

Real Estate Market Down – Time to Buy?

By Feng Shui Energy Expert Pat Heydlauff

Are you thinking about buying a home now with market values down? Do you think you can get a “real deal?” What about quality, location and surroundings versus price? What about energy – no not the utilities type but the Feng Shui type of energy that makes a house a home? A house that is filled with positive energy? A house that leads to prosperity and abundance?

Opportunity seems to be knocking at every corner if you are in the market for a new home. In most parts of the country housing prices have dropped making it a “buyer’s market.” Now however, it is more important than ever for buyer to beware. While there are many deals to be had out there, there are also a lot of properties that may not provide you and your family the positive energy and prosperity you hope to find.

Opportunity is also knocking for the seller. Yes, housing prices have dropped but the desire on the part of the purchaser and the number of potential purchasers have dramatically risen. With a much larger pool of potential purchasers, the chances of selling your home are also greater.

A Common Goal

Whether you are the potential buyer or seller in this equation is less important than the realization that you have a common goal – that of making a business deal through a housing change. Even the reason for the change is totally unimportant – after all it is simply a financial business deal where buyer and seller agree on a price and the exchange takes place.

The purchase or sale of a house is often an emotional event when it really needs to be viewed as strictly a business transaction. In such an uncertain market, it is even more important that your left brain business side be in-control, not the right brain emotional side.

It is the emotional side that gets a buyer locked into a purchase that will not serve them well in the future. It is the emotional side that also prevents a seller from accepting an offer that is based on current fair market value. The seller must base the sale of property on current market information – not market information that is twelve or sixteen months old. “What ifs” and “I should haves” don’t apply in this business transaction.

Yes, the housing market was very different just a few months ago. You can wish all you want to go back to those higher values but that is not reality. If you want to sell your home, you need to let go of the emotional “if only” and deal with today’s market.

Feng Shui Principles Help Buyer and Seller

1. **Helpful People Energy** - Find a reputable knowledgeable realtor to guide you through the housing market maze. This person should be a professional business person – not necessarily your friend – it is hard to fire a friend if they are not doing a good job. A good realtor will not only help with the sale or purchase of a home and provide you financial and closing information, but also practical information on neighborhoods, utilities, schools, hospitals, etc. – even a referral to a knowledgeable realtor in another state.
2. **Relationships Energy** – Whether you are the buyer or seller, relationship energy is critical to a smooth transaction. Both want a good business relationship - during negotiations right through closing - so both should energize the southwest relationship area of their living/family room - use something like a picture that symbolizes the closing of a deal such as a handshake, a sold sign or a signed contract. If you can’t find something, create it on the computer – it’s the energy you are after – not a perfect picture.
3. **Money Energy** – The southeast is the Feng Shui area of your living/family room for income and money generation. The buyer and seller both want a good financial deal. To energize that area, place a lucky bamboo plant in it – it energizes growth and income generation. If you do not have a green thumb, use an abundant silk plant or

tree with upward reaching branches and leaves - use no downward falling ivy here.

If you are the buyer, make a list of all the things you need in a new home and then a second list of the additional things you want. Since the market is overstocked, don't even look at a property if it doesn't meet your basic needs. Then compare the wants in the various properties you are considering to see which offers you the best deal - needs and wants for the price.

If you are the seller, make a list of all of your costs so you know not only what you want for the sale of your home but exactly what you need. This information will be invaluable during spur-of-the-moment negotiations. Also, instead of automatically lowering the price, determine ahead of time what other perks you can offer as an incentive – a Seller's Home Warranty or paying a portion of the closing costs.

As a buyer or seller, look for the best business deal you can make. Keep this in mind – it will lower your stress by keeping the emotions out of the picture. And help you determine what constitutes your best business deal - based on advice from your realtor and the market trends.

© Pat Heydlauff, all rights reserved 2008

Pat Heydlauff, President of Energy-by-Design (www.energy-by-design.com) and Feng Shui expert, is a consultant, inspirational speaker, columnist and award-winning artist. She has been consulting with individuals, families, and companies since the early 1990's, with clients ranging from California to Florida. In addition, she speaks at corporate and organizational functions, and gives seminars to enhance productivity. Pat Heydlauff can be reached at (561) 799-3443, or at balancingenergy@energy-by-design.com.

Pat Heydlauff

Speaker, Author, Artist

"Everything you say, think and do matters."

Energy Design

580 Scrubjay Lane

Jupiter, FL 33458

www.energy-by-design.com

561 799-3443 - telephone

561 745-3871 - fax