



Joseph's September Update

Cell: 250 – 361 - 8167

by Joseph Barry Martin, Ph.D.

Office: 250 - 474 - 4176

When one door of happiness closes, another opens, but often we look so long at the closed door that we do not see the one that has been opened for us.

Helen Keller

*

Happiness resides not in possessions and not in gold; the feeling of happiness dwells in the soul.

Democritus

*

The happiness of life is made up of minute fractions – the little soon-forgotten charities of a kiss, a smile, a kind look, a heartfelt compliment in the disguise of a playful raillery, and the countless other infinitesimals of pleasurable thought and genial feeling.

Samuel Taylor Coleridge

*

Who is the happiest of men? He who values the merits of others, and in their pleasure takes joy, even as though it were his own.

Johann Wolfgang von Goethe

*

Happiness depends more on the inward disposition of mind than on outward circumstances.

Benjamin Franklin

*

There is more to life than increasing its speed.

Mahatma Ghandi

*

Happiness depends upon ourselves.

Aristotle

*

This has been another very hot August for our Victoria weather and the Real Estate market.

It's been a great month for me, selling most of my Listings and finding many Buyers their Dream Home.

Read below about Feng Shui in my FOCUS magazine September 2009 article.

Also, you will find some enticing rural properties listed, along with recent sales.

Enjoy the Feng Shui tips -- they can really increase your energy and insure your longevity, safety and happiness.

Focus presents: Joseph Barry Martin

The keys to a soulful, liveable (and highly saleable) home

"We would unconditionally recommend Joseph Martin to anyone looking to buy, sell or re-energize their home. Joseph intuitively understands that real estate is as much about people, plants and pets as it is about properties. That the process of buying or selling a home is an emotional and spiritual journey, not just a financial transaction.

Joseph's staging and pricing strategy with our house worked like a charm. In a declining market (Feb09), we sold for our asking price within a week of listing. Joseph was attentive, inspiring and helpful throughout the entire process."

—Kate Irving and Stephen Whipp

Such statements are typical of REALTOR® Joseph Barry Martin's many happy clients. Last week he added another five to the list as he matched homes to buyers.

But exactly how does he work his magic?

A review of Joseph's wide-ranging, fascinating background provides some clues.

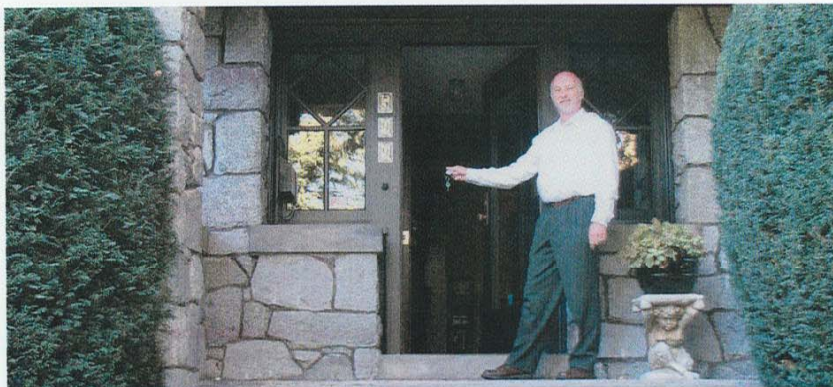
He holds a PhD in First Nations Studies and Medical & Psychological Anthropology (Univ. of Toronto) and Masters degrees in Anthropology and Psychology. He has worked as a psychotherapist, a marriage and family therapist, a coach and counsellor. For decades now, he's studied Energy Medicine, Feng Shui, and Vaastu Shastra (the 8000-year-old sister science of Yoga and Ayurveda), as well as communications and negotiations. He ran his own home renovations company. And recently, he earned the designation of Accredited Green Agent and Green Broker by deepening his knowledge around energy efficiency measures and non-toxic building materials.

His wide-ranging knowledge combines with a passion for people, place, and the meaning of home to produce impressive results for both his real estate clients and those of his aptly named company, the House of Light and Harmony.

For the past 38 years, Joseph has been working with the ancient practices of Feng Shui and Vaastu Shastra, evolving them into a 21st century science and art that incorporates elements of the new physics, psychology, building biology, and green building. He believes it's especially important to work with nature, so whether in his Feng Shui or real estate practice, he often helps clients use bio-regional plantings and other life-affirming measures to create harmony between buildings and the natural world.

