

Heading into Fall

As we head into October, this is the time of year we describe as “now or never” or at least “not until next year.” When talking to clients who are considering selling after school is back in session, we describe September and October as the last window in the year to get a home prepped and sold. Once November hits buyers are distracted by the Holidays and many consider waiting until next year after they pocket their year-end bonus. Buyers and sellers do not want to be unsettled, potentially looking for a rental or looking to buy in late November or December when there are even fewer options available. The weather has been holding which is key to a successful Fall market and there continues to be many buyers looking to purchase a home before settling down for the Holiday season. We continue to see homes that are remodeled and prepped to appeal to younger buyers fly off the market. Compass Concierge, an interest free loan to cover costs for prepping your home for sale, has been extremely successful for our sellers. Under the program, Compass fronts the upfront cost of repairs and gets reimbursed at close when the home sells. We also routinely help clients with repair work as we are also licensed contractors. We look forward to hearing from you with your real estate questions.



ERIN & DARRICK MARTIN

Direct: 925-951-3817

Erin@MartinHomesTeam.com

Darrick@MartinHomesTeam.com

www.MartinHomesTeam.com

CalBRE# 01922810, CalBRE# 02006564

COMPASS



Feng Shui

Location, location, location



Photos Mandala Feng Shui

The front entrance door should ideally always be visible from the street and the door color should pop.

By Michele Duffy

So many of you have asked me specific questions about the location of your homes, and whether they're in an auspicious or favorable position, as well as what specifically to avoid when considering a home purchase, so let's take a deeper dive with this theme.

Healthy Feng Shui includes a lot of common sense characteristics as well as the “Qi” or energy of all structures. Auspicious Feng Shui structure locations include those on wide streets that meander near water, those with ample natural light, homes that are located above the road and that sit squarely in the middle of an even lot, and have a curvy path to a well-appointed home front entrance door. Inauspicious locations include neighborhoods where the surrounding Qi is industrial, draining, dirty, noisy and chaotic. Narrow dead-

end cul de sac roads can choke Qi, and homes that are located below the road, have a steep drop-off in back, or face a steep hill in front can drain energetics as well.

Feng Shui aims to attract and maintain good fortune, health and happiness, and it is why so many Chinese cities are purposely cited adjacent to moving water and mountains to the back, if possible. The strength of the “Landform Feng Shui” has its roots in rural China and even earlier, in the indigenous Tibetan Bon peoples, using the seasons in their nomadic lifestyles and building monasteries and the communities around them in strategic, often lofty and difficult to reach places. Even the Minoans of Crete knew that the sea should be in front and the mountains in the back and the Minoans are also credited with having created some of the earliest bathrooms, with long-lasting slate tiles for floors.

... continued on Page D6



Avoid long hallways like in this Moraga home.

This Swarovski crystal “cure” is placed in the center of the hall at ceiling height and well above eye-level.

