



# *Joseph's Update*

**By Joseph Barry Martin, Ph.D.**

**February 2009**

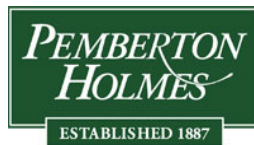
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**Business is a lot like playing tennis;  
if you don't serve well, you lose.**

As the economy and real estate market continue their correction, there are many reasons to be buying and selling at this time. Interest and mortgage rates are down. Many good properties are at reasonable list prices. The market is showing more briskness in the last week than it was last month.

Everything in life can improve with a positive attitude, good intentions and

honest endeavours. If you choose to sell or buy, the market will support you.

I am happy to guide you in every way you need. When you're buying or selling a house, or know of a friend or acquaintance who is, I will give you and them the professional, prompt and optimal service to meet all your needs and give you the results that benefit you in all ways.

**“If I had eight hours to chop down a tree,  
I'd spend six sharpening my axe.”**

**ABRAHAM LINCOLN**

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## **Five FENG SHUI tips for the New Year On Decluttering**

The Chinese New Year is officially here this year, commenced on January 26<sup>th</sup>, so welcome to the year of the Ox, of the Earth element. Dragon dances, fireworks, meals and celebrations took place throughout Victoria and the world.

And now it's time to Declutter, throw out, recycle, give away to charities and sort out and reorganize your life.

Conspicuous consumption is no longer “in” -- it's now officially bad taste. This is good news for most of us who are perpetually buried under too much “stuff” which takes over our lives. Looking after and organizing our material holdings stresses us out. Time to let some or a lot of it go! During the last year I worked with a family who finally purged two decades of stuff in closets, drawers,

cabinets, boxes and what a great feeling they experienced in letting it all go – even the diapers from their now 18-year-old.

- Decide to Declutter your house, room by room. Start at the top floor and the bedrooms. Work your way through your house until you get to bathrooms, kitchens, living and dining rooms, and then the basement. Make a plan on your calendar to do one or two rooms per week or weekend. This way you stay on schedule and feel good about your progress.
- Start in each room by sorting out things you can see on table tops, the floor and shelves. Hold each item only once and decide which bag or container it goes into – charity, recycle, storage or garbage.
- Take everything off cupboard shelves, drawers in tables and chest of drawers, under tables and anywhere you have it stashed. Sort through every article in each room.
- Buy new storage units for your cupboards, like hanging shelves, double shelving, floor containers and closet organizers. Or rent a storage unit.
- When rearranging furniture and other objects in each room after Decluttering, remember less is more. You need to be able to walk and let Qi flow freely through the space to make it good Feng Shui.

## **THE TRUE PROFESSIONAL**

Consider this. Most difficulties in business come from people who think they know it all. They erroneously believe that the customer expects them to have all the answers and, as such, they think that being a professional is about always “knowing all the answers.” This couldn’t be further from the truth. In fact, it’s unprofessional. A true professional knows what they know, knows what they don’t know, and knows the difference between the two. So when they know,

they tell and when they don't know, they go get advice. Professionals never fake or bluff their way ahead.

People want to work with someone who will get them the right answer no matter where it comes from.

**BOOK REVIEW:**  
***SUSTAINABLE RESIDENTIAL DEVELOPMENT:***  
***PLANNING AND DESIGN FOR***  
***GREEN NEIGHBOURHOODS.***

**Avi Friedman. New York: McGraw-Hill Companies. 2007**

Perhaps two weeks ago you heard internationally renowned architect Avi Friedman speak at Bear Mountain Westin to the Langford community. His recent book *Sustainable Residential Development* equips you with a solid process for planning and designing green communities – carefully explaining principles and how to apply them to residential development.

Filled with plans, elevations, vignettes, and case studies and examples, this resource shows how to incorporate wind direction, sun exposure, tree preservation, topography, and public spaces into site planning. It also shows how to design high-density neighbourhoods ... apply green design and construction principles by using local materials and techniques, solar power, waste management, and water efficiency ... as well as rehabilitate neighbourhoods while respecting their heritage.

