



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?



Feels

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



Does

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



• Research neighborhoods.

• Determine your budget. Before you even start looking at house, it's important to have a good understanding of how much you are willing to spend.

• Keep an open mind.

• Both end users and investors have deserted it.

• Decide on your must-haves and nice-to-haves .

• Choose a location.

• When deciding on a place for your dream house, the importance of location be overstated.

• Simply saying "Our houses are our safe havens, Where we should feel secure and in command".

• The very first thing you should be certain about before diving into the interiors and decors is the style.

• Architect fees  
• Building permit fees  
• Inspections  
• Site work  
• Foundation  
• Framing  
• Interior and exterior finishes  
• HVAC, Plumbing, and electric  
• Windows and doors  
• When you are planning a budget, proper planning is required if you want to do it right.

• What exactly is a dream home? A house where you feel at ease and have all the basics you needed.

• While building a house you think of many aspects but when we talk about a dream home the real concerns actually kick in.