

### Question 3

Can you disclose (approximate) sales breakdown by type in 2015 i.e. mobile home, detached, attached etc.?

### Answer 3

CMHC does not track inventory based on the type of housing. Volumes include a variety of housing types including mobile homes, condos, single family homes, etc. but there is no breakdown available on the types. Volumes are shown in the solicitation document and in response to Question 4.

### Question 4

Can you disclose (approximate) the location breakdown for the properties sold?

### Answer 4

CMHC does not guarantee a minimum or maximum number of properties that will be assigned under this Contract. To assist in preparation of a response CMHC's portfolio consisted of the volumes indicated in the table below.

<b>2015 Volumes as of November 30<sup>th</sup></b>			
<b>Province</b>	<b>Acquisitions</b>	<b>Sales</b>	<b>Average Units Under Administration (monthly)</b>
<b>British Columbia</b>	101	68	95
<b>Alberta</b>	67	39	60
<b>Saskatchewan</b>	17	12	18
<b>Manitoba</b>	11	4	6
<b>Northwest Territories</b>	5	1	2
<b>Yukon</b>	0	0	0
<b>Nunavut</b>	1	0	1
<b>Total 2015</b>	<b>202</b>	<b>124</b>	<b>182</b>

### Question 5

Can the marketing brokerage distribute the listings among its affiliate brokerages (independently owned)?

### Answer 5

Yes. The marketing brokerage can distribute the listings as they see fit.