



Says

What have we heard them say?
What can we imagine them saying?

it is
everyone 's
dream to
buy a house

however,making
this a reality is
usually not as
smooth as it
seems

so keep all the
basis in mind
before taking
the decision to
buy.

DREAM HOUSE

Thinks

What are their wants, needs, hopes, and dreams?
What other thoughts might influence their behavior?



A dream home
should be a
place where
the person
finds comfort.

No matter
where they go,
they will find
peace at that
one place .

A dream home
would be outside
the city where
can find true
peace and
happiness.

save the
money to
buy a dream
house .

work hard to
build a
dream
house.

determining
the budget
before plan
to buy

the feeling of
building a dream
house is and
amazing journey
in everyone life

dream house
is a deeply
emotional joy
and a sense
of fulfilment.

living under
a roof that
belongs to
us' is a lovely

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?

