



AFFORDABLE ANTIQUES

Stagnant inventories, poor economy and other issues have created buyer's market

By Chris Bergeron
DAILY NEWS STAFF

Is that porcelain spittoon Grandpa brought home from the war still in the attic?

Or how about Granny's armoire?

For antique dealers, finding rare and valuable treasures is far more complicated than rummaging through cluttered attics or scouring every yard sale and flea market that comes down the pike.

Yet several MetroWest antique dealers say the sputtering economy, swollen inventories and disinterested Gen Y-ers have created a buyer's market for informed antique hunters.

Sherryl Cohen, owner of Up Your Attic Antiques, observed, "The prices of middle-of-the-road antiques are going way down."

A dealer who's been "in the business forever," she cited the example of buying a 1940s mahogany lowboy for around \$350 and being unable to sell it without a \$150 to \$200 markdown.

"If people with a middle-of-the road income know what they're doing, they can find some bargains. But you have to walk gingerly when buying antiques," she said from her Framingham studio.

While the economy hasn't tightened the pockets of "high end" buyers or lowered prices for the rarest antiques, Cohen said good quality American paintings, folk art and collectables are still affordable and available.

She said regional artists like Abbott Fuller Graves of Weymouth, Danish-born nautical artist Antonio Jacobsen and Guy Wiggins could still be found at reasonable prices.

"To my mind, the right art is the best investment you could make," she said.

Joan Silverman, owner of Upstairs Antiques in Concord, which represents a dozen dealers, agreed mid-range collectors can find



PHOTOS BY BRADLEY CAUCHON

Antiques dealer Sherryl Cohen shows off some items in her Framingham studio.

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