

## A STARR IS BORN

INTERIOR DESIGNER **STARR OSBORNE** HAS AN ELEGANT NEW HEADQUARTERS INSIDE HER CHESTNUT HILL BOUTIQUE, **TAILORED HOME**.  
BY SARAH JORDAN

Leave it to the unfailingly chic Starr Osborne to spot a fun summer trend. Her Chestnut Hill store, Tailored Home, is selling hard plastic stemware that masquerades as your finest wedding crystal, but can't be broken no matter how raucous your barbecue guests get or how determined the family dog is to wreck cocktail hour with his tail.

It's a fitting example of the sophisticated and practical inventory that is the hallmark of Osborne's store, the latest addition to her growing home empire. Osborne, who got her art history degree from Yale and worked for years at New York auction houses Sotheby's and Christie's, cornered the market back in 2004 when she began her home staging company, Tailored Transitions. Author of the 2010 book *Home Staging That Works: Sell Your Home in Less Time for More Money*, the entrepreneur's services have evolved to their logical conclusion: from home staging, moving management, and interior design to her retail store, Tailored Home.

Near the top of Germantown Avenue, Tailored Home (not far from where Osborne lives in Chestnut Hill) is frequented by curious shoppers and the interior designer's loyal clientele who stop by to chat, seek design help, and browse brands like Wedgwood, Simon Pearce, Scalamandre, and others. "We don't see people as one-time buyers," Osborne explains. "We begin a lifelong conversation about how we can get you to live better and prettier—and find you just what you're looking for." 8528 Germantown Ave., 267-297-6502; [tailoredtransitions.com](http://tailoredtransitions.com) ■



Starr Osborne (MIDDLE) is one of Chestnut Hill's newest retailers. Her home and gift boutique, Tailored Home, carries a carefully edited collection of tabletop, bedding, and interior design pieces.

## OSBOURNE WORKED FOR YEARS AT NEW YORK AUCTION HOUSES SOTHEBY'S AND CHRISTIE'S.

