



## OPEN SELLING COMMUNITY DEFINITION

**Revised definition: An open community is defined as one new home contract to start and more than five homes remaining to be contracted.**

Selling communities at period end,

	Revised Definition				Previous Definition			
	Quarter				Quarter			
	First	Second	Third	Fourth	First	Second	Third	Fourth
<b>2015</b>								
Atlanta	28	28	33	33	30	31	37	34
Central Texas	14	13	12	14	14	13	13	15
Colorado	25	26	29	27	31	31	33	31
Houston	8	9	9	9	8	9	9	9
Nevada	4	5	5	5	4	5	5	5
<b>Total</b>	<b>79</b>	<b>81</b>	<b>88</b>	<b>88</b>	<b>87</b>	<b>89</b>	<b>97</b>	<b>94</b>
<b>2014</b>								
Atlanta	—	—	—	26	—	—	—	29
Central Texas	9	9	10	14	9	9	10	14
Colorado	14	23	23	25	14	24	23	29
Houston	—	—	9	7	—	—	13	8
Nevada	—	3	3	3	—	3	3	3
<b>Total</b>	<b>23</b>	<b>35</b>	<b>45</b>	<b>75</b>	<b>23</b>	<b>36</b>	<b>49</b>	<b>83</b>

*Previous definition: An open community was previously defined as one new home contract to start and more than five homes remaining to be delivered.*