

WHILE many developers speak of scale and ambition, Yukti speaks of balance—between form and feeling, heritage and innovation, aspiration and accessibility. From integrating sustainability into luxury to crafting homes that reflect the rhythm of modern lives, her leadership is rewriting what it means to build with purpose.

In a male-dominated sector, she hasn't just claimed a seat at the table—she's quietly reshaped it. As a woman leading from the front, Yukti is proving that emotional intelligence, inclusive vision, and thoughtful design aren't just values—they're competitive advantages.

In this exclusive Woman Power feature, she shares her journey, design mind and the deeper blueprint she's building—not just for homes, but for the future of Indian real estate.

**Q** In a legacy-driven industry like real estate, how do you approach the dual responsibility of honouring heritage while driving contemporary relevance?

# BEYOND BALANCE SHEETS

**YUKTI NAGPAL** ON DESIGNING LEGACY, LUXURY & LEADERSHIP

*In the fast-evolving world of Indian real estate, few voices stand out for their clarity, conviction, and quiet power. **YUKTI NAGPAL**, Director of Gulshan Group, is one of them. Steering a legacy brand into the future, she brings with her not just a celebrated name—but a new philosophy. One that redefines luxury through the lens of empathy, wellness, and conscious design.*

Carrying forward a legacy is both an honour and a responsibility. At Gulshan, the values of trust, quality, and customer-centricity are non-negotiable—those are our roots. But relevance demands evolution. My leadership has focused on preserving our foundation while expanding our future.

Whether it's embracing wellness architecture, integrating smart

technologies, or curating customer experiences, innovation is not about deviating from who we are—it's about deepening our meaning in today's context. We continuously assess evolving consumer lifestyles and aspirations to stay ahead. Design, sustainability, and digital adaptability are now inseparable from our planning process. We are also building internal capabilities to ensure our team grows alongside the brand. Legacy gives us strength, and innovation gives us direction.

**Q** The pandemic redefined what people expect from their homes. How has that impacted your thinking around luxury and wellness?

Luxury today begins with well-being. The home is no longer just a shelter; it's a sanctuary. We've redefined our offerings with low-density layouts, integrated air purification, wellness pods, and nature pockets. Our planning now prioritises privacy zones, natural ventilation, and spaces that nurture the mind. It's about building homes where health, comfort, and elegance coexist seamlessly.

We are also focusing on creating multi-functional spaces—studios that double as yoga rooms, balconies that breathe, and flexible interiors that adapt. Touchless technology, natural materials, and biophilic design are now essentials, not extras. Residents want both solitude and connection, so we're curating shared spaces with intention. The new luxury is deeply personal—rooted in balance, resilience, and peace.

**YUKTI NAGPAL**

Director of  
Gulshan Group



**Q** Finally, when you think about your own legacy—not just as a daughter of the brand, but as a leader—what do you hope to leave behind?

I don't see legacy as a lineage to protect; I see it as a platform to expand. I want to leave behind spaces that people feel proud to belong to. I want to be remembered not just for what I built, but for how I led—with clarity, courage, and care.

If my journey inspires more women to lead from the front, more professionals to blend creativity with compassion, and more organisations to value balance over burnout—then that's a legacy worth striving for. I'm here not to repeat history, but to help rewrite what leadership in real estate looks and feels like.

**Q** Do you consciously integrate inclusive and women-centric features into your projects?

Absolutely. Our focus has been to make luxury inclusive—well-lit pathways, security-enhanced zones, family-centric clubhouses, and multi-functional spaces that support diverse lifestyles. When you design with empathy, the outcome benefits everyone. Planning for women leads to better homes for all.

We also prioritise intuitive layouts, private nooks, safe community areas, and amenities that ease daily life—from stroller-friendly ramps to meditation corners. Inclusivity means recognising the rhythms of different users—working mothers, elderly residents, caregivers, and children. By embedding these needs into our planning, we elevate both function and experience. Real luxury today is rooted in thoughtfulness.

**Q** What does sustainability mean in the context of luxury—and how is Gulshan building it into its core?

Sustainability is now a cornerstone of our design narrative. From IGBC-certified green buildings to solar lighting, greywater reuse, and orientation-optimized layouts, we're embedding conscious living into every blueprint. We're also leveraging smart home tech for energy efficiency and security. Tomorrow's luxury will be defined by responsibility—and we're building that today.

Material selection has also evolved—from low-VOC paints and responsibly



harvested wood to thermally intelligent façades, our choices reflect a conscious commitment to the future. We don't design for the now—we design for legacy. Native, water-wise landscapes and low-waste construction methods aren't trends for us—they're principles. Because true luxury isn't excess. It's enduring harmony with the environment.

**Q** How are the expectations of today's younger homebuyers influencing your development approach?

They're evolved buyers—design-savvy, purpose-driven, digitally connected. They want flexibility, community living, and climate consciousness. We've responded by offering adaptable layouts and rich, curated amenities that support modern lifestyles. Our storytelling now speaks to their values, not just their aspirations.

They're also more research-led and emotionally invested in their choices. We've integrated immersive digital experiences—virtual tours and transparent updates—to build trust. Our developments now reflect hybrid lifestyles, wellness needs, and sustainability as

a lifestyle, not a feature. For them, a home isn't just a milestone—it's an extension of identity.

**Q** You're challenging the industry's gender norms with quiet authority. What's your message to women aspiring to enter and lead in real estate?

Take your space—unapologetically. Real estate needs more diverse voices, and women bring an emotional intelligence that this industry urgently needs. Equip yourself, own your journey, and never dim your light to fit the room. This sector isn't just open to you—it needs you.

Build credibility through action, not just ambition. Seek mentors, but also become one. Learn every aspect of the business—from site visits to balance sheets—so your confidence comes from competence. And remember, redefining the rules isn't rebellion—it's leadership. The future of real estate must be more inclusive, and your presence is the change.

**Q** What's the one myth about women in real estate leadership that still needs dismantling?

The myth that women can't handle "hard" parts like negotiations or execution. But in truth, emotional intelligence, strategic empathy, and multi-layered thinking are essential leadership skills—especially in real estate. At an industry level, we need more mentorship, active representation, and systemic support across all functions—not just tokenism.

We must normalise women in decision-making roles—not as exceptions, but as essentials. Change starts with visibility, inclusive hiring, and leadership development tailored to diverse strengths. The narrative needs to move from capability doubt to capability trust. A more balanced industry benefits not just women—but the business.

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