



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?

Provides real estate brokers and investors a fair picture of the possibilities for purchasing a home in Indian cities.

satisfies the needs of investors by clearly calculating the absolute value of a home and the cost of property renewal by analysing the previous record history.

they need guidelines about investing money in indian real estate in big cities.

they get good returns in future while investing in housing properties

Provides trust worth information in a short period of time and guide the investors to invest.



Thenmozhi R

B.Sc. Mathematics  
Periyar University

they need buisness guidlines while investing in realestate housing properties

they need to invest money in a buisness that provides good profit

they fear about loosing money in a wrong investment

what if their investment become a dead investment doesn't provide profit for a long time

A guidlines from a experienced and reliable source



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?