



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?

Housing prices in metropolitan areas

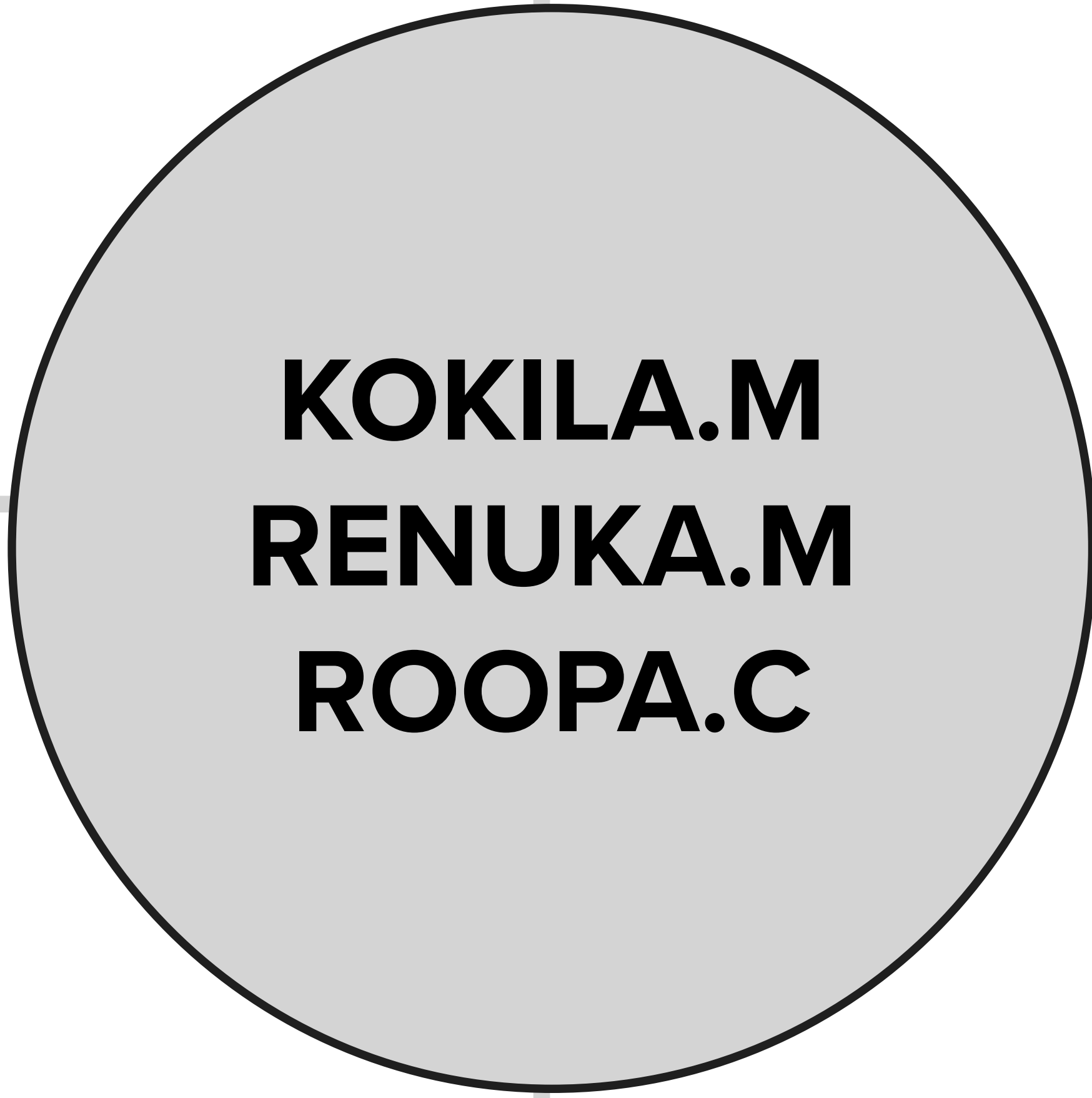
city life is extremely unhealthy

Agents through information

The prices varices different cities

House shifting issues

when there is a glut of housing available in a market homeowners may lower their prices due to less demand in the market.



Searching the low cost house

Heavy traffic in metropolitan areas

Real estate agent helping to searching low cost ouse

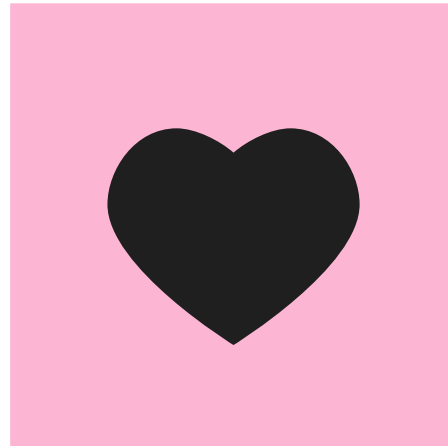
The housing market is a good example of how supply and demand works within an industry

We can see all facilities in that area

The people are not getting fresh air to breathe



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?