*Sustainable Residential Development* features:

- Expert guidelines for planning and designing communities that balance social, economic, and environmental needs

- International and U.S. case studies and examples that illustrate the principles of sustainable community design
- Over 100 downloadable plans and elevations that offer a head start for planning and designing sustainable communities

<http://www.mhprofessional.com/downloads/friedman/>

## *Joseph's Listings*

**BEAUTIFULLY LANDSCAPED COLWOOD HOME**

**305 Daniel Place, LAGOON COLWOOD**

**\$399,888**

**MLS 258133**

***ALL OFFERS ACCEPTED WED. FEBRUARY. 4th AT 5 PM***

***AT THE PROPERTY.***





**Spacious, bright 5 Bed, 2 Bath, 2450 sq.ft. family home in Lagoon area, walks to ocean. Large lot with Fruit trees, berries, gardens, quiet spaces, mature trees. This home is priced to sell quickly. Be the first one to view it. An absolute must-see! Feng Shui & Prepping™**

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**STUNNING OCEAN VIEWS, PEACEFUL LIVING**  
**302 - 5110 Cordova Bay Road, CENTRAL SAANICH**  
**PRICE REDUCTION \$499,500    MLS 252637**

## OPEN HOUSE SUNDAY FEBRUARY 8, 2 - 4



Beautiful ocean views & Mt. Baker, 2 bedroom & 3 bathroom 1785 sq.ft (includes 2 decks) Condo in the heart of Cordova Bay Seaside Village.

Ocean & Island views from all principal rooms & 2 large front decks off living room & bedrooms.

Part of Cordova Bay Beach Estates which is set in a park like setting with magnificent ponds and walking paths.

Enjoy a clubhouse with indoor pool, whirlpool, lounge & 2 guest suites.  
Fully remediated building with 10 yr warranty.

55+ one owner. Across from sandy Cordova Bay beach.

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**SPECTACULAR, INSPIRING OCEANFRONT LIVING**  
**2900 Fishboat Bay Road, SOOKE - FRENCH BEACH**

**\$984,900 MLS 255619**





**OCEANFRONT 2.49 ACRES!**

**Glacier Point Beach House on Prestigious Fishboat Bay Road.**

**Spectacular views across the Strait of Juan de Fuca & Olympic Mtns.**

**2001 Quality built Rancher featuring 2 Bedrooms with oceanviews & 2 Baths, rich hemlock & tile flooring, banks of windows & French doors to 1,012 sqft of grand new deck, Focal point in the Great Rm is a custom energy efficient FP w/bake oven. A private studio, Hot Tub, Gazebo, Flat lot landscaped, low-bank ocean front w/towering trees in a true WEST COAST setting. Will take your breath away!**

**Perfect for nature lovers, retirees, investors, year-round or summer home.**

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**PEACEFUL, PRIVATE PARADISE ON A**

**METCHOSIN HILLTOP**

**1185 WOODLEY GHYLL DRIVE, METCHOSIN**

**\$899,100 NEW LISTING MLS 256531**

**OPEN HOUSE, SATURDAY FEBRUARY 7, 2 - 4**



**17 ACRE Metchosin hilltop is a perfect nature sanctuary with deer and eagles. Aesthetically pleasing, spacious 3-level home with 5 bedrooms, 3 baths including 2 bedroom & 1 bath in-law suite with private entrance. PLUS separate 1/2 finished 2-level studio-guest cottage. Complete privacy. Colourful sunsets with coastal mountain views and ocean glimpses. Seasonal pools and**

waterfalls. Hiking & biking trails, creek, access to Matheson Lake & Goose Trail.

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### ***SELLERS!***

Do you want to sit on the market or sell your house? The truth that any seller must know is that in the end, pricing gets you in the game - and Feng Shui and Prepping™ or my Advanced Staging gets you the offer. My 38 years proven experience with this can help you sell in this or any market.

### ***BUYERS!***

Do you know which house suits you best according to the science of Feng Shui and Vaastu? I can find you the right home that is healthy, harmonious and peaceful according to the Feng Shui scientific principles. You need a home that you will be happy, prosperous and relaxed in for a long time to come. Let me find your dream home with you.

**In this slow market, the use of Prepping™ which includes Feng Shui and Staging can make all the difference between a solid sale and just sitting on the market sidelines...**

***Call Joseph for more information on any of these listings or if you need to buy or sell your house***

*at 250 - 474-4176*