



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?

Decide on a budget for your dream house

Find a lender for buildings your dream home

Designed with similar sense of style that really want

Figure out how much can spend on mortgage every month

Interior should be creative and versatile

Be involved in the construction process



DREAM HOMES REALTY

plan for recurring expanse like Taxes,maintenance and insurance

calulate what you'll need for a down payment

Be flexible and manage expectations

satisfied with with materials were used and timeliness for the projects

Interior were provided with a lot of smart options

They manage sound with space to reduce and create a pleasant atmosphere



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?