	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2031
Payout	194%	101%	103%	416%	---	268%	114%	319%	---	306%	98%	98%

Bridgemarq's cash flows are relatively stable, supported by long-term franchise agreements and an expanded base of fee-paying realtors. The business is built on high-quality, nationally recognized brands like Royal LePage, with a strong track record of agent retention and productivity. Its competitive edge comes from deep industry expertise, productive training programs, and its proprietary rlpSPHERE platform, which boosts agent performance and loyalty. The company should also prove somewhat resilient in downturns thanks to its fixed-fee revenue structure, but it remains exposed to transaction volumes and broader housing market cycles. This vulnerability was highlighted in 2011 when it temporarily reduced its dividend during a post-crisis market slowdown, though payouts have since grown from time to time. That said, we recommend that you don't trust the dividend blindly.

Final Thoughts & Recommendation

Bridgemarq offers stable income from a resilient, fee-based real estate platform, but limited growth and housing market sensitivity make it more of a yield play than a growth story. We forecast annualized returns of 9.0%, to be mainly driven by the starting dividend yield. Still, we highlight that its investment case is speculative following the recent acquisitions and internalization of management. Along with the lack of dividend increases recently, we rate the stock a sell.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
Revenue	32	34	32	33	30	40	38	36	256	292
Gross Profit			32	33	30	39	22	21	48	46
Gross Margin	0.0%	0.0%	100%	98.8%	98.2%	97.9%	57.7%	58.3%	18.8%	15.8%
SG&A Exp.	7	7	7	13	13	17	1	2	6	-
D&A Exp.	7	6	6	8	6	6	6	6	9	9
Operating Profit	18	21	20	13	10	17	16	14	12	10
Operating Margin	56.7%	61.3%	60.5%	37.4%	33.8%	41.3%	41.1%	38.1%	4.8%	3.4%
Net Profit	5	10	13	2	1	4	16	3	(8)	5
Net Margin	15.1%	28.1%	41.4%	6.9%	1.9%	9.5%	42.0%	8.2%	-2.9%	1.7%
Free Cash Flow	8	8	6	12	14	12	12	9	11	3
Income Tax	4	4	4	2	2	3	3	2	1	1

Balance Sheet Metrics

Year	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
Total Assets	69	74	70	73	70	62	54	49	110	82
Cash & Equivalents	2	3	3	4	7	5	5	4	6	4
Accounts Receivable	3	3	3	3	2	3	3	3	4	-
Goodwill & Int. Ass.	58	63	58	60	55	49	40	36	50	49
Total Liabilities	92	99	90	100	108	106	89	92	166	145
Accounts Payable	1	1	1	1	1	1	1	1	12	-
Long-Term Debt	47	52	52	56	58	54	49	51	47	127
Shareholder's Equity	(23)	(25)	(20)	(28)	(38)	(44)	(36)	(43)	(56)	(63)
LTD/E Ratio	(2.04)	(2.09)	(2.67)	(2.01)	(1.51)	(1.21)	(1.39)	(1.17)	(0.83)	(2.02)

Profitability & Per Share Metrics

Year	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
Return on Assets	6.9%	13.4%	18.6%	3.2%	0.8%	5.8%	28.0%	5.8%	-9.5%	6.2%
ROIC	18.5%	37.4%	44.7%	7.6%	2.4%	26.3%	140%	27.9%	-	7.8%
Shares Out.	9.5	9.5	12.8	9.5	9.5	9.5	12.8	9.5	9.5	15.7
Revenue/Share	2.50	2.66	2.53	2.61	2.35	3.13	2.99	3.78	17.03	18.53
FCF/Share	0.63	0.66	0.49	0.90	1.09	0.94	0.90	1.00	0.76	0.20

Note: All figures in millions of U.S. Dollars unless per share or indicated otherwise.

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