



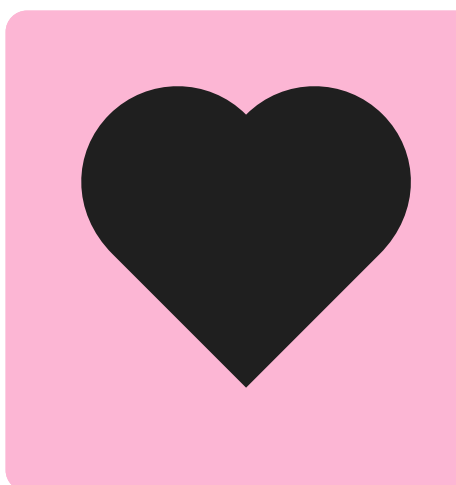
Says

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?



sanjeev  
DREAM HOMES  
REALTY

They may be asking questions about property features, prices, and locations.

Actively attending property viewings and open houses.

Feeling excited about the prospect of finding their dream home.

Concerns about affordability and making the right choice.

Hoping for a smooth and stress-free home-buying experience.

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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