



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?

How economic factor affect property values

Analysing the past year flutuations

Are there any specific trends in certain metropolitan area?

What drives demand for housing in these areas?

Consider the affordability prices in different areas

Comparing various metro housing prices



Asks for advices from experts or real estate agents

Searches for article and reasouces that explains housing prices trands

curious as well as anxious

Uses statistical tools to identify correlation and trends in the data

motivated

frustration and overwhelmed



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?