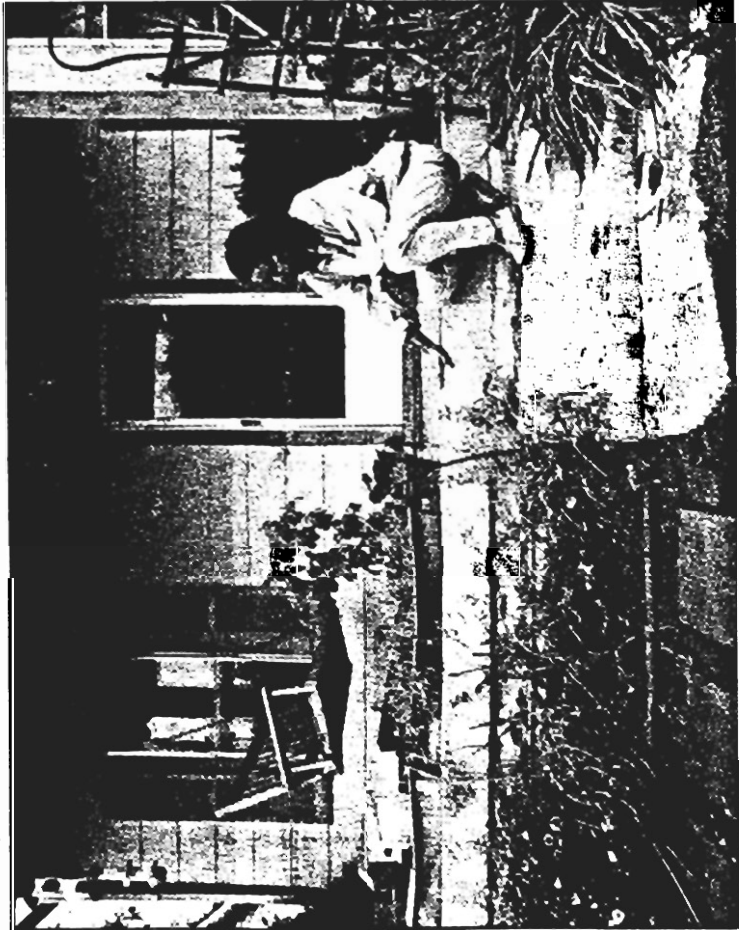


HOME FURNISHINGS



BANNER PHOTOS: DAVE FINDLEY
Kelly Watts, owner and operator of Prix de Solde, a home staging business, checks out the painting and repair work needed on a client's porch.

Whipping your house into shape

Busy sellers get help from a fix-it-up pro

By Jane Srygley
ASSISTANT LIFESTYLES EDITOR

Kelly Watts' goal is to make your home more inviting and therefore more salable.

Owner and operator of Prix de Solde, Watts stages, repairs, cleans and paints homes going on

the market. She says she doesn't guarantee a sale, but the likelihood will increase.

The 33-year-old businesswoman says her job involves a lot of little things that help sell the house. One facet is removing the clutter. She says there's a wave of simplism sweeping the country and most

people don't mind eliminating the clutter.

If there is a lot of clutter, Watts plays a yes or no game with her client. She points out a piece that needs to be removed and asks the client if he or she wants to get rid of the piece. She tells the client she doesn't want to hear any stories about the piece — just a yes or no. It's a fast game, she says, because she charges by the hour. Clutter is quickly eliminated. Items that the client wants to keep go in the attic or basement or, if it's in the budget, to a storage warehouse, she says.

To make it easier for the homeowner to find his or her articles, Watts takes photos of the items and puts them on the outside of the boxes.

Another service she provides is cleaning under the refrigerator and stove. Most homeowners don't do that, she says, and it helps the sale.

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Watts pulls up carpet to inspect the floor at a home going on the market. Watts' job includes staging, repairing, painting and cleaning homes.