



Says

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

Quality road facilities around the house



Verifying the ownership of the land

Luxurious and comfortable house with low price

House should be located with all necessary facilities like School, Water, Current and etc.,

Checking land approvals



Checking connectivity and maintenance issues

Checking two or more websites about the land details

Comparing the prices of one house with another house



Does

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

HOUSING PRICES IN METRO AREAS

Thinks

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



Peaceful neighbours



Discontinuous WIFI connection facilities

Upgraded security

House should be made up with quality construction things

They feel happy if the price of house which they wanted to buy is low

They feel anxious when they got a high priced house without any facilities

They felt inadequate if they got a small houses



The house cannot build according to our idea they feel Frustration

Feels

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

