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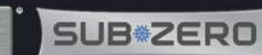
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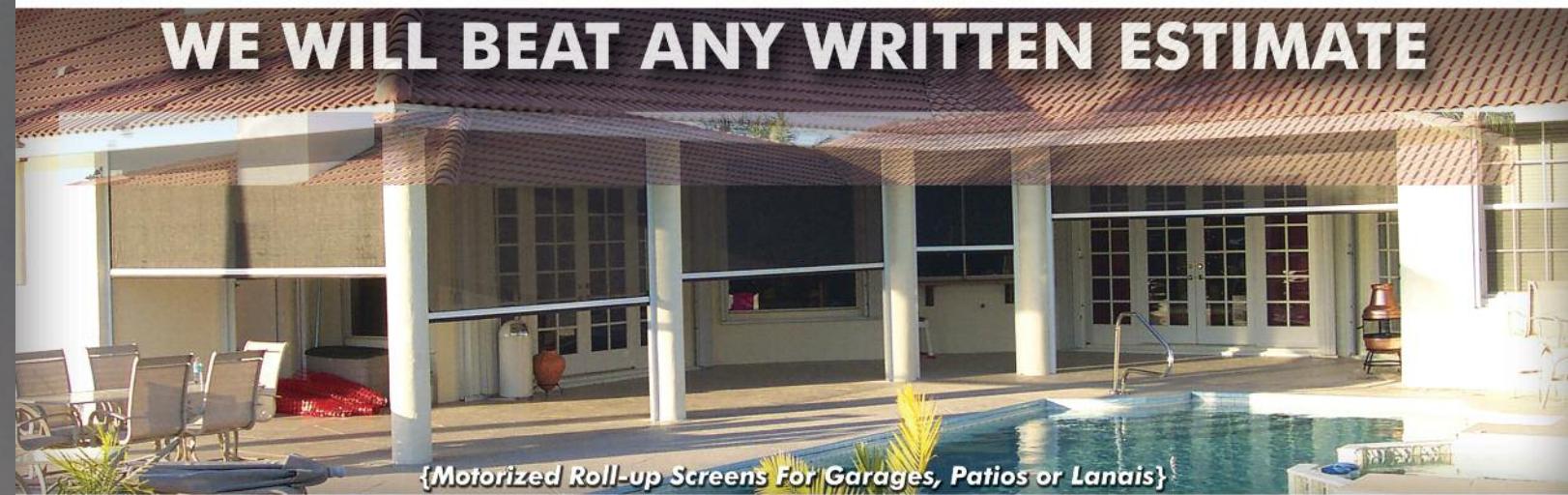
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# UNIQUE FINDS



All items on this page of Unique Finds can be found at La Vie En Blanc, 4150 N Federal Hwy, Fort Lauderdale, where there is over 5,000 square feet of curated home furniture, accessories, and unique gifts.

◀ This nautilus sculpture is hollow inside, making it a very unique planter for faux foliage. It can be displayed on a column or chest to fill in an empty space.



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◀ The sets of champagne and shot glasses come inscribed with "cheers" in 6 different languages. Also featured are the beautiful gold rimmed "biere" glasses, brass pineapple trinket boxes, a wine themes notepad, and bronze beaded necklace. Perfect for dinner parties and gatherings!



◀ This indoor/outdoor table set maximizes surface area. Grab a slice of this amazing coffee table. Each table is very light-weight and can be moved easily to wherever needed. They fit back into one grand piece.

