



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?



Getting Agreement from various clients.

Communicating proactively with your clients.

Building trust with customers.

Location Play a vital role in building a home or choosing a home for the people.

Some reasearch shows that the financial status is the factors of house price , payment time.monthly income.

Surrounding environment consists of the neighborhood, view, noise from around districts general security that can affect the buying decision of the House hold

Identify where there is friction on your website.

Build strong relationships,over communication,be available,always be honest.

Utilize automation and AI helps to streamline custome r experience improve business efficiency and reduce costs.

Behaviour is different from emotion but is very strongly influenced by them.

The sense of identification and belonging that comes with home ownership is one of them most important emotional factor in home purchases.

Having a home can be a source of pride and identify and is frequently viewed as a sign of success and accomplishment.



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?

See an example