

EVERYDAY FENG SHUI

Feng Shui by Maria

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Are You Looking to Sell Your Home Faster? Look to Feng Shui

Lately, several my clients were looking to make a move. While searching for their perfect home, they were also hoping to sell their current home faster and for a good price. Feng Shui helped them realize their goal! With just a few helpful Feng Shui enhancements, they sealed the deal and are now experiencing good Ch'i in their new home. This could be you!

In his seminar, "Blow Home Sales Through the Roof", Feng Shui practitioner and professional home stager James Jay, demonstrated that a properly staged home using Feng Shui principles sat on the market for only 42 days, while one without the help of Feng Shui staging lingered on for 153 days, some even longer.

Staging is all about "setting the stage" for a buyer, so that when people enter your home, they immediately feel a sense of safety, comfort, and wellbeing. Feng Shui is about creating balance and flow in your home by creating open spaces. Since buying decisions are made mostly on feelings within 3-6 minutes of initially seeing the home, everything that you can do to make the home more appealing works in your favor.

Feng Shui staging does not have to be expensive. James Jay outlined 6 core action steps that will lead to quicker more successful sales. He calls them the SECRET, with each letter indicating an action step.

Feng Shui core SECRET action steps for home staging:

- 1) Street** - This is called "curb appeal." 70% of home buyers do a drive by first, and this is when the 3–6-minute decision comes to play. Is the first thing they see clutter, disrepair, and weeds? This will make them move on. It is recommended to somehow create a "gateway" for people to enter, using an inexpensive arbor and colorful flowers. This can also be a gated area, or just a border of healthy flowers. It gives people the illusion that they are entering into a special place. Another suggestion is to put something that moves in front of your house: a flag, windsock, whirligig, and or fountain. Movement attracts attention and draws people in.
- 2) Entrance** – This is called "The Mouth of Ch'i" because this is where the energy enters your home. Make sure there is nothing blocking the entrance. Consider painting your door any shade of red, which signifies protection and prosperity (and is easy to see). Keep your entrance clean, uncluttered and adorned with beautiful flowering plants.
- 3) Create Flow** – Now that you have enticed the buyers into your home with your curb appeal and inviting entrance, the first things they see when they enter are vitally important. The rule of thumb is to clear the clutter and depersonalize. "People buy space not stuff." They need to see themselves in the home, so the less of your personal belongings the better.

- 4) **Room of First Sight** – Slowly open the front door and look at what you see first. Is it appealing or not? If it's not appealing, for example if the first thing you see is a bathroom or an older, outdated kitchen, consider placing a plant or screen to draw the eyes away. You can also triangulate accent colors to lead the eye away; for example, near what you don't want the buyer to see first place a red candle, then further away place a red bowl, then slightly further from the bowl place a painting with red accents that directionally are pointing away from the area. This creates an illusion leading the eyes away from the unappealing area.
- 5) **Engage the 5 Senses** – This is what I feel is the fun part of Feng Shui staging:
 - Visual - Color/paint is the cheapest way to transform space; muted is best for sales.
 - Sound - Consider pleasant sounding water fountains, soft music, or wind chimes.
 - Touch - Bring in interesting textures with pillows or throws.
 - Taste - Offer treats to your prospective buyers, a bowl of candy, cookies etc.
 - Smell – Baking cookies, bread, or boiling spices on the stove makes the house smell homey. Avoid incense or purchased sprays as people may be allergic.
- 6) **Transcendental** – This is “The Law of Attraction” and in Feng Shui called intent, visualization, and affirmations.

Other principles to consider as well when staging a home to sell or rent.