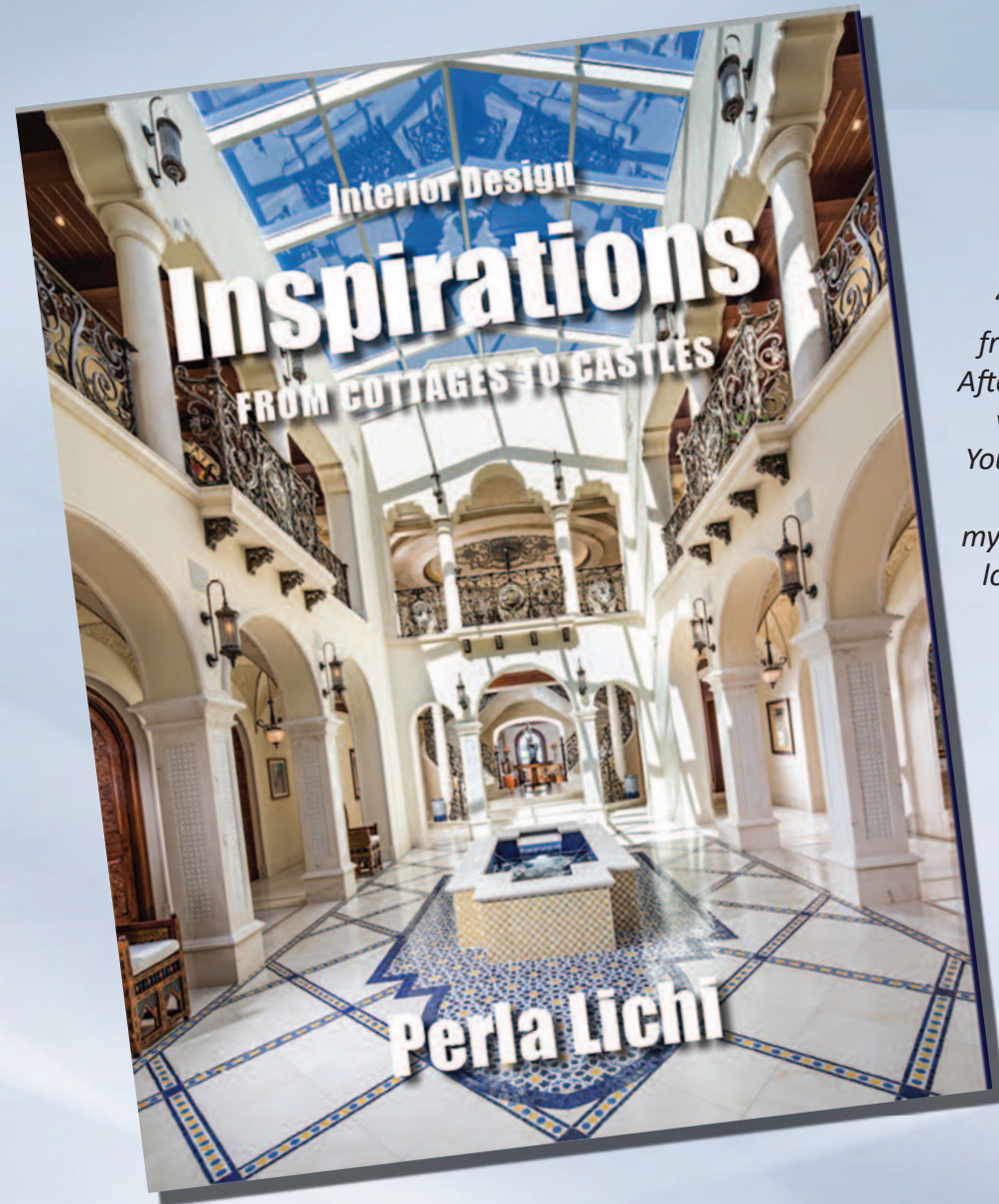
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By Marta and Neil Dupree

## Common Items Sellers Forget To Do.

Selling your home or property is a big event. With all that goes into a real estate sale, some important items can easily be forgotten or overlooked, especially when the listing becomes active and showings and open houses begin. Listed below are items that are often forgotten but can be vital to the successful sale of your property.

### Check References.

For many of us, we check ratings and reviews for a number of items, especially if we are going to put a certain amount of trust in them. The same can be said for your agent - you're trusting them to help you sell one of your biggest assets, including the control of access to your home, so take a moment and check your agent's reviews. S/he may have some listed on his/her website, and if not, don't be afraid to ask for a few references. It's also important to check that your agent's real estate license is current and active.

### Disclose Invisible Improvements & Former Issues.

If you've been an owner for a number of years, small improvements can be forgotten. While replacing the windows or installing a new roof are major improvements and generally important items to disclose, small or 'invisible' improvements are also incredibly important to disclose to a buyer. If you've done electrical work, had the plumbing up-

graded or work done on sewer lines, fixed a window leak, or another small repair that doesn't seem incredibly major, disclose it. The same can be said for any issues that have occurred over the years: chimney fire, basement flood, electrical issues, etc. The last thing you want is to be served a lawsuit after you've sold because you failed to disclose something, so disclose all you can to avoid any confusion or future questions.

