



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?

To be the most trusted and respected real estate company in the world

To provide our clients with the highest quality of service and expertise, helping them achieve their real estate goals.

If you are looking for a real estate company that will put your needs first, then DREAM HOMES REALTY is the right choice for you.

To be the most trusted and respected real estate company in the world

To help as many people as possible find their dream homes.

By understanding the wants, needs, hopes, dreams, and other thoughts that influence DREAM HOMES REALTY's behavior,



Jayavel Chellapandi  
DREAM HOMES REALTY

Developing a new mobile app that allows clients to search for properties, schedule appointments, and communicate with their agents on the go.

They have a team of experienced and knowledgeable agents who are here to guide their clients through the entire real estate process.

Sponsoring a community event to raise awareness of their brand and give back to the community.

In today's digital age, it is easier than ever for customers to share their experiences with businesses online. If Dream Homes Realty receives negative customer reviews, this can damage its reputation and make it more difficult to attract new clients

Trying to keep up with the latest changes in the real estate industry.

Making process and how they likely to respond to changes in their environment.



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?