

	For the Three Months Ended,								Year Ended		
	Mar. 31, 2016	Jun. 30, 2016	Sep. 30, 2016	Dec 31, 2016	Mar. 31, 2017	Jun. 30, 2017	Sep. 30, 2017	Dec. 31, 2017	2015	2016	2017
Revenue:											
Total Revenues	\$73,625	\$90,098	\$100,381	\$96,181	\$93,002	\$104,125	\$107,029	\$112,886	\$253,937	\$360,285	\$417,042
Contracted Revenues	\$45,956	\$49,582	\$54,469	\$57,998	\$62,858	\$67,106	\$70,994	\$82,224	\$150,773	\$208,004	\$283,183
% Contracted	62%	55%	54%	60%	68%	64%	66%	73%	59%	58%	68%
Encompass Revenues	\$40,824	\$56,428	\$64,498	\$61,570	\$53,505	\$66,028	\$67,426	\$64,529	\$152,514	\$223,320	\$251,489
Contracted Encompass Revenues	\$31,750	\$35,769	\$39,477	\$42,047	\$45,655	\$48,361	\$51,279	\$51,722	\$104,747	\$149,043	\$197,017
% Contracted Encompass Revenues	78%	63%	61%	68%	85%	73%	76%	80%	69%	67%	78%
Users at End of Period:											
Contracted Users	180,595	192,980	205,784	215,769	225,053	231,919	234,356	242,505	166,057	215,769	242,505
Active Users	144,533	153,334	159,523	164,648	171,579	177,366	183,122	183,900	136,167	164,648	183,900
Active as a % of Contracted Users	80%	79%	78%	76%	76%	76%	78%	76%	82%	76%	76%
Average Users:											
Average Active users during the period	141,079	149,876	156,912	163,742	168,775	176,104	181,413	184,406	127,226	152,903	177,675
Revenue per Average Active user during period	\$522	\$601	\$640	\$587	\$551	\$591	\$590	\$612	\$1,996	\$2,356	\$2,347

The January 2018 composite forecast of Fannie Mae, Freddie Mac, and the Mortgage Bankers Association for 2017 mortgage origination volume is approximately \$1.8 trillion. These organizations publish monthly updates of their annual and quarterly forecasts. The January 2018 composite quarterly forecast for origination volume is as follows:

\$ in Billions	Q1	Q2	Q3	Q4	Annual
2017	\$389	\$476	\$483	\$439	\$1,787