

# Crying Babies and Poison Arrows

## What realtors should know about Feng Shui

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# Basics of Feng Shui

- What is Feng Shui?
- Feng Shui in a neighborhood, a property, a house
- Tidbits related to real estate
- Questions

# What is Feng Shui?

Feng Shui is about chi (life energy)

Feng Shui is about forms (shapes)

Feng Shui is about Ba Gua chart (life situations)

Feng Shui is about 5 elements (wood, fire, earth, metal, water)

Feng Shui is about compass directions

Feng Shui is about astrology



# Goal of Feng Shui

**Maximize the good chi**

**Avoid the bad chi**

# Good chi quality—neighborhood





# Undesirable chi quality—neighborhood



# Chi flow

## Good chi:

- Moves in a slow, meandering manner
- Has the opportunity to circulate



## Bad chi:

- Rushing
- Stagnant
- Constricted





# Good chi flow—neighborhood





# Undesirable chi flow—neighborhood



# Collecting chi—on property





# Difficult to collect chi on property



# Difficult to collect chi on property





# Settling chi—in home



Chi not settled—rushes out back door





# Good chi flow—stairs

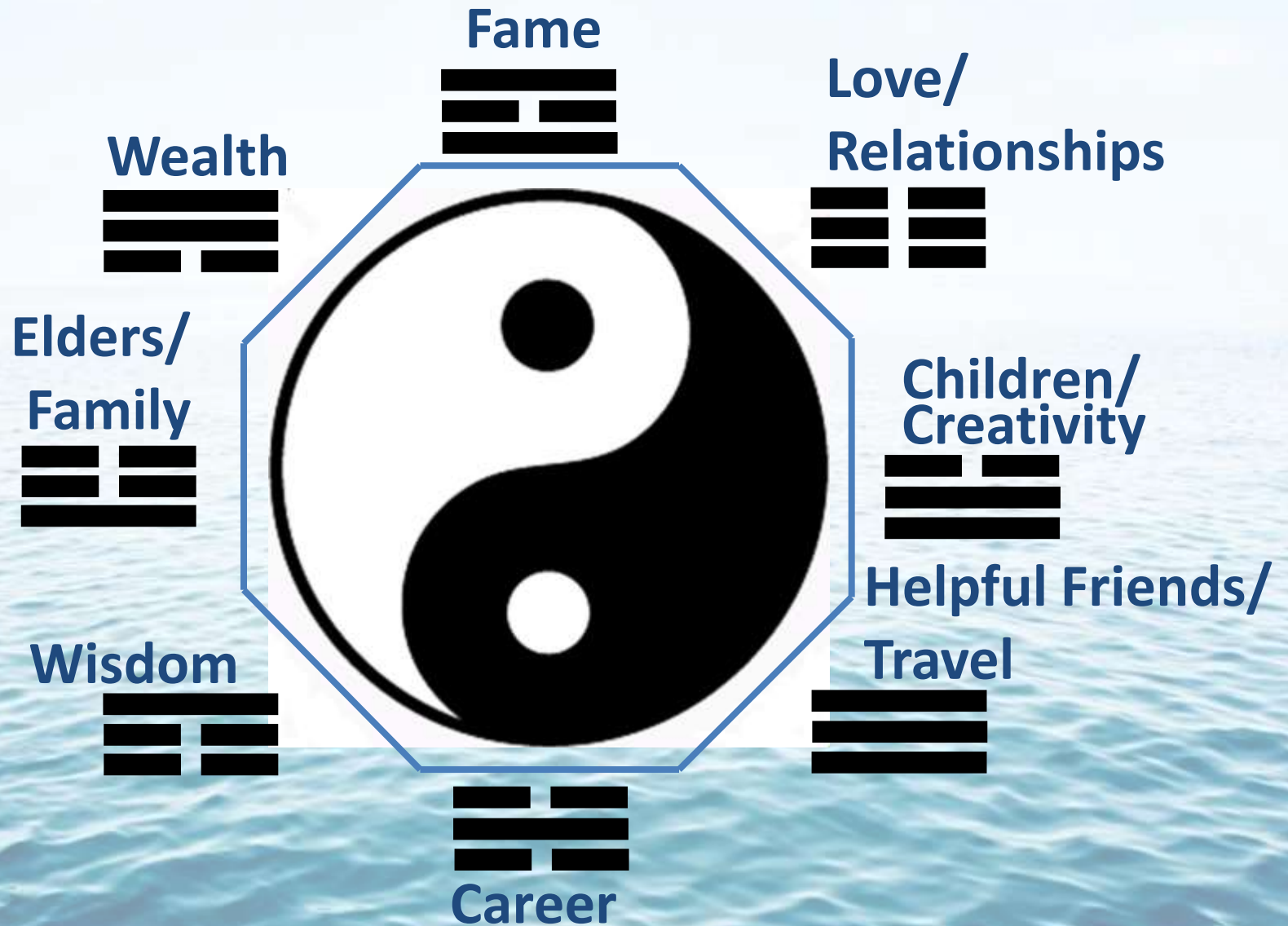


# Undesirable chi flow—stairs

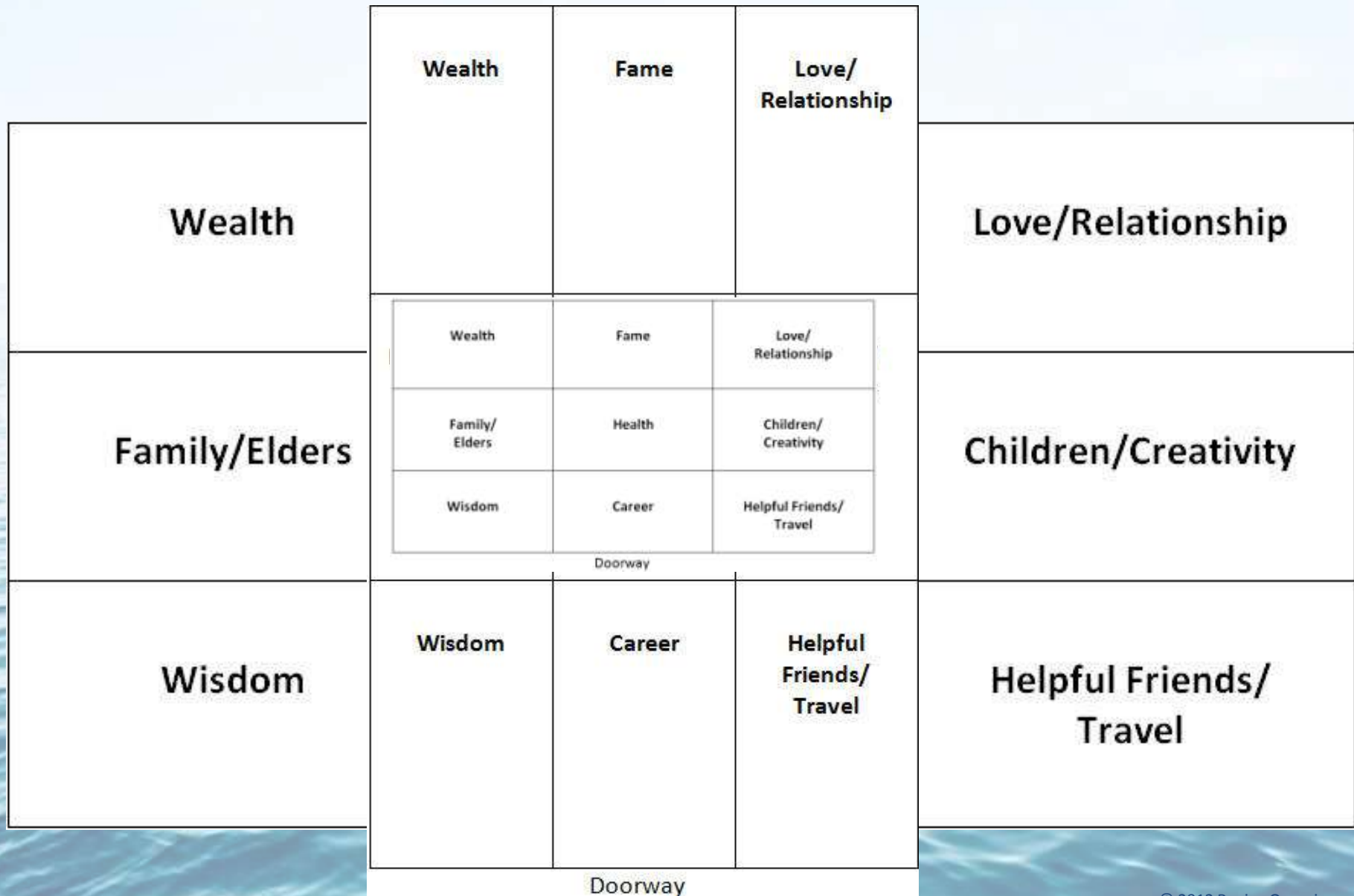




# Feng Shui tool—Ba Gua



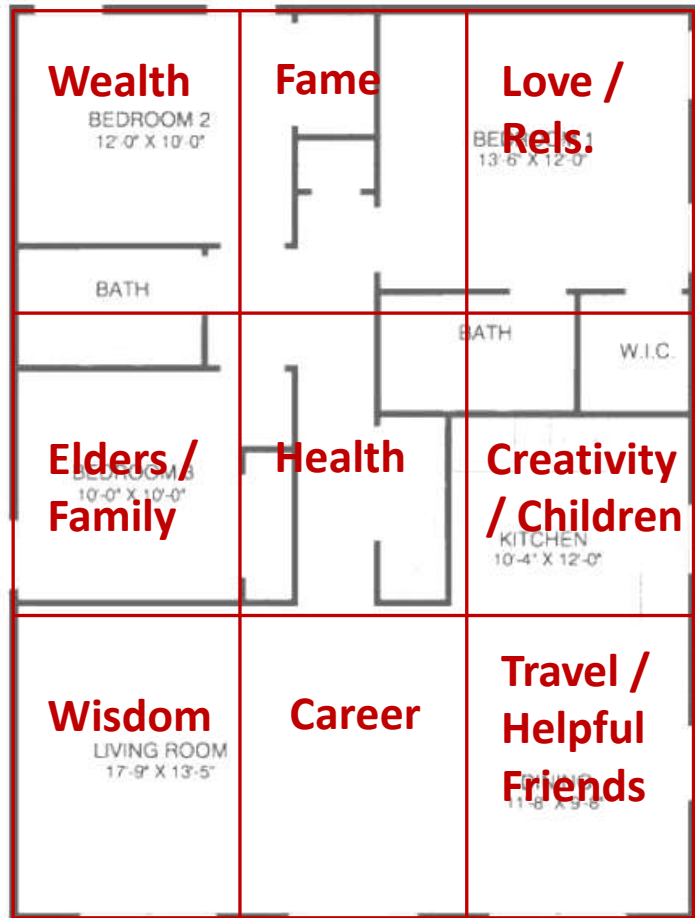
# The Ba Gua is adjustable



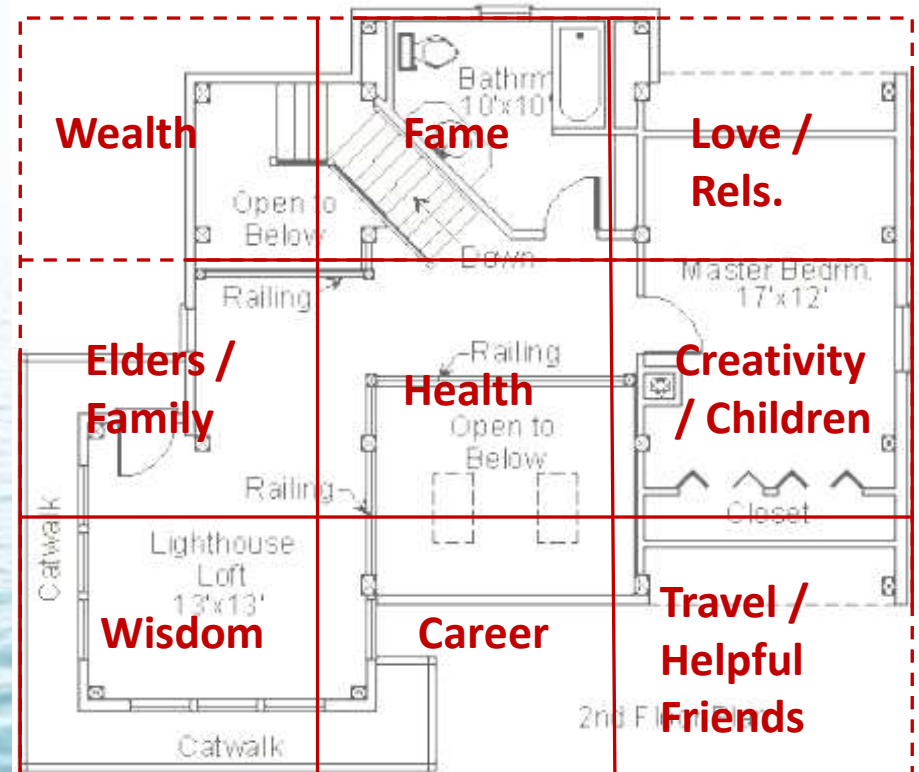