### Social Media Marketing

For any seller, getting the perfect buyer and highest sale price is a given. But that doesn't mean you list your property and wait. If you're active on the Internet, you have the ability to be your biggest social marketer. Social media isn't just for sharing pictures and memes: as a seller, you can use all your social media accounts (Facebook, Twitter, Instagram, etc.) to market your home. Not only will your friends and family see your property, but if they like your post, their friends and family will as well. With the combined efforts of you and your agent, your property can be viewed by hundreds if not thousands more people via social media accounts just by sharing your listing with your friends.

### Specify What Stays and Goes

When it comes to a real estate transaction, the property law of fixtures basically means any physical property attached (fixed) to the home or real property is included in the sale. This includes cabinetry, lighting fixtures, faucets, window coverings, and in some cases even a wall-mounted television. For a seller, it's imperative to remember to clearly indicate in the contract what will stay upon the sale and what will go. This means being as specific as possible when it comes to appliances, window coverings, and anything else mounted to a wall that a buyer could mistake for staying in the property.

### Curb Appeal.

For a buyer, seeing a well presented home or property will truly contribute to whether or not a buyer will be motivated to view your property. Curb appeal is incredibly important, not only for those buyers that may drive by your home, but also for those that will look online and judge a property on its listing photos. When it comes to selling, it's crucial to pay attention to detail on your curb appeal, especially when it comes to small cosmetic repairs, dead plants, overgrown yards, even bad doorbells and burned-out light bulbs. Do all you can to boost your property's curb appeal in advance to help attract potential buyers.

### Clean.

For some sellers, the idea of cleaning the property before leaving is not on the top of the to-do list. But depending on where you live, the seller may have a responsibility to clean the home upon exit. In some states, the purchase contract will stipulate the home has to be 'broom clean,' or the floors swept and walls and ceiling left bare. Whether or not your purchase contract states the cleanliness of the home, it's a nice gesture of goodwill to the buyer to thoroughly clean the home when you leave. This includes cleaning the interior of the property, even the inside of closets, cupboards and appliances (if they're staying), and cleaning out a garage (if there is one). It benefits the seller to leave the property in good condition not only because it's the right thing to do, but it's likely the buyer will receive some of your mail, and staying in pleasant terms is a good thing.

*This article was contributed by realtors Marta & Neil Dupree. Visit their website at: [www.dupreeteam.com](http://www.dupreeteam.com)*



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# Investment Property: Quick Fix for a Quick Sale

*Interior Designer Perla Lichi Transforms Beach Condo  
with Eclectic Modern Styling*

Photography by Craig Denis  
Interior Design by Perla Lichi, ASID

This ocean side residence on the 21st floor of a Fort Lauderdale beach condo along Galt Ocean Mile is an investment property, a fixer-upper unit that had very outdated interiors. Perla Lichi Design did a quick fix that would result in a quick sale.

A custom area rug defines the living room seating area and establishes the color palette. "Miami" white leather egg-style chairs and contemporary sofas are paired with a triple-tier glass top coffee table and white lacquer side tables. White-on-white nailhead patterned sheer drapery side panels diffuse the sunlight without blocking the views. Floor-to-ceiling framed mirrors reflect the ever-changing ocean and introduce the beauty of nature into the overall interior design look. Splashes of color are introduced in the area rug, art and accessories. A pair of distinctive contemporary "scrollwork" framed mirrors that are like sculptures flank contemporary paintings on a feature wall.

- CONTINUED NEXT PAGE -







Perla wanted to create an upbeat casual ambiance that would quickly catch a buyer's attention while keeping the focus on the main selling point—the wonderful ocean views. This was accomplished with proper mirror placement, one of Perla Lichi's magic touches.

A contemporary glass-top table with four white leather dining chairs and a beveled mirror sidebar highlight the dining room. The sidebar acts as a low room divider separating the living area from the dining area, without obstructing the ocean view. Blue and white with silver metallic accents flow throughout the main living areas and the colors are planned so that a different palette could be accomplished quite easily. "This flexibility to easily change a look is one of the things that I especially like about a simple, modern design."



