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FEB/MARCH.2026

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FINE INTERIOR DESIGN & REMODELING MAGAZINE

P.22

DESIGN THAT SELLS: How Exceptional Interiors Elevate Real Estate Value

By Perla Lichi Design





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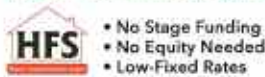


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COVER STORY P.22

DESIGN THAT SELLS: How Exceptional Interiors Elevate Real Estate Value

By Perla Lichi Design, Pompano Beach



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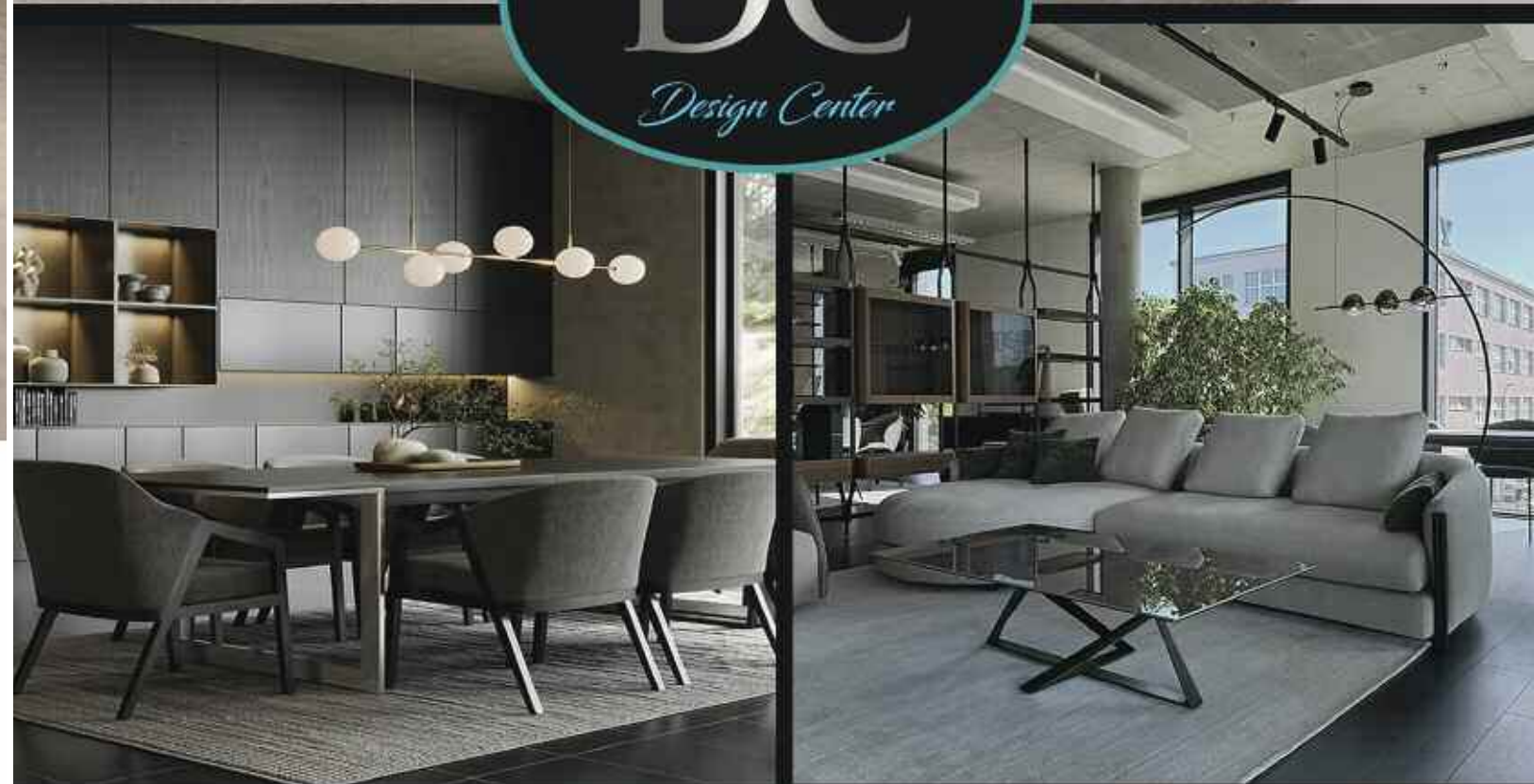
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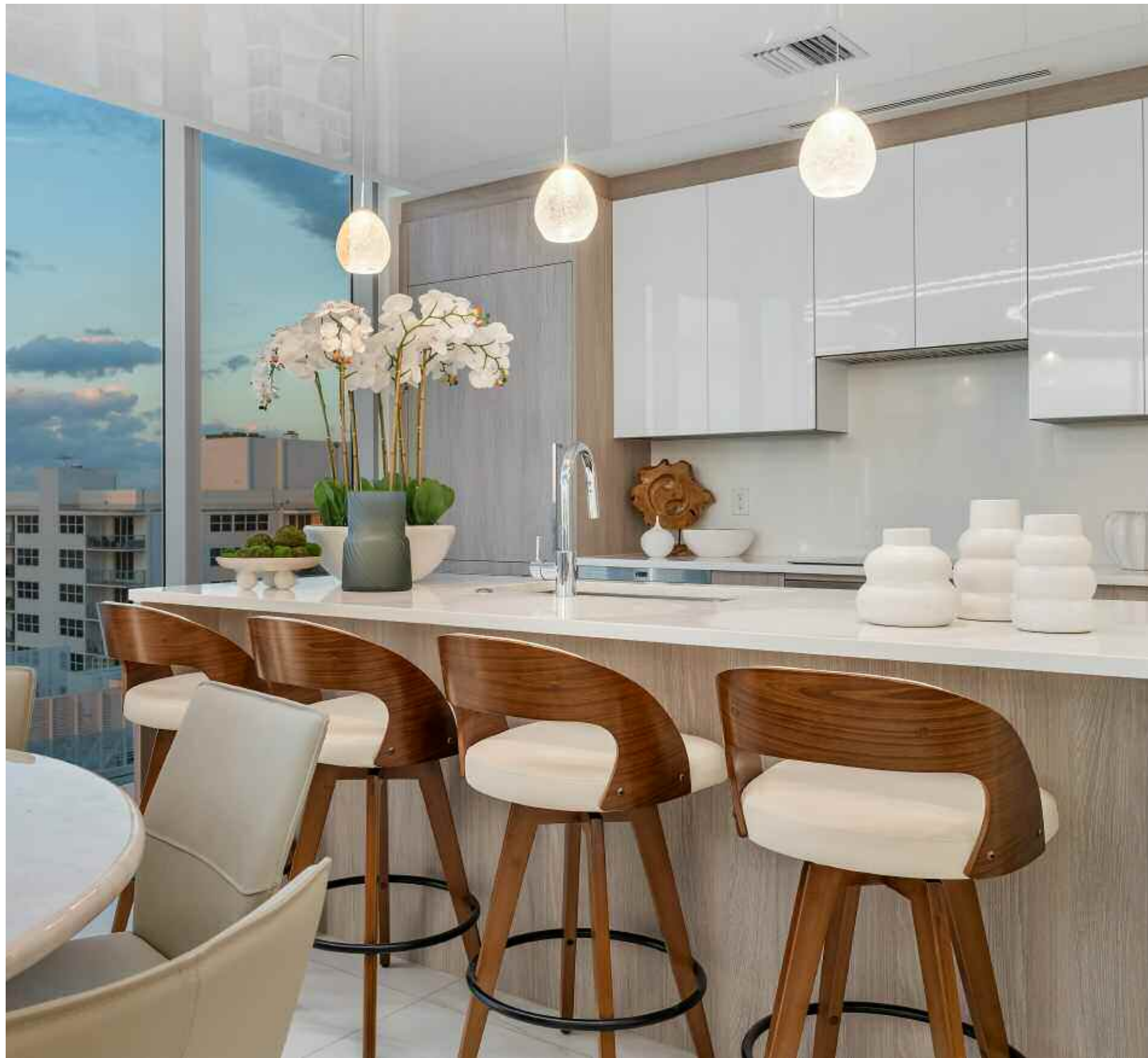
PHOTOGRAPHY Joseph Gonzalez from Miami Real Estate Images