# Applying Ba Gua to house

✓ No missing areas



x Missing areas



# The house's shape

✓ Square or rectangular





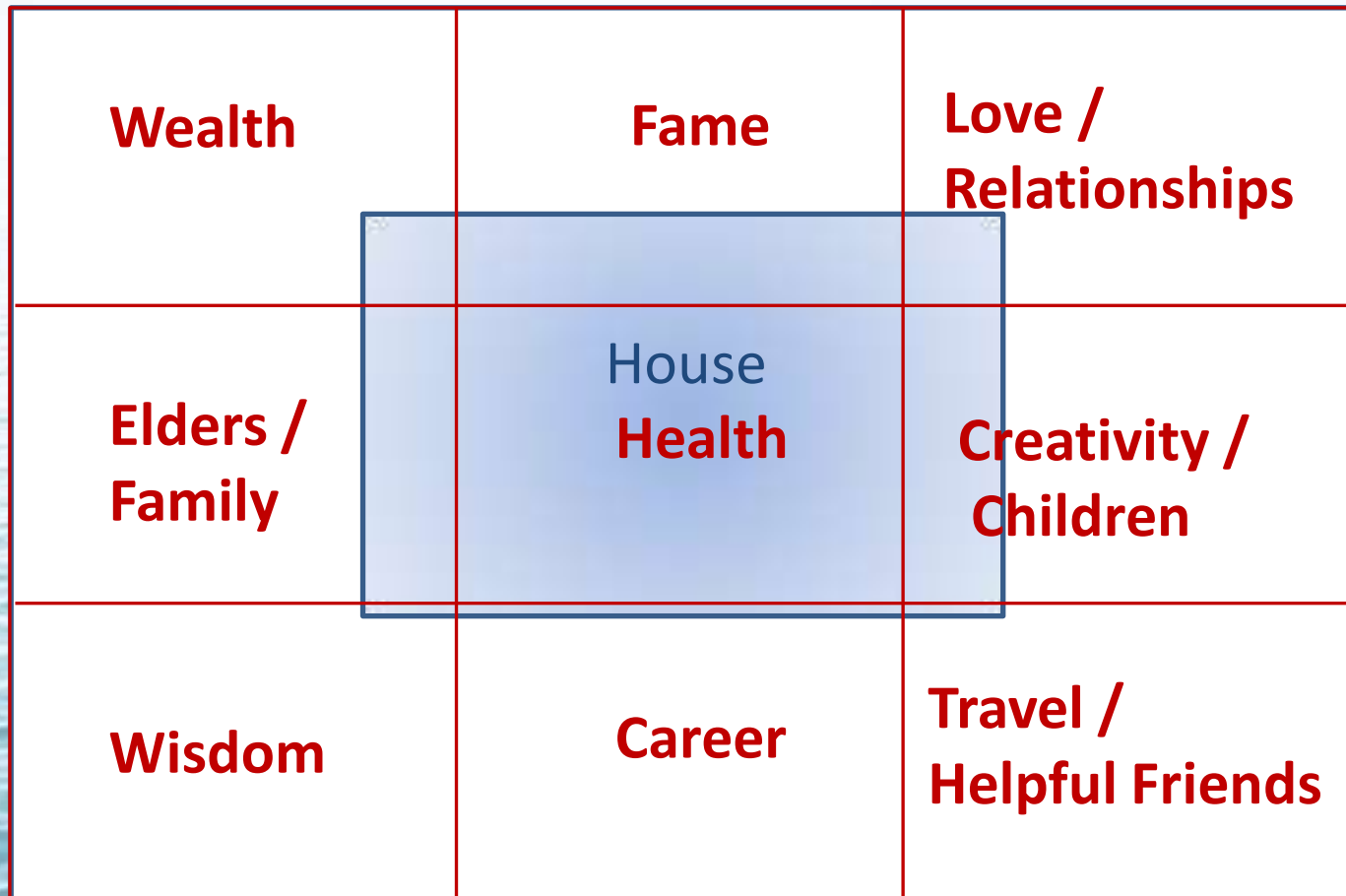
# The house's shape

x Irregular shape



# Applying Ba Gua to property

✓ No missing areas

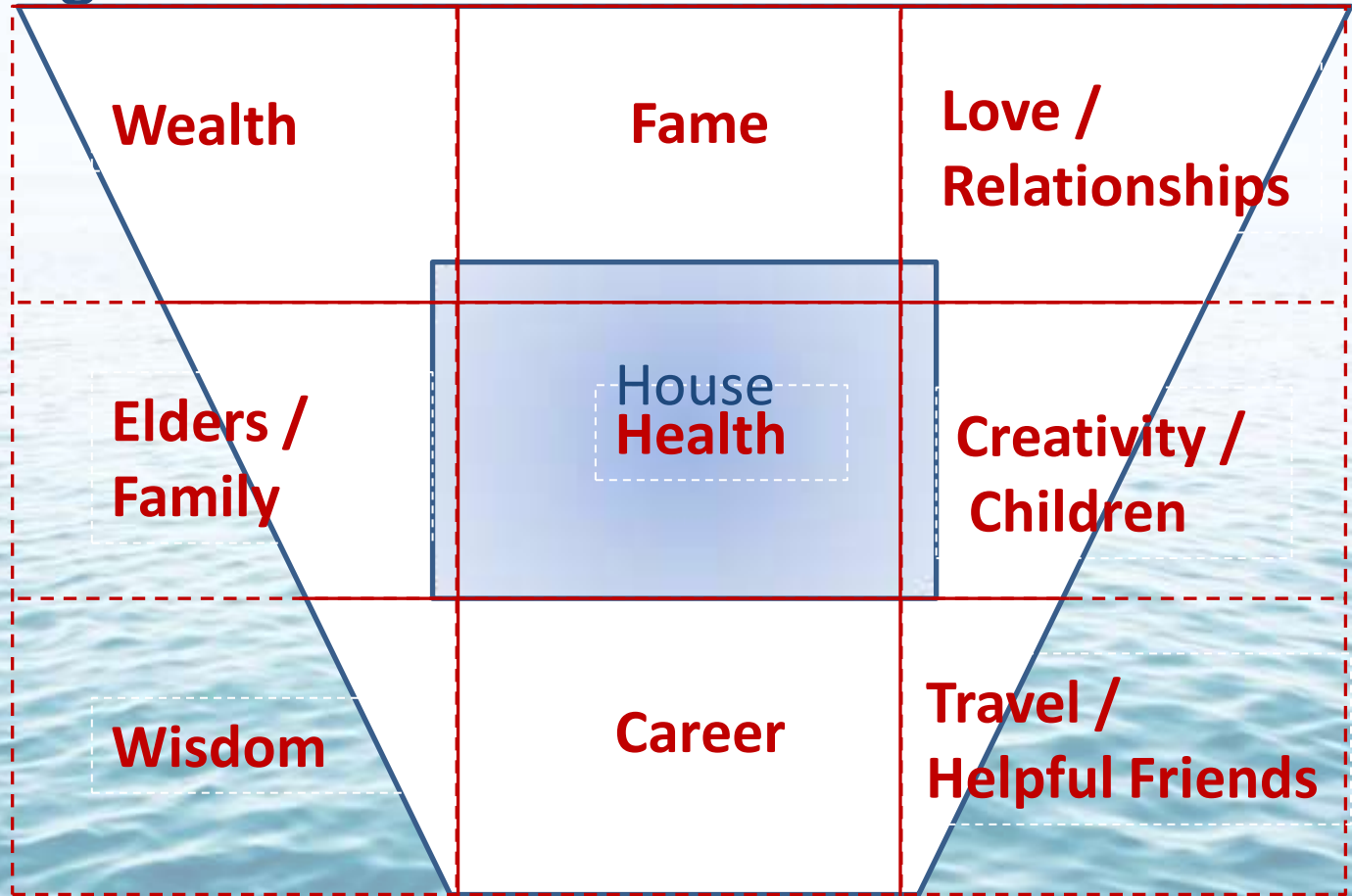


Sidewalk



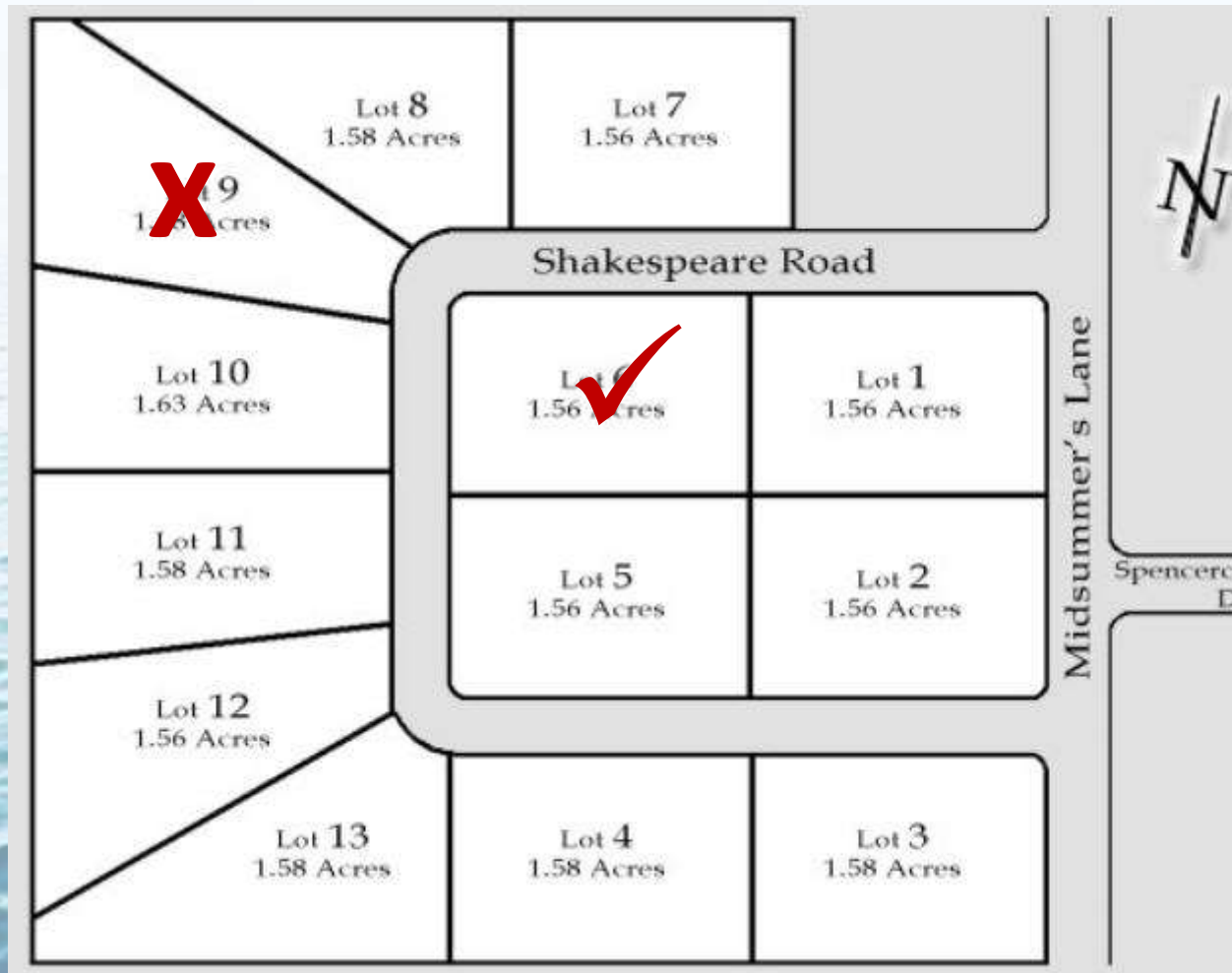
# Applying Ba Gua to lot

x Missing areas



Sidewalk

# Regular shaped lot





# Tidbit: Brief history

2000 B.C.

I Ching  
– where to  
bury the dead



Feng Shui for the  
living  
– imperial families  
and emperor only  
– secretive  
– oral tradition  
– protection  
– survival  
– harvest (astrology)