Contemporary art highlights the master bed wall. The white soft bedspread and bed skirt are contrasted with soft pastel multi-color decorative pillows. Matching cross-leg mini benches are upholstered in baby blue. A short-pile wall-to-wall animal print carpet adds texture and supports the overall fresh, chic look. Patterned sheers adorn the windows overlooking a city view. Oversized night tables are positioned with large mirrors above that give more depth to the room by reflecting the opposite wall. In every room, including the master, decorative accessories and artwork from the new Perla Lichi East Fort Lauderdale contemporary showroom were used to complete the look.

"What we did for this transformation was to neutralize the existing wall colors and modernize the spaces," says interior designer Lichi. "We used modern styling which is very popular now in today's condo high rises. With design creativity, we freshened up the look and the buyer anticipates a quick sale. And, as the popular saying goes, Time is Money." A checkerboard of black-and-white porcelain tile adds interest to the mirrored master bath. It is configured in a corridor-style layout that allows plenty of room for an upholstered bench opposite the vanity. The tub area is in its own separate area at one end.

- CONTINUED NEXT PAGE -





The owner knows that property on the ocean is always a good investment, explains Lichi. "This unit was definitely a fixer-upper. We were able to accomplish the improvements without changing the footprint and utilizing the tried-and-true tools of our trade—space planning, carefully selected paint colors, fabric, furniture, rugs and accessories.

"In order to lighten up these spaces we first had to remove heavy wallpaper and repaint dark walls with lighter, neutral colors. Floor-to-ceiling framed mirrors were added to make the rooms appear larger than they actually are." Perla Lichi is known for her unusual feature walls. Here, Lichi used a combination of art and mirrors to create focal points in each room. "Again," says Perla, "this was simple, quick and easy!"

Another key selling point is conveniently built right into the décor. "If the new buyer wants to change the flavor," explains Lichi, "it would be very easy to do so by changing the area rug, art and accessories for a completely different look." ##







