

## HBS W-A-R Questions

- 1) How soon are you looking to purchase? (30 - 60 days)
- 2) Do you presently own or are you leasing?
- 3) Will you be getting a mortgage or paying cash?
- 4) Have you met with a lender yet? / Proof of Funds letter?
- 5) Do you need closing cost assistance? (mtg buyer only)\*
- 6) Are you open to both NEW construction and RESALE?