1911

Fall of Qing  
Dynasty  
– available to  
laypeople

1949-1976

Feng Shui banned  
– masters fled to  
Taiwan, Malaysia,  
Hong Kong  
– still underground  
in China today

1980

Popularized  
in West

# Tidbit: Bed placement

- ✓ Bed in “command” position
- ✓ Bed against solid wall
- ✗ Bed against window
- ✗ Bed in line with door





# Tidbit: Desk placement

- ✓ Desk in “command” position
- ✗ Sitting with back to the door



# Tidbit: Stove placement

- ✓ Cook faces the entry, in “command” position
- ✓ Stove on island is good, if facing door





# Tidbit: Poison arrows

x Square corners, pointed objects

From neighboring buildings or objects inside



# Tidbit: T-intersections





# Tidbit: Previous occupants

- ✓ Seller moving to better house, better neighborhood, better job—house has good chi
- ✗ Seller moving because of divorce, death, bankruptcy—house has bad chi



# Tidbit: Numbers

4

sounds like



“Death”

8

sounds like



“Wealth”

UBC study: Where Chinese concentration more than 18% (Richmond), house number *ending* in 4, buyers pay **2.2% less** , house number *ending* in 8, buyers pay **2.5% more**

# Tidbit: Crying babies

- Very young children use their sixth sense more keenly than adults
- May bring toddlers to a house and then watch how the child behaves
- Crying? Unsettled? House has bad chi
- Happy? Relaxed? House has good chi



