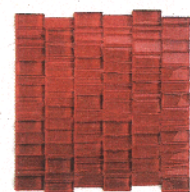


# WHAT A BUYER WANTS

From glass tiles to Toto toilets.



▶ **GLASS TILES** Often made with colored backings, glass tiles are regularly requested for kitchen backsplashes and bathrooms. "They reflect light, which makes any room they're used in look bigger," Stephen Fanuka says. **DOWNSIDE:** They can be tricky to install. **COST:** At least 20 percent more than porcelain tiles.



▼ **LUXURY ROOFTOP GARDENS** There are dozens of lush private gardens with swimming pools, Jacuzzis, fountains, outdoor kitchens, lawns and landscaping in luxury condominiums around Miami. **DOWNSIDE:** The garden sits atop the condo's communal roof, so any roof repair means ripping up the garden. **COST:** At least \$500,000.

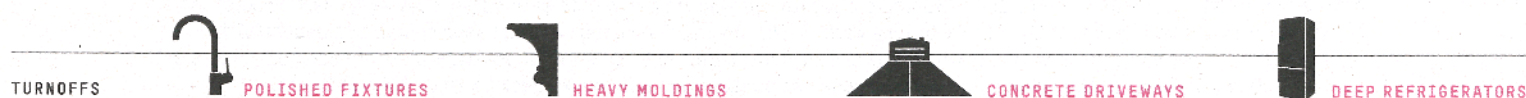
▼ **FAMILY COMMAND CENTER** A small, open room (on average 6 feet by 8 feet) that connects with main living areas, where parents can organize the household and children can do homework. "People have become liberated by where we can work and play, and we want to do those things together," says Janice Jones of PulteGroup, which is putting these "planning centers" in most of its new homes. **DOWNSIDE:** Lack of privacy. **COST:** At least \$5,000.



◀ **HIDDEN FLAT-SCREEN TELEVISIONS** "People want their televisions everywhere," Nicholas S.G. Stern says, "but they also don't want to see them." TVs can be hidden behind pocket doors or in a recessed wall space; they can be covered by a painting or glide out from under a bed. The hidden TV allows for a room to be used for an informal family movie one night and an elegant dinner party the next. **DOWNSIDE:** Unless you are building a new house, you will have to rip up walls and floors. **COST:** \$10,000 at the very least.



① **STATE-OF-THE-ART TOILETS** In Manhattan, some buyers now pay as much attention to toilets as they do Viking ranges and Sub-Zero fridges. Toto toilets offer nonslamming seats, water-saving dual-level flushing or centrifugal-force flushing and streams of warm water for personal hygiene. **DOWNSIDE:** They come in a limited range of colors and styles. **COST:** More than \$700.



THE PANEL: JANICE JONES, PulteGroup Inc. • STEPHEN FANUKA, Fanuka, Inc., Maspeth, N.Y. • NICHOLAS S.G. STERN, Stern Projects L.L.C., New York • WALID WAHAB, Wahab Construction, Miami • DAVID INNOCENZI, managing director, Heddings Property Group, New York.

TILE: NEMO TILE COMPANY. ROOF: STEVEN BROOKE STUDIOS/RAYMOND JUNGLES INC. TV: SALVATORE DOW/AUDIO VIDEO SYSTEMS INC.