

	For the Three Months Ended,												Year Ended			YTD
	Mar. 31, 2015	Jun. 30, 2015	Sept. 30, 2015	Dec 31, 2015	Mar. 31, 2016	Jun. 30, 2016	Sep. 30, 2016	Dec 31, 2016	Mar. 31, 2017	Jun. 30, 2017	Sep. 30, 2017	2015	2016	2017		
<b>Revenue:</b>																
Total Revenues	\$54,189	\$65,942	\$68,939	\$64,867	\$73,625	\$90,098	\$100,381	\$96,181	\$93,002	\$104,125	\$107,029	\$253,937	\$360,285	\$304,156		
Contracted Revenues	\$31,886	\$35,778	\$41,363	\$41,746	\$45,956	\$49,582	\$54,469	\$57,998	\$62,858	\$67,106	\$70,994	\$150,773	\$208,004	\$200,959		
% Contracted	59%	54%	60%	64%	62%	55%	54%	60%	68%	64%	66%	59%	58%	66%		
Encompass Revenues	\$32,481	\$40,013	\$41,599	\$38,421	\$40,824	\$56,428	\$64,498	\$61,570	\$53,505	\$66,028	\$67,426	\$152,514	\$223,320	\$186,960		
Contracted Encompass Revenues	\$22,936	\$24,831	\$27,919	\$29,061	\$31,750	\$35,769	\$39,477	\$42,047	\$45,655	\$48,361	\$51,279	\$104,747	\$149,043	\$145,295		
% Contracted Encompass Revenues	71%	62%	67%	76%	78%	63%	61%	68%	85%	73%	76%	69%	67%	78%		
<b>Users at End of Period:</b>																
Contracted Users	133,581	141,498	151,350	166,057	180,595	192,980	205,784	215,769	225,053	231,919	234,356	166,057	215,769	234,356		
Active Users	118,672	126,862	134,888	136,167	144,533	153,334	159,523	164,648	171,579	177,366	183,122	136,167	164,648	183,122		
Active as a % of Contracted Users	89%	90%	89%	82%	80%	79%	78%	76%	76%	76%	78%	82%	76%	78%		
<b>Average Users:</b>																
Average Active users during the period	114,413	125,341	132,675	136,473	141,079	149,876	156,912	163,742	168,775	175,266	181,413	127,226	152,903	175,151		
Revenue per Average Active user during period	\$474	\$526	\$520	\$475	\$522	\$601	\$640	\$587	\$551	\$594	\$590	\$1,996	\$2,356	\$1,737		

The October 2017 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 October 2017 composite quarterly forecast for origination volume is as follows:

\$ in Billions	Q1	Q2	Q3	Q4	Annual
2017	\$388	\$481	\$479	\$411	\$1,759