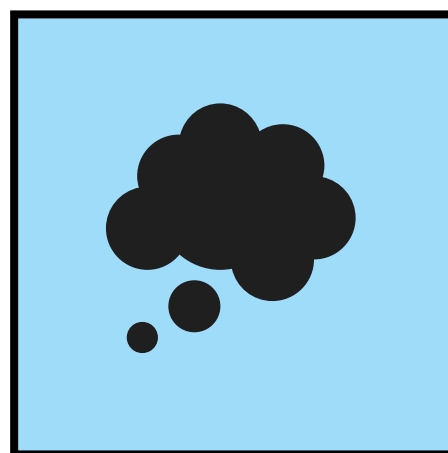




Says

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?

The location needs to be close to my workspace .

I'm concerned about finding a property that fits within my budget and my needs.

Is this the right time to buy or should I wait?

The local schools' quality is crucial for my family.

How do I choose the right real estate agent?

I wonder if I'll qualify for a mortgage?



Seek advice from real estate agents, financial advisors, and mortgage lenders.

Compare different property listings to assess their features, prices, and suitability.

The prospect of owning a new home can bring a sense of excitement, accomplishment, and pride.

Arrange financing, secure a mortgage, and complete necessary paperwork.

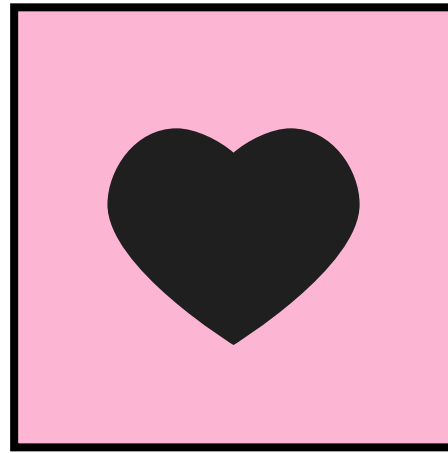
Dealing with paperwork, negotiations, and the complexity of the process can lead to frustration.

Fearing and doubting whether they're making the right decision or if they've thoroughly considered all options.



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?