In today's competitive real estate market, luxury is no longer defined by square footage alone. True value is created through thoughtful, intentional interior design that transforms a property into an experience. Well-executed design does far more than make a home look beautiful—it elevates perception, enhances lifestyle, and ultimately drives higher market value. Buyers are visual, emotional, and aspirational, and design is the language that speaks directly to those instincts.

A properly designed home tells a story the moment one walks through the door. Architectural built-ins, custom millwork, and capital improvements immediately signal quality and permanence. These are not cosmetic upgrades; they are investments that become part of the architecture itself. Built-in shelving, feature walls, custom closets, and integrated cabinetry create a sense of craftsmanship and exclusivity that mass-produced interiors simply cannot replicate. Buyers recognize this difference instantly and they value it.

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Lighting is another critical component that separates ordinary properties from exceptional ones. Strategic lighting design layered with ambient, task, and accent lighting sets the mood and enhances architectural details. Proper lighting highlights textures, artwork, ceiling treatments, and sightlines while creating warmth and depth. A beautifully lit space feels inviting, luxurious, and memorable. Poor lighting, by contrast, flattens even the most expensive finishes and diminishes the perceived value of a home.

Ceiling design is often overlooked, yet it plays a powerful role in elevating interiors. Cofered ceilings, tray ceilings, architectural details, and integrated lighting transform overhead space into a design feature rather than an afterthought. When ceilings are thoughtfully designed, rooms feel taller, grander, and more refined. This attention to detail subtly communicates luxury and intention key factors in buyer decision-making.

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Opening up space and improving flow is another essential element of value-driven design. Strategic space planning removes visual barriers, improves circulation, and creates a sense of openness that aligns with modern luxury living. When spaces connect seamlessly, homes feel larger, brighter, and more functional. This is especially impactful in properties with strong views, ocean fronts, city skylines, gardens, or architectural landmarks. A skilled designer frames and reflects these views, allowing the environment outside to become part of the interior experience.

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Ambience, mood, and vibe are what turn a property into a destination. Color palettes, textures, materials, and finishes must be balanced and cohesive. When everything is properly tied together, the home feels harmonious rather than staged. Buyers may not consciously identify why a space feels “right,” but emotionally, they respond to it. This emotional connection is what drives desire and desire drives price.

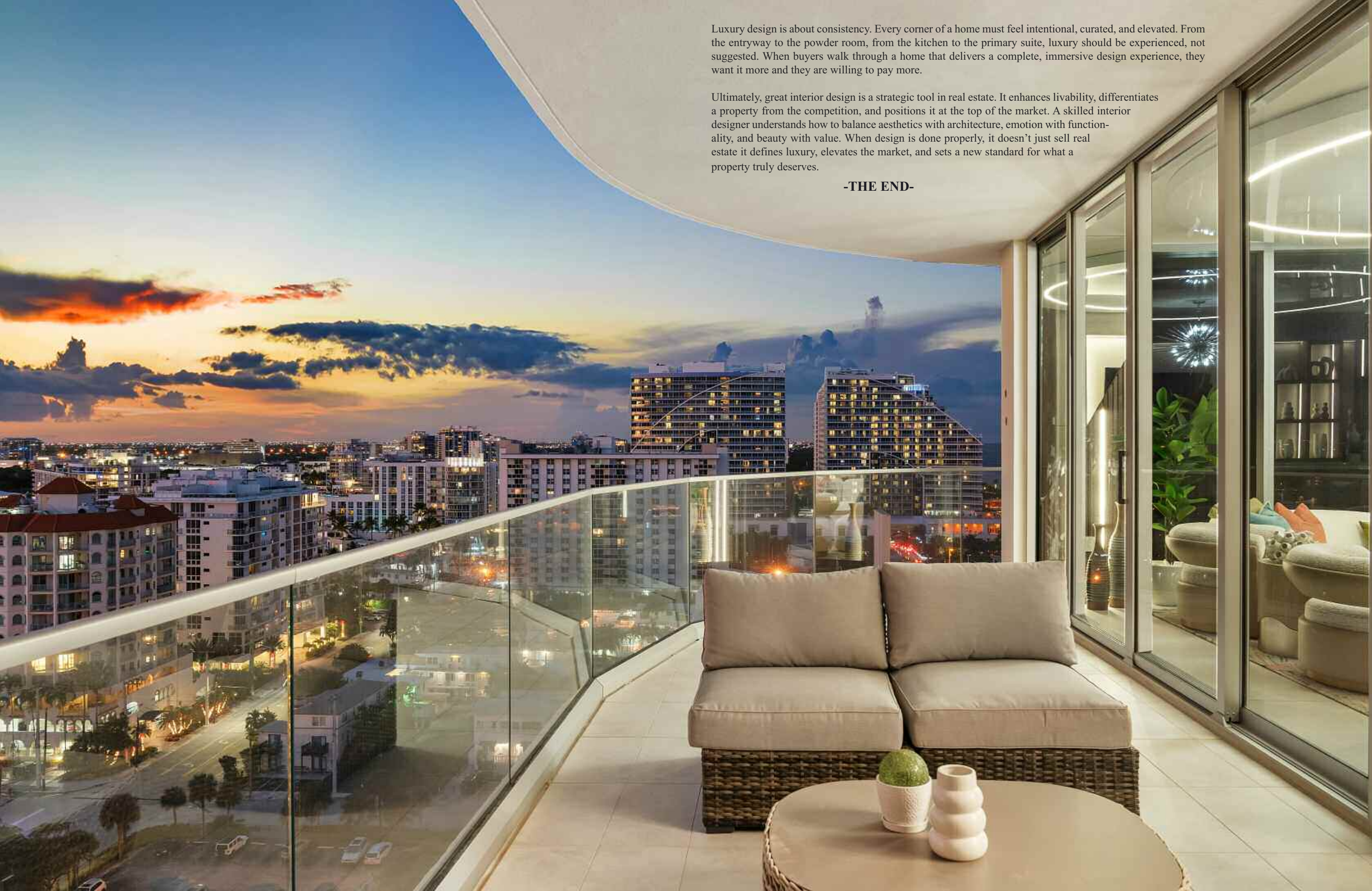
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Luxury design is about consistency. Every corner of a home must feel intentional, curated, and elevated. From the entryway to the powder room, from the kitchen to the primary suite, luxury should be experienced, not suggested. When buyers walk through a home that delivers a complete, immersive design experience, they want it more and they are willing to pay more.

