



Says

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

I'm looking for the house that fits my needs and preferences

I'm excited to have a place of my own where I can create memories

I want to make sure the neighborhood is safe and convenient



Thinks

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

The need for safe and comfortable environment

Suggestions and opinions from family and loved ones

The importance of community and social connections

Analysing Housing Prices in Metropolitan Areas of India

Researching the location and exploring the neighborhood

Measuring the house and planning for furniture and decorations

Understanding and completing the necessary documents and legal formalities

The stress of finding the right house

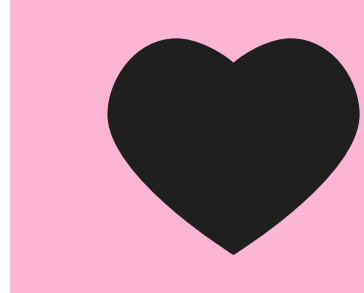
Concerns about the legalities and paperwork involved

Uncertainty about the value and investment potential of the house



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?