

PARTNER CONTENT

Q+A: 2 Industry Pros Shaping The New Language Of Luxury Living

By: [Heather Schreckengast](#) / July 5, 2026



Luxury today is less about appearance and more about how a home feels—how it restores, renews and unites. With a focus on experiences, homeowners are shifting the narrative from materials to meaning, prioritizing spaces that support the way they want to live. From calming rooms to energizing spaces, designers are responding with intentional, functional and personal approaches. Windows and doors play a central role, offering quiet moments overlooking stunning views and connecting living spaces to the landscape for indoor-outdoor entertaining. To explore this evolution, architect Katherine Chia, Principal of Desai Chia Architecture, and Christine Marvin, Chief Customer Officer at [Marvin](#), share their nuanced perspectives on luxury redefined.



Marvin Ultimate Direct Glaze windows frame expansive views along this home's exterior. Photography courtesy of MARVIN.

Q. How do you define luxury today?

Katherine: The new 'look' of luxury is rooted in inspiring experiences that renew the spirit. It's not about the quantity of materials or architectural gymnastics—it's about elegant, expressive materials, beautifully proportioned space, connections to place, indoor-outdoor relationships, and how natural light reveals materials and movement.

Q. How does this translate into what homeowners are looking for?

Christine: Rather than the largest home, homeowners are looking for the most thoughtfully designed home. The right amount of space, curated for how you want to live, delivers the most long-term value right now.

Katherine: Clients want flowing floor plans, adaptable spaces, and homes that embrace family and strengthen multigenerational relationships.



Large-format Marvin Essential Double Hung windows bathe this dining room in natural light. Photography courtesy of MARVIN.

Q. Connection is clearly a running theme. What role does indoor-outdoor living play?

Katherine: Connecting the architecture to the landscape and bringing light, views and nature through the home supports the well-being of a family. A window can turn a landscape moment into artwork, and a small window can capture the imagination as much as a large one. Because of this, we treat the selection and location of windows and doors with great care—it's a curating process that is both functional and compositional.

Q: How does that philosophy influence your approach to projects?

Katherine: To blur boundaries between inside and out, we integrate light and material, often partnering with [Marvin](#) for the flexibility their products provide. For the Watermill Project, below, our team reinforced connections between outdoor activities and the landscape, with elegant proportions and new windows that bring in more light and views. The Marvin windows opened the spaces and balanced a modern interior aesthetic with the traditional exterior details.



Katherine chose Direct Glaze windows and a Swinging French door from the Marvin Ultimate collection for the Watermill project. Photography courtesy of MARVIN.

Q. How are customization and personalization shaping this new narrative?

Christine: The desire for elegant connectivity to the outdoors and thoughtful integration of our surroundings continues to be a top priority. Homeowners want larger windows and doors with slim profiles for expansive views and minimal disruption. And with the modern heritage movement, we're seeing a resurgence of windows with divided-lite patterns, unique shapes and more interior and exterior French doors.

Q. Where do you see the next evolution of luxury living?

Katherine: Luxury will increasingly be defined by architectural and indoor-outdoor experiences that support emotional and physical well-being. Sustainable or locally sourced materials and innovations in lighting will further create an enduring, emotional and grounded connection to place.

While innovations in glass technology and materials science have enabled [Marvin](#) to deliver the size and modern simplicity homeowners seek, collaborations with trade pros like Katherine continue to drive the company's most meaningful innovations. "They are showing us how to interpret homeowners' definitions and expectations of today's luxury," Christine says.



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