

FOR REAL ESTATE PROFESSIONALS

The Feng Shui Home-Tour Guide for Real Estate Professionals

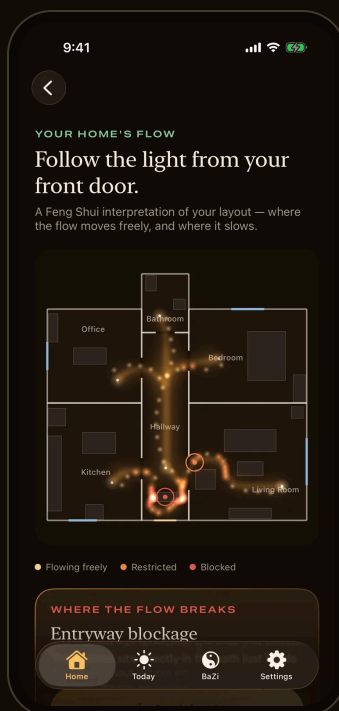
Practical Feng Shui considerations to discuss with interested buyers, and how to introduce Feng Shui AR during a property viewing.

1. Raising Feng Shui with a client
2. The entrance and first impressions
3. Clutter, light and circulation
4. Room layout and how the spaces relate
5. Questions buyers may want to ask
6. Using Feng Shui AR at a viewing



Feng Shui AR

fengshuiar.com/real-estate



Raising Feng Shui with a client

Feng Shui is a traditional Chinese practice of reading how a space is arranged. For some buyers it is a serious part of choosing a home; for others, including many from cultures where it is practised, it means nothing at all. Treat it the way you would treat any personal preference: something you accommodate when a client brings it up.

Ask, do not assume

- Offer the same opening question to every client, rather than to some.
- Let the client set how much it matters. A light interest and a firm requirement need very different shortlists.
- If a client is not interested, drop it. It should never become a sales pitch.

"Some buyers like to think about Feng Shui or the flow of a layout when they view a home. Is that something you'd like me to keep in mind?"

Fair housing. In the United States, the Fair Housing Act prohibits steering buyers toward or away from homes or neighbourhoods on the basis of national origin, race, religion and other protected characteristics, and similar rules apply in many other places. Do not decide who receives Feng Shui information, or which homes you show, from a client's background. Discuss layout when the client asks for it. This is not legal advice: follow your brokerage's guidance and your local rules.

How to talk about it

- **Describe, don't promise.** Say "traditional Feng Shui holds that..." or "practitioners prefer...". Do not suggest a layout brings luck, health, wealth or a faster sale.
- **Keep it separate from value.** A Feng Shui observation says nothing about a property's condition or price. Never present it as a reason a home is worth more or less.
- **Schools disagree.** The form school reads shapes, doors and furniture; compass schools use directions and birth data. A client's own practitioner may read the same home differently.
- **Respect the seller.** Avoid describing someone's home as "bad Feng Shui" in front of them or in writing.

The entrance, light and circulation

Form-school Feng Shui starts at the front door and follows the way a person, and the "flow", would move through the home. Most of what it looks for has an ordinary practical side too, which makes these points easy to discuss with any buyer.

The entrance and first impressions

- ☐ What does the open front door face? A window or back door straight ahead is the most-cited concern.
- ☐ Do stairs rise directly ahead, close to the door?
- ☐ Is a bathroom or bedroom door in direct view from the entrance?
- ☐ Is there room to stand and turn just inside, or a wall within a step or two?
- ☐ Is there a mirror directly opposite the front door? (Tradition prefers a side wall.)
- ☐ Is the way in well lit, day and evening?

Clutter, light and circulation

- ☐ Walk from the door to the main room. Do you turn sideways or step round anything?
- ☐ Does the route pass through another room to reach the living space?
- ☐ Is there a hallway that ends in a blank wall, or a long corridor aimed at one door?
- ☐ Which rooms get daylight, and when? Visit at another time of day if it matters.
- ☐ Is a room cramped by its proportions, or only by its contents?
- ☐ Staging tip: clear the floor just inside the door and the main route through the home.

Fixed or movable? For a buyer, the useful distinction is between what comes with the house and what leaves with the seller. Furniture, mirrors, rugs and clutter can change in a weekend. Door and window positions, stairs, beams and the shape of the plan cannot. Help the client focus on the second list.

Room layout and how the spaces relate

Traditional practice prefers a home where the entrance opens into living space, private rooms sit further in, and each bed and desk has a "command position": a solid wall behind, the door in view, and out of the door's direct line.