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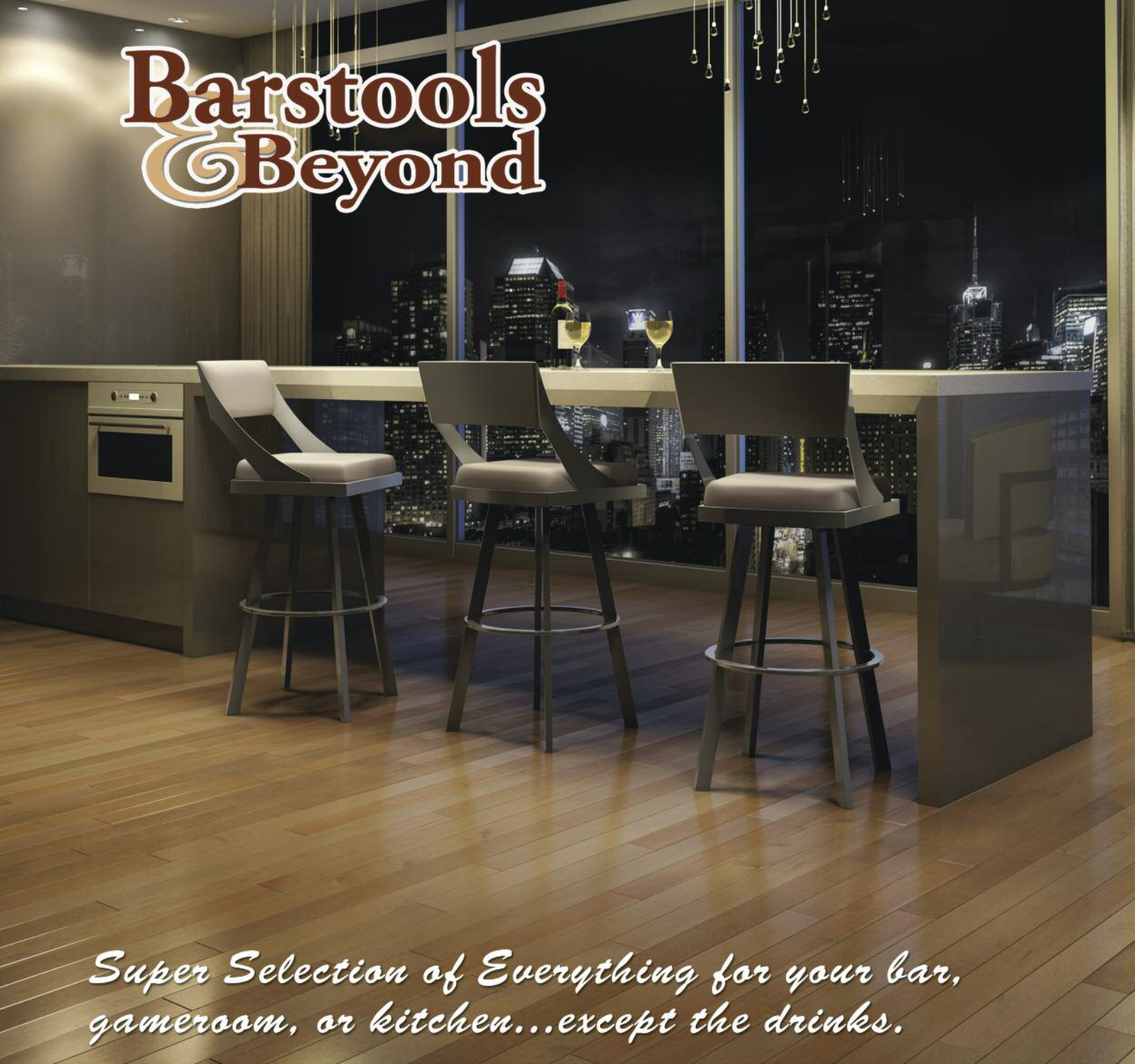
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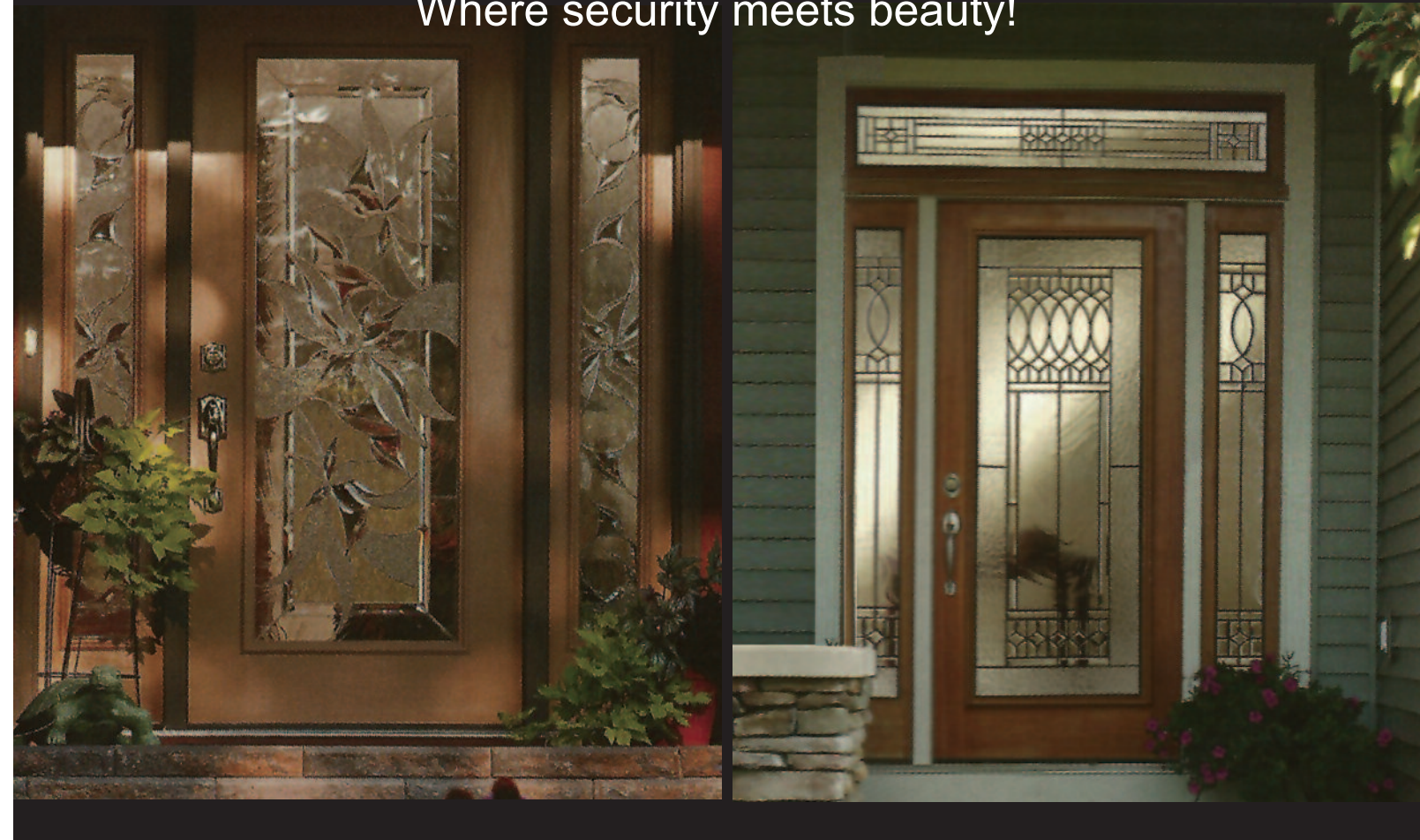