# About Chinese buyers

- Some Chinese believe in Feng Shui
  - Older generation more likely to have strong beliefs
  - Younger generation less so; but still influenced by family
- Will walk away rather than buy a house they feel has bad Feng Shui
- Because banned in China, may be reluctant to openly disclose beliefs

# In a neighborhood

## Good Chi

- Meandering streets
- Lush parks
- Water nearby (clean, active)
- Well maintained properties

## Undesirable Chi

- Major traffic arteries
- Decaying or dying energy (cemeteries, hospitals)
- Noisy (fire hall)
- Poorly maintained properties

# On a lot

## Good features

- Expansive front lawn—allows chi to collect
- Regular shaped lot
- Middle of gentle slope

## Undesirable features

- Shortened front lawn
- House at T-intersection
- Irregular shaped lot
- Steep hill or cliff
- House at top or bottom of slope



# In a house

## Good features

- Expansive foyer – allows chi to collect
- Main stairs oriented away from front door
- Beds, desk, stove in command position
- Regular shaped house

## Undesirable features

- Stairway too close to door—chi rushes down stairs and escapes out
- Front door lined up with back door
- Irregular shaped house
- Clutter

# Real estate tidbits

- History of previous occupants
- House number
- Crying babies
- Influence of older generation



# Questions?