

Says

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

Discontinuous

WIFI

connection

facilities

What are their wants, needs, hopes, and dreams?

What other thoughts might influence their behavior?

Luxurious and comfortable house with low price

Verifying the ownership of the land

Quality road facilities

around the house

Peaceful neighbors Upgraded security

They felt

inadequate

if they got a

small house

HOUSING PRICES IN METRO AREAS

Checking two or more websites about the land details

Checking land approval

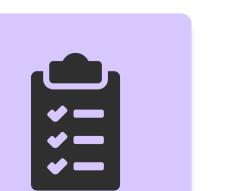
Checking connectivity and maintenance issues



See an example

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

The house cannot build according to our idea they feel frustration



Does

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

HOUSING PRICES IN **METRO AREAS**

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