These and other strategies are all aimed at enlivening a property, whether to help sell it or merely enjoy it more.

To illustrate how Feng Shui helps sell a property, he tells a story of one recent foray with a couple who wanted to buy a property in a very specific neigh-



Joseph Martin knows how to bring out the natural magic latent in almost every home

bourhood. There were four properties of similar size, design and price available, all within blocks of each other. Though the couple looked at all four, after viewing the first one, whose owner had used Feng Shui principles, including an obviously loved garden and a light-filled home, it was easy to reject the subsequent ones which seemed dark and lifeless in comparison. (The seller got her asking price.)

"The home and garden need to feed you—to build you up and balance you," says Joseph, explaining, for instance, that if you are coming home from work stressed and angry, then you need to reduce the fire element in your home. Sadness and depression call for reducing the water element and enhancing the air element. If you feel ungrounded, build up the earth and wood elements. And if you are unfocused—declutter. (The latter he notes also lightens people, easing depression and enhancing motivation.)

Many of the things Joseph recommends and organizes for people who are selling their home are simple things that make huge differences—from power-washing the exterior, cleaning the roof, window-washing, carpet cleaning (with non toxic shampoos), fresh coats of paint (he uses enviro-friendly Farrow and Ball) to removing the clutter and excess furniture. He has a team of local professionals he trusts to do these chores. Then Joseph further adds life by bringing in art and plants and arranging them in ways that inspire and create harmony.

"Every single person that we've done such preparation on their house or condo says 'now we don't want to move!' But then," he adds, "they accept that it is what they want and are happy that someone else is going to receive the blessing." Their property then sells easily and quickly for top dollar. (And they often get Joseph to help them recreate their new home along Feng Shui lines.)

A recent senior's experience is typical. Joseph arranged for all the Prepping™ on the condo she

was ready to sell after the passing of her husband a year before. Finishing this three weeks later, the very first buyer through the door, within the first minute, said "I'll buy it." Joseph admits it was one of his fastest sales, though many others have sold on the first day, often with multiple offers. The seller is now resettled on a charming rural property Joseph found her and she is actively promoting Joseph's services to her friends.

Developers, architects, and builders are starting to employ Joseph at the very beginning of a new project: blessing the property when ground is broken and helping ensure the house is located in the most life-enhancing way on the property and that the rooms are arranged for optimal energy flow and harmony. Citing psychologist and medical doctor Carl Jung, Joseph says the house represents the soul and we should strive to create a home that mirrors and benefits our soul—"It's absolutely essential in a stressful world."

"It's not about flashy decor," he notes. "It's about creating spaces that feel comforting because they resonate with who you are—and as a result empower you. Everyone can be happier and more productive. Small changes can be incredibly effective and energizing. People call me up the next day and say, 'Wow! Whatever you did, I can feel the difference.' They immediately sleep better, feel better."

Joseph welcomes both those who wish to buy or sell a home and those who want to recreate their current home to better support their needs. His websites feature more information on his unique services.

Joseph Martin, PhD

House of Light & Harmony

250.474.4176 • 250.361.8167

josephmartin@shaw.ca

www.HouseOfLightHarmony.com

www.JosephBarryMartin.com

REALTOR® with Pemberton Holmes Ltd.

BOOK REVIEW

DESIGNING YOUR NATURAL HOME *A Practical Guide.*

David Pearson

Gaia Books, Octopus Publishing Group, London, England, 2005
Collins Design

David Pearson's *The Natural House Book*, which has sold over 300,000 copies in ten languages worldwide, continues to inspire us all to try the "good life" in our homes.

David's writing explores the most recent developments in the on-going, green revolution to enable his readers to experience the best, new opportunities in sustainable design. Throughout his career as an architect and planner, David has been actively involved in inner city and new community housing in Britain and the US. For more than twenty years, he has been active in the fields of ecological design.

He is a founder member of Gaia International, an innovative group of international eco-architects who collaborate in competitions and architectural events.

Designing Your Natural Home is the definitive guide to creating an ecologically friendly home from start to finish. Whether you are remodeling an apartment or condo, extending a house, or starting from scratch, this book will be an indispensable guide and source of fresh ideas. It takes you through the process from start to finish in creating your natural home, from deciding your objectives, defining the scope of your ambitions, to choosing sustainable materials and systems.

The practical and informative topics are interspersed with photo essays of innovative natural houses, which explore stylish examples of natural design. Each shows how the owners have applied ecologically friendly materials in

exciting and imaginative ways. The ten featured homes show a range of sizes, budgets, styles, and materials. The text explains how the owners came to make their green homes, which eco-features they included, and why.

