Says

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

> I want to find a house that fits my budget and lifestyle

> > Whether the nei ghotona are considered safe and convenient for commuting?

Are there any good deals or discounts available in the market?

Thinks

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



What are the current market trend and will the prices continue to rise?

Can I secure a shortage with favourable interest rates and terms!

Should I prioritise a larger house or a more central location?

Customer Consults with sortgage brokers and financial advisors to Researches understand financing online listings and real estate platform regularly Visits open houses and schedules property viewings

Anxious about making such a significant financial decision

Overwhelmed by the abundance of options and information in the

Excited about the prospect of owning a new house but also cautious



Does

What behavior have we observed? What can we imagine them doing?



What are their fears, frustrations, and anxieties? What other feelings might influence their behavior?



Feels