



Says

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

1. Housing prices are largely determined by local governments.

It can be seen that the housing prices among large and medium sized cities with a central position in each region are no longer only affected by the housing prices in cities within this region.

2. house price prediction can help the developer determine the selling price of a house and can help the customer to arrange the right time to purchase a house.



Thinks

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

1. When shopping for a home,it's important to get a sense of the market and available for viewing and comparables taken off the market because they didn't sell.

We should also try to determine whether we are in a buyer's or seller's market and if the neighborhood is appreciating or depreciating in desirability.

2. Changing demographics can impact home prices due to the age, income and regional preferences of buyers.



Persona's name

Short summary of the persona

1. The behavior of real house prices across metropolitan areas is attributable to more than just variation in local economies.

Real house prices react differently to economic shocks depending on such factors as the growth rates of the underlying population and real income in the area,the size of the area , and construction costs.

1. The homebuyer anxiety are locating the right house at the right price; finding the right financing; finding some one to guide them through the mortgage process; and putting funds together for a down payment.

2. Social forces,economic forces,physical and environmental and governmental forces.

Basically it works on two factors namely the natural desire to want what everybody has and scarcity that you would lose something if you don't act quickly.

2. Understand the authorising environment and institutional settings you are operating in.



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?