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Kylie Kelce
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expertise and a
sprawling selection,
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for homeowners
embarking on a kitchen
or bath renovation.

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Invaluable

Through design expertise and a sprawling selection, Colonial Marble & Granite adds value for homeowners embarking on a kitchen or bath renovation.



Pamela Papadopoulos,
a design executive, and
Nikos Papadopoulos,
president of Colonial
Marble & Granite

As the real estate market continues to evolve, homeowners eager to sell are increasingly turning to renovations to maximize their property's value and curb appeal. Sandra Phillips has a recommendation for anyone in that situation: Invest in new stone countertops for the kitchen and master bathroom.

As the executive vice president of marketing and design for Colonial Marble & Granite, Phillips would know. She cites data from sources such as Architectural Digest suggesting

that a stone countertop is not only one of the most affordable and eye-catching upgrades a homeowner can make, but also one of the wisest for those who are in the market to sell. A few close Realtor friends have told her the same.

"The ROI will differ from year to year, but upgrading the stone countertops in the bathroom and the kitchen increases your home's value," she says. "It also improves the home's functionality, durability, and longevity. Aesthetics

are a big factor, too. Say you have wood or laminate cabinets that are a little outdated. Just changing the countertop can change the overall look and feel of a home for the better."

For homeowners who may be asking themselves the natural follow-up question—"Where do I begin?"—Phillips has another suggestion: Spend some quality time with one of Colonial Marble & Granite's design professionals at the company's flagship show-



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— Sandra Phillips, Colonial Marble & Granite



room in King of Prussia. At the showroom, a member of the design team will help each homeowner make informed decisions about the stone centerpiece for their particular space. Before making any recommendations, however, a designer will work to gain a clear understanding of a homeowner's style and future plans for the home.

"If you're living in a retirement community, we're going to recommend basing your selection entirely on what you want," she says. "If you're in a 10-year house, we'll make recommendations to ensure that you're happy for 10 years but also will appeal to future buyers. For example, if the homeowner likes all-white counters with heavy veining, we might suggest slimming down the veining so it strikes a balance between appealing to them and appealing to the masses.

"Part of a designer's job is to ask the right questions and spend time taking [homeowners] around so they can see a plethora of options," she continues. "For today and tomorrow, whether you're looking to invest in a whole kitchen or just a countertop, it's an investment that will serve you."

Welcome to 'God's Art Gallery'

When homeowners walk through the door of Colonial Marble & Granite's King of Prussia showroom, they enter a world of uncompromising quality and artistry, as well as a selection that borders on the absurd. The slab yard abounds with thousands of natural stones, each patiently sculpted in the earth before being carved out and polished to reveal its innate beauty. Colonial Marble & Granite President Nikos Papadopoulos chooses each stone based on its individual characteristics, from the timeless allure of granite, to the sleek elegance of marble, to the earthy charm of

quartzite, among others.

"Nikos hand-selects stones from all around the world, and he brings them back here to one central location," she says. "We have any kind of look and feel you might want—modern, traditional, classic, veining or no veining, any color you can imagine. I always walk around the slab yard and image what was happening when those stones were formed hundreds or even thousands of years ago. Nikos calls it 'God's art gallery.' The amazing thing is that the stone you select is a moment frozen in time, and you're never going to find another slab of stone just like it."

As for the cost of a new countertop, Phillips says the investment will vary depending on factors such as material, size, and finish. On the low end, homeowners can procure a new countertop for as little as \$1,499—a Colonial Marble & Granite signature special. On the other end of the spectrum, Phillips has seen some countertop renovations exceed the \$100,000 mark.

Colonial Marble & Granite's expertise extends well beyond mere countertops, of course. The company's ever-expanding product mix and service capabilities now include comprehensive kitchen and bathroom remodeling. Picture a kitchen with not only a gleaming new stone countertop, but also custom cabinetry, high-end appliances, and other bespoke elements that add functionality and sophistication to the home.

Driven by the belief that every space should reflect the vision and personality of its owner, Colonial Marble & Granite prioritizes collaboration. Members of its design team listen intently to clients' ideas and offer expert guidance to convert their dreams to reality. Every project, from concept to completion,

reflects the company's passion for creating spaces that inspire. Whether it's choosing the perfect color palette or strategies to optimize space, the company aims to deliver awe-inspiring results.

As Colonial Marble & Granite looks to the future, innovation will always remain at the forefront.

"We're constantly upgrading the showroom," Phillips says. "We do offer some design solutions digitally, but coming into the showroom is definitely the way to go. It's one of our core values, because that's where the magic happens. Come in and experience the stone in person so you can see and touch it. Everything is so unique, and our design staff can help you pin it down to exactly what you want.

"We love what we do, and you'll get that feeling when you come in," she continues. "You will find a stone that you will love. And if you're looking to sell the home one day, the people who buy your house will love it, too." ■

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