



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?

1.Should I buy or rent?

2.What type of home is right for my budget?

1.You may buy or rent.

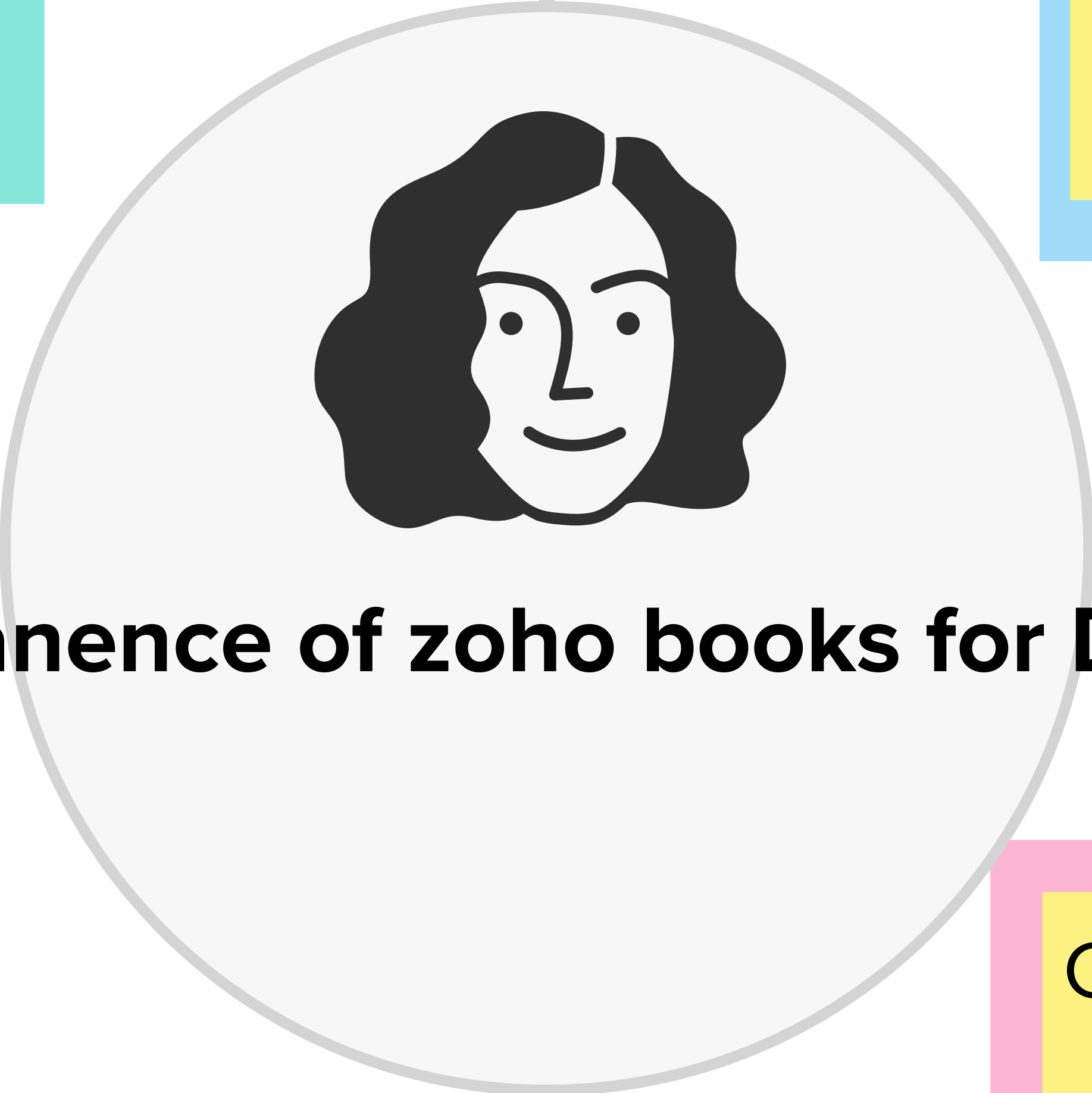
2.Figure out how much you can afford.

3.Should I buy an old or new home?

4.How can I find my home's market value?

3.If you have financial resources, a new home may be the best investment for you.

4.Through a combination of factors including locations, size, amenities, conditions & recent sales data of comparable properties in the area.



Preparation and maintenance of zoho books for Dream Homes Realty

Understanding the complexity of the project

Preparing Brief

Customer may have better experience and better outcomes.

Customers have customize Interior and Exterior of our dream home.

Multiple family members have a different opinions on requirements

Trust working with the professional team

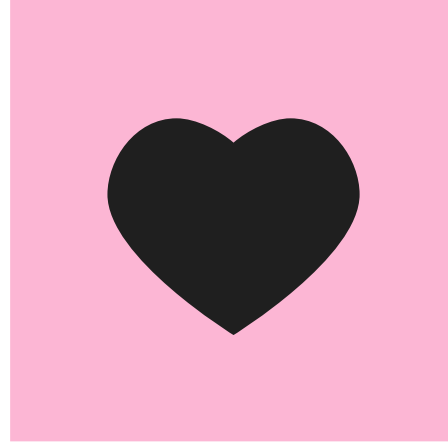
Customer satisfies with their needs and preferences.

It provides Customers with benefits like improved construction quality,savings in terms of time & money.



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?