- Discover the endless possibilities for sustainability, self-sufficiency, and autonomy
- Find ideal locations by considering soil, solar, wind, and water aspects
- Assess the potential of your existing apartment, condo or house
- Create eco-friendly plans and practical design solutions
- Choose natural materials for walls, floors, roofs, windows and doors
- Make the most of small spaces
- Design for comfort, health, and maintenance
- Embrace the needs of one's spirit and the sense of place

Joseph's Listings

For more photos, please go to
www.JosephBarryMartin.com

NEW LISTING

SELF-SUSTAINABLE LIVING

181 Beaver Point Road, SaltSpring Island

\$1,165,500

MLS 267434

**Greener than Green. One-of-a-kind Straw Bale House
Requires One-of-a-Kind Owner. Light-filled, fresh,
energizing; this beautifully built Straw Bale home- each**

room hexagonally (open) shaped, is situated amongst a synergetic, eclectic mix of perennials, self-seeding annuals, bulbs, herbs, shrubs, arboretum-type trees, fruit & nut trees, vegetables, small fruits, native plants & water gardens. There is a guest cottage & a hidden knoll with fantastic harbour views. 2 Carports, Orchard, garden space & chicken coop. Ready for sustainable, self-sufficient living. This is your chance to have a Dream Home on an Island.





NEW LISTING

FERNDALE ON PENDER B&B
2711 Privateers Road, Pender Island
\$399,900 MLS 267601

“Ferndale on Pender B&B, The Pampering Place” is a most sought after, relaxing vacation stay on Pender Island. Glorious ocean views, with Killer Whales leaping for joy. This 6 Bed 4 Bath 1991 luxurious home will suit all your needs. Spacious, light-filled Living room and Dining room up with views of the beautiful gardens. Deck on back with meals & ocean views, fountain. Downstairs is 2Bd 1Bth guest accommodation recently renovated. 2700 sq.ft. finished altogether. Located near Magic Lake Estates within walking distance to Thieves Bay Marina. Relax at home or grow the B&B.



NEW LISTING

**BEAUTIFUL FIELDSTONE AND LOG HOME
8450 Lawrence Road, Central Saanich Inlet
\$639,000 MLS 267402**

ACCEPTED CONDITIONAL OFFER OVER ASKING

Hidden Gem, Must See! Handcrafted cedar & fieldstone, Light-filled, updated, Open, Arts & Crafts feel, 2Bd 2Bth & Den, Sunroom-Exercise Rm, Workshop-Garage, 1-Rm Studio, 2 Carports, Garden Shed, 0.96 A, privacy, nature, apple & plum fruit trees, flower & veggie gardens, rhodos & azaleas, dog courtyard, Water views, Beach access, 3 yr Roof, new wood Stove, 2 yr propane direct-vent fieldstone Fireplace, custom millwork real wood Cabinets in kitchen, bathroom, bookcases. Stroll down the country lane to the ocean. This Dream Home could be yours! Feng Shui & Prepping™ done.





SPECTACULAR, INSPIRING OCEANFRONT LIVING

2900 Fishboat Bay Road, SOOKE - FRENCH BEACH
OFFERED AT \$898,000 MLS 262040

PRICED TO SELL! APPRAISED AT OVER 1.2 MILLION



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.

GORGEOUS HIGHLANDS PARADISE!

**1.28 ACRE PROPERTY
WITH DUCK & FISH POND,
CHARACTER-CHALET HOME & YOGA STUDIO
812 Finlayson Arm Road**

NEW PRICE \$649,000 MLS 261693

SOLD AT \$647,000



Chicken Coop. Fenced Veggie Garden. Deer & Rabbits abound. Home (1525 sq.ft.) Is Open And Bright On The Main with Wrap Around Deck. Wonderful Natural Native Plants and Trees on Property. Truly Magical. Separate Newer Yoga Studio is 2 Levels with 2400 sq.ft. (200 Amp.Service); seats 30+ on main floor, open office & computer-bedroom up. Plumbing In Crawl Space. Parking for six. ADT Security.

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 Advanced Staging, can make all the difference between a solid sale and just sitting on the market sidelines...

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

O: 250-474-4176 • C: 250-361-8167

josephmartin@shaw.ca

www.JosephBarryMartin.com • www.HouseOfLightHarmony.com
