

	For the Three Months Ended,								ASC 606	ASC 605	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	Mar. 31, 2018	Mar. 31, 2018	2016	2017
Revenue												
Revenue	\$73,625	\$90,098	\$100,381	\$96,181	\$93,002	\$104,125	\$107,029	\$112,886	\$117,912	\$115,983	\$360,285	\$417,042
Contracted revenue (1)	\$45,956	\$49,582	\$54,469	\$57,998	\$62,858	\$67,106	\$70,994	\$82,224	\$82,804	\$84,065	\$208,004	\$283,183
% Contracted	62%	55%	54%	60%	68%	64%	66%	73%	70%	72%	58%	68%
YOY Contracted growth	44%	39%	32%	39%	37%	35%	30%	42%	32%	34%	38%	36%
Encompass revenue (2)	\$40,824	\$56,428	\$64,498	\$61,570	\$53,505	\$66,028	\$67,426	\$64,529	\$63,483	\$60,659	\$223,320	\$251,489
Encompass contracted	\$31,750	\$35,769	\$39,477	\$42,047	\$45,655	\$48,361	\$51,279	\$51,722	\$53,148	\$53,866	\$149,043	\$197,017
% Encompass contracted	78%	63%	61%	68%	85%	73%	76%	80%	84%	89%	67%	78%
YOY Contracted growth	38%	44%	41%	45%	44%	35%	30%	23%	16%	18%	42%	32%
Other revenue	\$32,801	\$33,670	\$35,883	\$34,611	\$39,497	\$38,097	\$39,603	\$48,357	\$54,429	\$55,324	\$136,965	\$165,553
Other contracted (3)	\$14,206	\$13,813	\$14,992	\$15,951	\$17,203	\$18,745	\$19,715	\$30,502	\$29,656	\$30,199	\$58,961	\$86,165
Other variable (4)	\$18,595	\$19,856	\$20,892	\$18,660	\$22,294	\$19,352	\$19,887	\$17,855	\$24,772	\$25,125	\$78,004	\$79,388
Users												
Active users	144,533	153,334	159,523	164,648	171,579	177,366	183,122	183,900	190,656	190,656	164,648	183,900
Average active users during the period	141,079	149,876	156,912	163,742	168,775	175,266	181,413	184,406	188,385	188,385	152,903	177,465
Loans												
Est. Encompass closed loans	441,000	645,000	746,000	675,000	515,000	682,000	693,000	662,000	553,000	553,000	2,507,000	2,552,000
Closed loans per average active user	3.1	4.3	4.8	4.1	3.1	3.9	3.8	3.6	2.9	2.9	16.4	14.4
Revenue per closed loan	\$167	\$140	\$135	\$142	\$181	\$153	\$154	\$171	\$213	\$210	\$144	\$163

Notes: December 31, 2017 and prior are recorded under ASC 605. March 2018, and beyond are recorded under ASC 606.

(1) Includes Encompass contracted revenue, contracted revenue from other subscription services such as Velocify, Allregs, CRM, as well as revenue from professional services.

(2) Includes Encompass contracted revenue and Encompass Success Based pricing revenue.

(3) Includes non-Encompass contracted revenue and primarily consists of Velocify, Allregs, CRM, and professional services.

(4) Includes Network revenue and transaction based revenue, other than Encompass closed loan fees.

The April 2018 composite forecast of Fannie Mae, Freddie Mac and the Mortgage Bankers Association for 2018 mortgage origination volume is approximately \$1.7 trillion. These organizations publish monthly updates of their annual and quarterly forecasts. The April 2018 composite quarterly forecast for origination volume is as follows:

\$ in Billions	Q1	Q2	Q3	Q4	Annual
2018	\$368	\$453	\$455	\$398	\$1,674