

## Bringing consciousness—and results—to buying and selling real estate

by Mollie Kaye

There are certain areas of my life where my best intentions to remain centred fly right out the window. All of that meditation, breathing, yoga and self-awareness evaporates when it comes to...well, for instance, real estate transactions. Most of the agents I've worked with haven't done much to mitigate my tendencies toward adrenaline-based, panic-driven decision-making, but now I know there is someone who would help me remain grounded in the midst of it all: real estate professional Joseph Barry Martin, PhD.

Kate Irving worked with Joseph when it was time to sell the home she'd lived in and loved for two decades. "Selling a home is a temporary period of insanity; you're not necessarily making the best judgements. To have somebody who can help you rise above all that—I could never sell a home again with anybody else, because they wouldn't be like Joseph. He spoiled us forever," she explains. "We ended up richer—not just in a financial way, but as people. There was spiritual and emotional development. It was a very positive, forward-moving experience on all levels."

So okay, I'm all for growth and connection, but what about dollars and cents? I mean, after all, when you sell a home, you want to get as much money as you can, and quickly. I asked Kate how that part went with Joseph. "He did the numerology for the listing price—it was really cool, and it worked!" She exclaims. Then, with great emphasis, she enumerates: "We sold the house *for the asking price*, during the *downturn*, within a *week*. We got *three* full-price offers, and they were all *unconditional*—that's what we put out there; he helped us visualize that. It may sound 'woo woo,' but the bottom line is, it worked."

Joseph Martin's overall presence is that of someone who has, through decades of study and discipline, found for himself the highest quality of life, and his passion for sharing that with others is immediately apparent. His resumé is quite astounding—a raft of degrees, including a doctorate; professor of anthropology at University of Toronto for 11 years; individual, marriage and family therapist in three different clinics spanning four decades; plus, he's taught everything from painting to feng shui to energy work, and all of this rich experience adds up to a real estate agent who really has no equal.

"I called him our real-estate-agent-slash-therapist, just because he gave us so much support,"



Photo: David Broadland

**"I want people to savour the delight of living in the dream home they've always wanted. To know what their 'in the zone' home feels like. Then I find the perfect fit between you and the house, so the house feeds you, and you feel like you're 'in the zone' all the time."**

—Joseph Martin

Kate says earnestly. "We'd raised three kids in that house; it was a big deal. He really 'tuned in' more than anybody else we'd ever worked with. He operated at a kind of energetic level, so he understood the particular point we were at in our lives, what the house meant to us, and especially the garden I had put so much of myself into. There's nobody else like him. The 'full-meal deal' you get from Joseph is really a consciousness-shifting process."

"I do a lot of advanced staging of homes when I work with people who are selling; my expertise in this is something I come to from extensive study of a variety of modalities," says Joseph, who not only suggests punch-lists of things for sellers to do to prepare a home for sale, but participates in the process as well. "He spent an entire Saturday

with my teenaged son and his friends cleaning out his room, and really engaged with those boys," says Kate. "He brought beautiful plants, and artwork. The time we all spent preparing, with Joseph's guidance, was time very well spent."

Mike and Julia Hofmann have listed their beloved lakefront house with Joseph, who is helping them find the dream home to meet the changing needs of their family. They concur that he is unlike any other real estate professional they've ever known, and that's a good thing. "He takes a non-stress approach to everything. He shares my outlook that you let things evolve as they're supposed to, without pushing them—there's not a lot of people like that in his profession," says Mike.

Julia appreciates the connection and friendship that has developed between Joseph and her family as they work together to find the perfect buyer and the perfect new home. "You know when you meet somebody and you just click? Well that's how we feel with Joseph; he was way beyond a real estate agent, right from the start; he is so caring, and he understood who we are, what we're looking for, who we would like to see buying our house—our beliefs, thoughts, fears, challenges—we felt totally comfortable."

Joseph puts the focus on helping his clients identify and understand their own deepest needs. "I want people to savour the delight of living in the dream home they've always wanted," he explains. "To know what their 'in the zone' home feels like. Then I find the perfect fit between you and the house, so the house feeds you, and you feel like you're 'in the zone' all the time."

He advises his clients to let go of the frenzy of the media-hyped market and "enjoy the experience—to know that the right house, at the right time, for the right price and for the right reasons will be available to you, and you will be able to buy it and live in it and love it as your own home, and be happy there."

Joseph Martin, PhD

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