SPACE	WHAT A FENG SHUI-MINDED BUYER MAY LOOK FOR	FIXED OR MOVABLE
Bedrooms	A solid wall for the headboard with the door in view, not under a window, not in line with the door; no exposed beam over where the bed would go.	Mostly fixed: depends on where doors and windows are.
Home office	A wall for a desk that faces into the room, with the door visible from the chair.	Mostly fixed.
Kitchen	A stove with a view of the doorway, not directly opposite the sink; room to work without standing in the main route.	Fixed: set by plumbing and gas.
Bathrooms	Not in direct view of the front door; a bedroom door not facing a bathroom door.	Fixed, though a door can sometimes be rehung.
Living room	A wall for the sofa with the room's entrance in view; a front door that does not open straight onto the seating.	Partly movable.
Stairs and hallways	Stairs not rising straight from the front door; no dead-end hallways.	Fixed.
The whole plan	Some buyers lay the Bagua map over the floor plan and note "missing" corners in L-shaped homes.	Fixed.

None of these are defects. They are preferences, and the weight each one carries is the client's decision.

Questions buyers may want to ask

Some answers are not visible from the hallway. Having them ready shows the client you took the interest seriously.

1. **Which way does the front door face?** Compass-based schools use it. Take a phone compass reading standing in the doorway looking out, away from metal frames.
2. **Is there a floor plan?** Clients often want to lay a Bagua map over it before a second viewing.
3. **Which walls are structural?** Opening up a cramped entry or a dead-end hall depends on it. Refer the question to a builder or engineer.
4. **Can doors be rehung to swing the other way?** A door that opens awkwardly is sometimes a small job.
5. **What is behind the bedroom walls?** Some practitioners mention a bed on a wall shared with a bathroom or staircase.
6. **When does each room get sun?** Light is one of the few points every buyer cares about.

Feng Shui is not an inspection or a valuation. Keep three things separate, in conversation and in writing:

- **Inspection or survey** reports on the building's condition: structure, roof, damp, wiring.
- **Valuation or appraisal** reports on price.
- **Feng Shui** is a traditional reading of a layout. It cannot tell you whether anything works, and it says nothing about value or how a home will sell.

Using Feng Shui AR at a viewing

Feng Shui AR maps a home as you walk it from the front door, draws the flow through the rooms as moving light in augmented reality, and lists traditional form-school findings. It runs on iPhone, iPad and Android.

Before

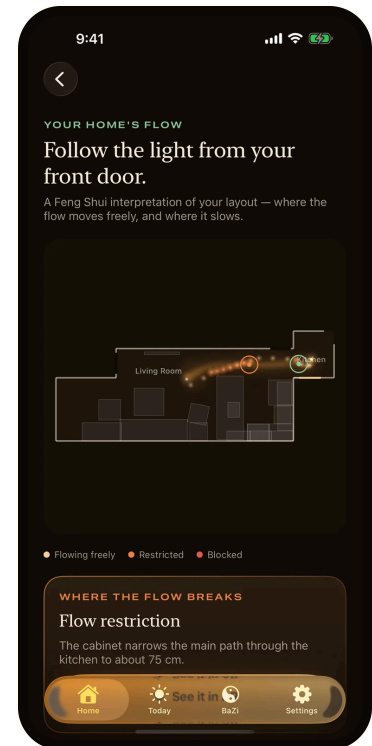
- Scan your own home or office first, so you know the workflow. It takes a few minutes.
- Ask the owner or listing agent before scanning a home that is not yours or your client's.
- The free version keeps one home with a limited analysis. Scanning several properties needs Pro or the one-time purchase for a home.

During

- Start at the front door and walk the rooms; the app builds the floor plan as you go (LiDAR devices scan rooms; other phones mark corners and doorways).
- Show the client the flow path in AR and the findings: a blocked entry, a door lined up with a window, a dead-end hallway, a bed out of the command position.
- Keep it short and optional, a few minutes within the viewing.

After

- Recommend the app to clients who want to explore homes themselves.
- The app can make a share image of the plan with its flow and score. Room names are off by default and the home's name is never included. Share it only with the owner's agreement.



What it is not. The app reads layout through one school of Feng Shui. It does not inspect the building, judge its value, read ceiling beams or exterior surroundings, or replace a consultation with a Feng Shui practitioner. Scans stay on the phone that made them; there is no account and no copy on our servers.

App Store apps.apple.com/app/id6817706046

Google Play play.google.com · Feng Shui AR

On the web fengshuiar.com/real-estate · buyer's checklist: fengshuiar.com/feng-shui/home-buying