



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?



Index shows an overall increasing housing prices.

The developer determine the selling price of a house.

Whether the house price movement.

Having any variation across the metropolotian cities.

Traditional development theories believed that agriculture industrialisation.

The movement of average price.



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The customer to arrange the right time to purchase a house.

In 2019 the real estate market was 12000 crores.

An estimation states that by 2040 the market would grow to rs.65000 crores.

Collection of prices of new and resale houses

Located in the metropolitan areas of india.

The amenities provided for each house.



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?

