



## Feng Shui To Pump Up The Price

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If your home is stressing you out or depressing you, it's probably due to poor flow in your home. Too much stuff or mismatched furniture can make a room feel claustrophobic. When you're selling a property, it's critical to create balance in your home so that buyers feel really good the second they open the front door.

Many of you have heard of Feng Shui, the Chinese art of placement, and may wonder how this relates to selling real estate? The reason why it's important is because proper flow in a listing will boost the property value. For example, you may want to think twice about where you put the garbage can—you wouldn't want to place it in the wealth area of the room. You should probably think about placing a plant or something that symbolizes growth in the wealth area to enhance value.

One time a client asked, why is it important to Feng Shui an apartment if you're not Chinese? You don't have to be Chinese to benefit from this practice. In the same way you don't have to be Chinese to enjoy and appreciate good Chinese food! The principles apply to everyone and when it's time to sell, most people want to do everything they can to pump up the property value.

Feng Shui is about defining the purpose for each room and then placing objects in the right position so that the energy moves freely. A room that is balanced has a specific function, and it's foundation pieces — such as furniture, lighting, and accessories — are arranged appropriately to ensure optimal use and comfort.

### Release the Creepy Vibe:

You know when you walk into a place and it just feels gross? Sometimes it can't be explained, it just feels, ewe. If you detect that lingering stale feeling, it's time for a sage smudge. Walk around the offending room and ask the lingering creepy energy to leave and make room for the new vibe. Recently I came across an empty apartment that had no love. I had a hunch someone had died there and found out I was correct. I was determined to shower the neglected home with love and transform the space. My friend, John Paul, brought over healing sage and we did a space cleanse. We walked through each room and told the bad energy to leave and make room for positive healing energy.

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Flowers. This arrangement of flowers was the first thing buyers saw when they walked into the living room. It's the perfect finishing touch to make a positive impression.



Sweet dreams. A clean and tidy nightstand is a good way to ensure a restful sleep. Remove distracting items such as outdated magazines and random papers. A small vase of flowers on the nightstand is a beautiful thing.



Bon Appétit! An organized kitchen makes a great impression and helps buyers see the potential. Fresh fruit and flowers are the perfect way to bring harmony into the room. The result is that this property sold in a week.