Ultimately, great interior design is a strategic tool in real estate. It enhances livability, differentiates a property from the competition, and positions it at the top of the market. A skilled interior designer understands how to balance aesthetics with architecture, emotion with functionality, and beauty with value. When design is done properly, it doesn't just sell real estate it defines luxury, elevates the market, and sets a new standard for what a property truly deserves.

-THE END-





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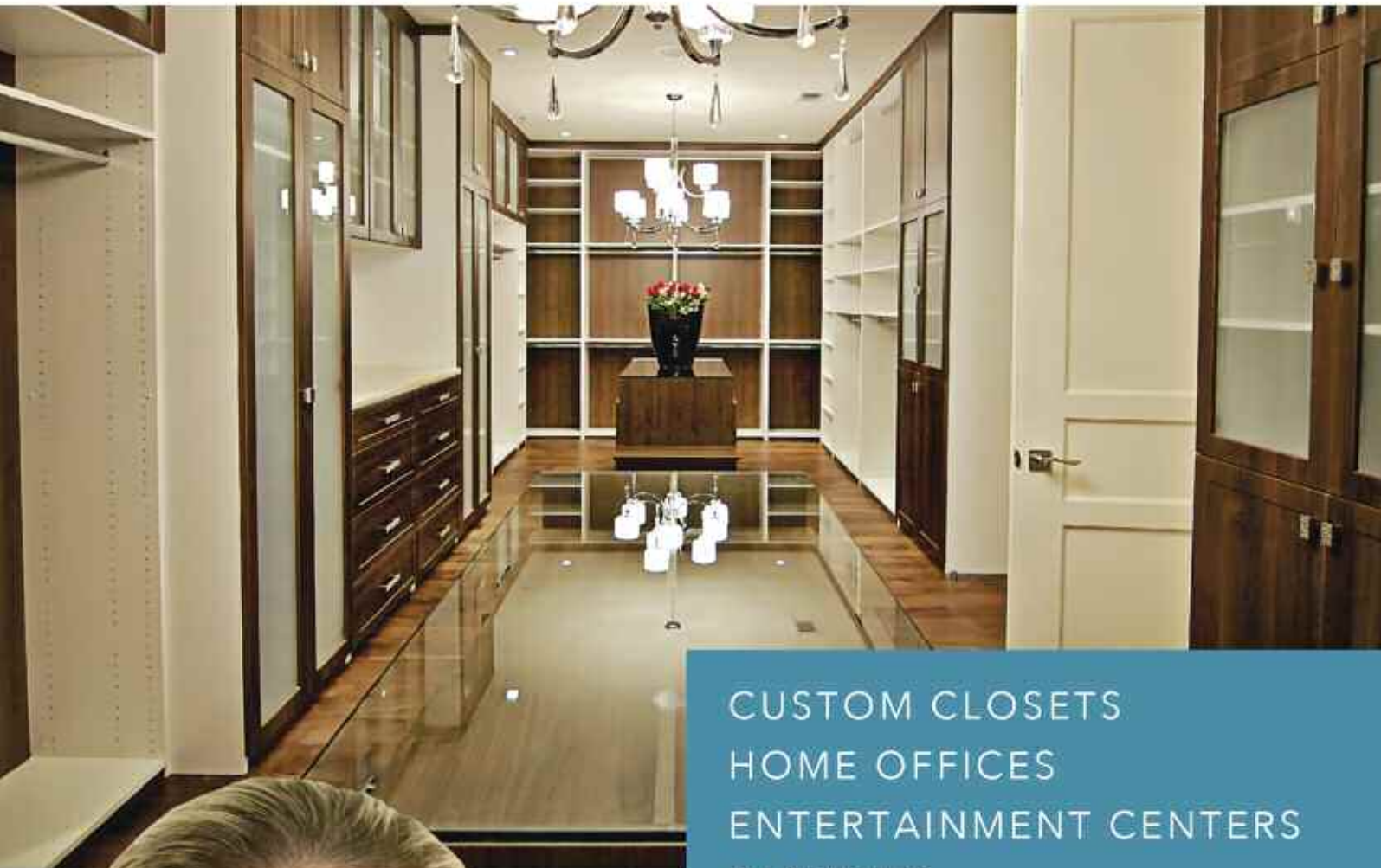


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