

Quarterly Industry Update

As of March 31, 2017

Industry: Real Estate Software



Industry Summary

Cogent Valuation identified Real Estate Software publicly traded companies, IPOs, and recent M&A transactions within the Real Estate Software industry, which provides a basis for market and transaction pricing that can be used by your firm in estimating market sentiment and its impact on your firm's value. Over the last year since March 31, 2016, the median 52-week share price return of the Real Estate Software industry was 22.6%. Between March 31, 2015 and March 31, 2017, the median EV/EBITDA multiple decreased from 14.2 to 12.5. Furthermore, the median price-to-earnings multiple decreased from 27.9 to 24.1 over the same period.

Comparable Public Company Key Statistics

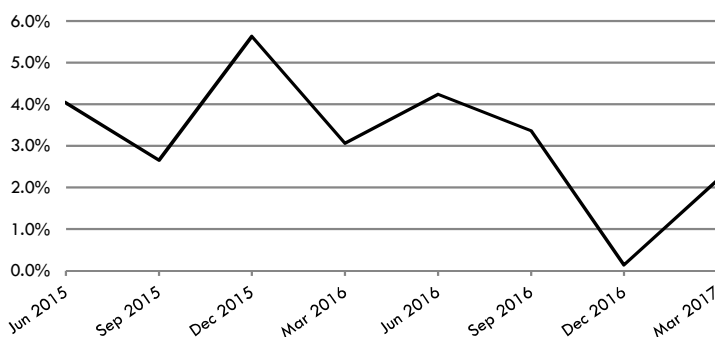
Median 52-Week Return	22.6%	Median EV/Revenue Multiple	1.4x	Median Price/Earnings Multiple	24.1x
Median 3-Year CAGR Return	4.8%	Median EV/EBITDA Multiple	12.5x	Median EV/Gross CF Multiple	23.4x

Comparable Public Company Market Price Returns As of March 31, 2017

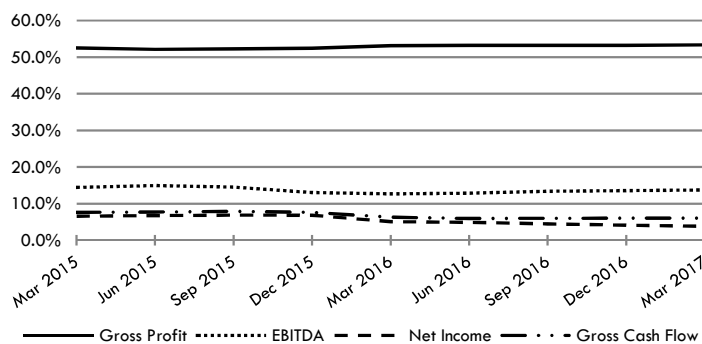
	YTD	3 Month	1 Year	2 Year	3 Year	5 Year	2016	2015	2014	2013	2012
Altisource Portfolio Solutions S.A.	38.4%	38.4%	52.4%	69.1%	-32.9%	-9.5%	-4.4%	-17.7%	-78.7%	83.1%	72.7%
BGC Partners, Inc.	11.0%	11.0%	25.5%	9.6%	20.2%	8.9%	4.3%	7.2%	51.2%	74.9%	-41.8%
CBRE Group, Inc.	10.5%	10.5%	20.7%	-5.2%	8.2%	11.8%	-8.9%	1.0%	30.2%	32.2%	30.7%
Colliers International Group Inc.	28.1%	28.1%	24.4%	-14.6%	-0.3%	9.0%	-17.2%	-13.1%	18.9%	52.9%	6.3%
HFF, Inc.	-8.5%	-8.5%	0.5%	-14.1%	-6.3%	10.9%	-2.6%	-13.5%	33.8%	80.2%	44.2%
Leju Holdings Limited	-28.5%	-28.5%	-34.2%	-34.4%	N/A	N/A	-16.1%	-46.8%	N/A	N/A	N/A
Marcus & Millichap, Inc.	-8.0%	-8.0%	-3.2%	-19.0%	11.3%	N/A	-8.3%	-12.4%	123.2%	N/A	N/A
RE/MAX Holdings, Inc.	6.2%	6.2%	73.3%	33.8%	27.3%	N/A	50.1%	8.9%	6.8%	N/A	N/A
Realty Holdings Corp.	15.8%	15.8%	-17.5%	-19.1%	-11.8%	N/A	-29.8%	-17.6%	-10.1%	17.9%	N/A
RealPage, Inc.	16.3%	16.3%	67.5%	31.6%	24.3%	12.7%	33.6%	2.2%	-6.1%	8.4%	-14.6%
Reis, Inc.	-19.6%	-19.6%	-24.0%	-16.4%	-0.3%	15.0%	-6.2%	-9.3%	36.1%	47.6%	42.9%
Zillow Group, Inc.	-7.2%	-7.2%	32.3%	0.6%	4.8%	23.3%	40.0%	-26.2%	29.6%	194.5%	23.4%
Median of Industry Public Companies	8.3%	8.3%	22.6%	-9.7%	4.8%	11.3%	-5.3%	-12.7%	29.6%	52.9%	27.1%

(Multiple year periods are calculated as the average annual return.)

