



Says

What have we heard them say?
What can we imagine them saying?



Thinks

What are their wants, needs, hopes, and dreams?
What other thoughts might influence their behavior?

The housing market has maintained its prudence

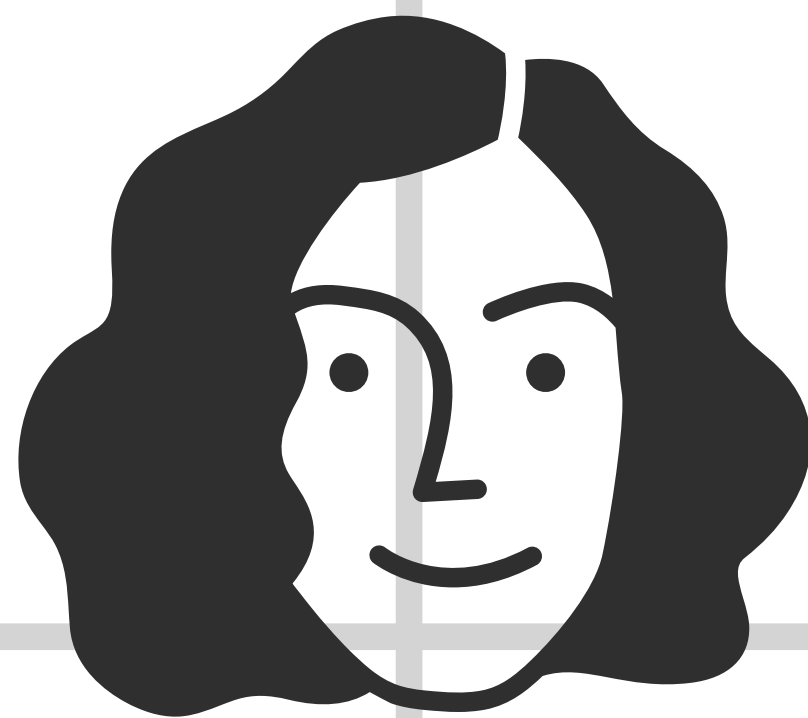
Prices fall in average in april-july quater

MMR was the only cities that saw fall in average

Cost of luxury homes jumped 24% in 7 major cities

The demand for homes has reached a multi-yar high

Median house price is likely to be a more accurate indicater



ANALYSING
HOUSING PRICES IN
METROPOLITAN
CITIES AREAS IN
INDIA

The real estate is always local

Facilities are provided for each house

These houses are mostly bought by investors

The prices of all houses will drastically reduced

Cost of purchasing the flat is decreased

Property rates are high



Does

What behavior have we observed?
What can we imagine them doing?



Feels

What are their fears, frustrations, and anxieties?
What other feelings might influence their behavior?