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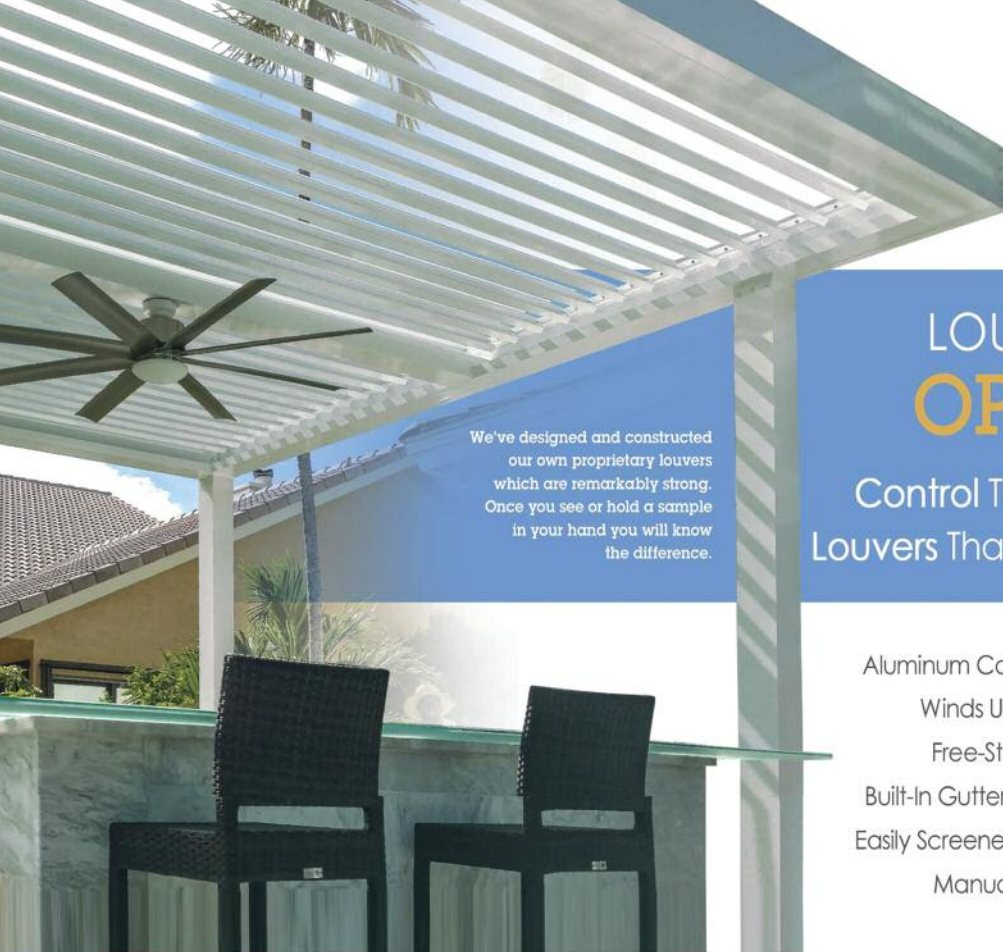
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