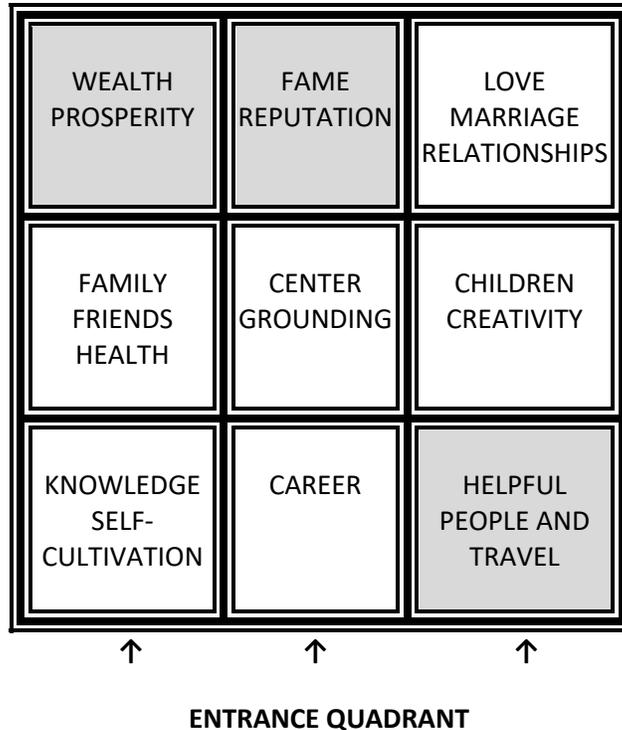
Decluttering vs. Bare Space

It may be easy when you think of decluttering to remove all items from a specific area. It is important to remember that in Feng Shui clutter is referred to as “visual noise”, however an empty space is “visual silence.” Therefore, once you have cleared the space you may think of adding a “prop” such as a bottle of wine and two glasses, or a fancy coffee machine and two cups; something that would make the buyer picture themselves relaxing in the home.

For successful staging remember the three R's: Remove, Reorganize, Replace.

Using the Feng Shui Bagua

Along with previous recommendations, it is also important to use the Feng Shui Bagua to correct and enhance the following areas in your home, no matter what rooms they are in: **Wealth and Prosperity, Fame and Reputation, and Helpful People and Travel Areas**. The Bagua comes from the Chinese philosophy, “The I Ching,” and literally means “eight trigrams,” with the center area being for grounding. Activating these three areas will increase your wealth in the way of a sale, improve your reputation with buyers, and surround you with agents, brokers and buyers who will be helpful in making the sale. The travel area will enable you to travel to your new home.



Enhancements for WEALTH: Back Left Corner - Items that “call the Chi” such as flags, wind chimes, whirligigs, healthy plants with rounded leaves, water features, (fountains, waterfalls, or aquariums), art depicting wealth or your desired possessions, images and symbols of wealth, items in deep purple, red or blue.

Enhancements for FAME: Back Center – Display diplomas, awards and acknowledgements, art depicting animals, people fire and the sun, personal images and symbols of fame, items in the color red, bright up lighting,

Enhancements for HELPFUL PEOPLE/TRAVEL: Right Front Corner – Pictures of the place you would like to live after home is sold, art depicting spiritual guides, or pictures of mentors in your life (business cards of real-estate agents), items in black, white, or grey, and items made of metal.

Feng Shui Staging is not only for selling a home quickly, but also all about changing the energy in a space, so it can be very useful for creating a positive ambiance in your life. Enjoy your newfound energy and congratulations on selling your home.

Feng Shui at Work:

A client had a second home that would not sell. After the renters moved out, it had sat vacant for several months, causing her financial hardship. A consultation let us to create a welcoming atmosphere through Feng Shui staging. The house had grey cement steps and black railings that were dirty and peeling. The first thing I advised was scrubbing the steps and repainting the railings. She painted the door red, added a colorful welcome mat, displayed a flag with beautiful sunflowers in the front of the house, hung a wind chime by the door, and added a red silk orchid by the door. A drive by gave us a very welcoming feeling. The house sold soon after, and even for more than the asking price since a few buyers outbid each other.

Affirmations:

In Feng Shui, intent plays a significant role in enhancing your home or business. All enhancements need to be made with intentionality, with written or stated affirmations as if they have already happened. Examples of affirmations for selling a home: *“Our house sold quickly and for a very good price,” “The buyers were able to streamline the purchasing procedure, “The house passed the termite inspection with flying colors.”*

For questions or home consultations email at mtmccull@aol.com and put “Feng Shui” on the subject line, or visit my website at www.fengshuibymaria.com, (where you can read past columns), or Facebook “Feng Shui by Maria”, where I post pictures as examples to enhancements.

Upcoming Classes

I will be offering a spring series of evening classes (for my working friends)

3 Tuesdays, May 17, 24, 31 2022

6:00-8:00 pm (PST)

Virtually in the comfort of your home on Zoom

Cost: \$50

Materials are included

Pre-registration is required

(Participants receive a \$50 coupon toward a personal consultation)

To register just email your interest to

mtmccull@aol.com

put” Feng Shui Class” on subject line

payment information, zoom link, and logistics will be sent to you

* **Check out my BLOG** – Just go to the website www.fengshuibymaria.com and click on “Blog”: You can view many pictures and, I will respond to your questions quickly.

Until then...Blessings!

Maria McCullough is the owner / founder of ***Feng Shui by Maria*** (www.fengshuibymaria.com) and is a speaker and educator with over 20 years of experience. She specializes in residential, landscape and business consultations. She is a graduate of the Western School of Feng Shui and has personally trained with Terah Kathryn Collins, founder of the Western School of Feng Shui, specializing in Essential Feng Shui® and author of numerous books including “The Western Guide to Feng Shui.”