Median Quarterly Revenue Growth of All Real Estate Software Companies



Median Gross Profit, EBITDA, Net Income and Gross Cash Flow Margins



Median Public Company Multiples of the Real Estate Software Industry

Date:	3/31/2015	6/30/2015	9/30/2015	12/31/2015	3/31/2016	6/30/2016	9/30/2016	12/31/2016	3/31/2017
EV/Revenues Multiple	2.1x	2.3x	2.1x	1.5x	1.4x	1.3x	1.2x	1.2x	1.4x
EV/EBITDA Multiple	14.2x	11.4x	11.5x	8.4x	9.2x	8.8x	9.5x	9.5x	12.5x
Price/Earnings Multiple	27.9x	24.9x	27.9x	20.1x	19.0x	18.7x	20.9x	22.2x	24.1x
EV/Gross Cash Flows Multiple	28.1x	28.2x	26.0x	23.9x	18.4x	17.3x	17.8x	20.5x	23.4x

This industry research is provided at no charge to Cogent Valuation's clients. Research or detailed information not covered in this report can be obtained for a fee. Contact Steven Kam at 415-392-0888 for additional information or questions in connection with this research report. Copyright © 2017 Cogent Valuation. All Rights Reserved.

Quarterly Industry Update

As of March 31, 2017

Industry: Real Estate Software



Industry Initial Public Offerings (dollars in millions, except share prices)

Offer Date	Company Name	Offer Price	Shares Offered	Amount Raised	Total Assets	Debt	LTM Revenues	LTM EBITDA	LTM Net Income	LTM Cash Flows
4/16/2014	Leju Holdings Limited	\$10.00	10.0	\$120.3	\$402.9	\$0.0	\$335.4	\$85.2	\$42.5	\$88.2
10/30/2013	Marcus & Millichap, Inc.	\$12.00	6.0	\$72.0	\$48.0	\$0.0	\$413.7	\$54.1	\$29.1	\$57.1
10/1/2013	RE/MAX Holdings, Inc.	\$22.00	10.0	\$220.0	\$238.1	\$223.2	\$151.8	\$63.3	\$34.4	\$65.5
10/10/2012	Realty Holdings Corp.	\$27.00	40.0	\$1,080.0	\$7,362.0	\$7,640.0	\$4,267.0	\$470.0	(\$399.0)	\$540.0
7/19/2011	Zillow Group, Inc.	\$20.00	3.5	\$69.2	\$28.6	\$0.0	\$36.4	(\$2.9)	(\$4.8)	(\$1.8)
8/11/2010	RealPage, Inc.	\$11.00	12.3	\$135.3	\$160.5	\$66.9	\$160.0	\$21.6	\$26.4	\$31.3
1/30/2007	HFF, Inc.	\$18.00	14.3	\$257.4	N/A	N/A	N/A	N/A	N/A	N/A
Median of All IPOs		nm	nm	\$135.3	\$199.3	\$33.4	\$247.7	\$58.7	\$27.7	\$61.3

nm: not meaningful, N/A: not applicable

Recent Merger and Acquisition Transactions for a Majority Stake (dollars in millions)

Transaction Date	Target	Acquirer	Transaction Size	% Bought	LTM Revenues	EV/Revenues
11/4/2016	Onthehouse Holdings	77 Victoria Street Venture	\$43.3	81%	\$19.3	2.7x
6/1/2016	ReCI Inc	Goyo Intex Co., Ltd.	\$1.2	100%	N/A	N/A
4/20/2016	FNC, Inc.	CoreLogic Solutions, LLC	\$475.0	100%	N/A	N/A
3/21/2014	Leju Holdings Limited	Tencent Holdings Limited	\$180.0	15%	\$335.4	3.4x
9/17/2010	SouFun Holdings Limited (nka:Fang Holdings Limited)	Apax Partners LLP	\$410.2	43%	\$158.3	5.1x
4/10/2007	Realty Corporation	Apollo Global Management	\$9,261.9	100%	\$6,677.0	1.2x
8/31/2006	SouFun Holdings Limited (nka:Fang Holdings Limited)	Telstra Corporation Limited	\$254.0	51%	N/A	N/A
Median of the 7 M&A Transaction Targets			\$295.1	90%	\$246.8	3.1x

Definitions of Financial Terms Used in this Quarterly Industry Update:

Enterprise Value (EV): Market Value of Equity + Market Value of Debt - Cash

Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA): Profitability metric sometimes also referred to as operating profit or operating earnings.

Gross Cash Flows: Net Income + Depreciation and Amortization Expense

Latest Twelve Months (LTM): Financial information is as of the latest twelve months through the date of this Quarterly Industry Update.

Disclosures and Limitations: This research report is for informational and discussion purposes only. Information presented herein is not investment advice of any kind to any person and does not constitute a recommendation as to the purchase or sale of any interests or as to any other course of action. General, financial, and statistical information concerning the details of this report and related industry are from sources Cogent Valuation believes to be reliable. Cogent Valuation has accurately reflected such information in this research report; however, Cogent Valuation makes no representation as to the sources' accuracy or completeness and has accepted this information without further verification. Neither all nor any part of the content of this report may be conveyed to the public through advertising, public relations, news, sales, mail, direct transmittal, or other media without the prior written consent of Cogent Valuation. Cogent Valuation's research is as of the date reported herein. Cogent Valuation has no affiliation with any of the companies comprising the industry used as a basis for research in this report, nor does Cogent Valuation hold any investments in the companies listed herein. The content of this report may be used, in part, as a basis for any work that Cogent Valuation performs for you in the future at the sole discretion of Cogent Valuation. THIS REPORT IS NOT TO BE USED OR CONSIDERED UNDER ANY CIRCUMSTANCE BY ANYONE AS INVESTMENT ADVICE. This industry research is provided at no charge to Cogent Valuation's clients. Research or detailed information not covered in this report can be obtained for a fee. Contact [Steven Kam](mailto:Steven.Kam@CogentValuation.com) at 415-392-0888 for additional information or questions in connection with this research report. Copyright © 2017 Cogent Valuation. All Rights Reserved.