



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?

House price prediction can help the developer determine the selling price of a house and can help the customer to arrange the right time to purchase a house.

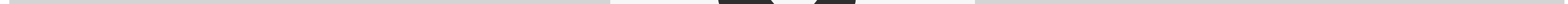
Another crucial point to consider when purchasing a property, it is also essential to check the quality of construction.

The expectation that buyers have concerning the future price of a good, which is assumed constant when a demand curve is constructed.

The categories of factors that influence customers buying behavior:  
Psychological factors,  
Social factors,  
Situation factors.

The key factors that impact real estate prices, availability, and investment potential. Changing demographics can impact home prices due to the age, income, and regional preferences of buyers.

Consumer behavior helps companies understand what their customers want and need, so they can offer products and services that appeal to their target audience. This is helpful for businesses who want to expand their reach into new markets or demographics.



The behaviors of consumer are habitual buying behavior, variety- seeking behavior, dissonance-reducing buying behavior, and complex buying behavior.

The buying decision behavior of a consumer encompasses the various approaches consumers employ when making purchase decision.

57% of recent buyers worry about home repair costs. 45% of recent buyers worry about the value of their home declining. 45% of recent buyers worry about their mortgage payment increasing. 36% of recent buyers worry about whether they'll eventually be able to resell their home.

The 5 steps pf buyer behavior are problem recognition, information search, alternatives evaluation, purchase decision and post-purchase evaluation.

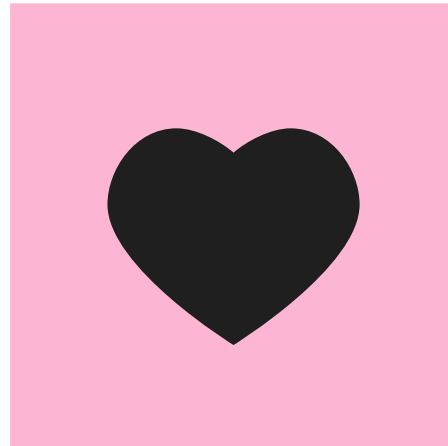
One of the most common customer service challenges is agents not being able to resolve an issue within a short time. Customers want their issues resolved as quickly as possible, but this is often not possible.

The frustrating things about buying a house are saving for the down payment, applying for a mortgage, finding the right home in the right location, competing with other buyers, selling your old home.



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?