



HAMPSHIRE ANTIQUES, LTD.

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For many years I've written about the previous year's activities in the antiques and fine art markets. This time around I'm trying something different by Looking Forward as the current market seems to be picking up so far this year and looks promising. We have had more internet activity after Christmas than at any other early spring period in our long history.

Sales have come from as afar afield as Australia, The best market in the world for antiques and art is America and has been for a century or more. American buying accounted for 43% of the world total purchases in 2015. England is second and China third.

Everyone always wants to know the age old question 'What is selling?' It is not like the old days when we had collectors along with definite trends to follow. This means that the academic approach to purchasing general antiques has largely been supplanted by 'name' and 'value' locally. To be fair the whole world has been heading in this direction since the first decorative antiques fair was successfully launched in London back in the 1980s. The general market has become much more of an interior design concept than actually seeing objects for their place in history. There still are worldwide collectors of virtually every category known to the antiques world. Extreme prices are paid for the very unusual and rare examples. The big money then is at this level.

Items of this quality can rarely be found in Vancouver and we have had to cast our net much wider to satisfy our clientele. We have turned to the USA for certain purchases. This naturally means a big bump in the eventual selling price. Travel costs along with the actual items themselves translates into an extra 32-36% currency add on. We are still conducting numerous house calls in Vancouver and do come up with the odd 'fun' vintage bonanza as the Gouda pieces shown on these

pages. Prices are very reasonable at this level it is a buyer's market with values bearing little resemblance to those of the boom times of yesteryear. If we had had them then, we would have sold out almost straight away! As it is now, new collectors need only mini budgets to kick start a collection.

The recent Americana sales in the States give much optimism for a stronger year. This is the classic market for rare period antiques which relies on every facet of an antique to achieve its price. This includes makers, provenance, minute details of condition to old repairs etc., previous owners and previous sale history. This is a market that reached its apogee in the late 20th century. Some furniture pieces now reappearing back again on the market have yet to fetch anywhere near their previous prices whilst others are again doing spectacularly well. One beautifully carved Philadelphia mahogany tilt-top table caught my eye. Originally bought in August 1779 for 52 pounds ten by the Hollingsworth family, it sold in New York in January 1995 for \$398,500. It just sold again for \$636,500.

Money is now pouring back into the market. The strong US dollar can only help us locally. It already has had a major effect on our tv and movie industry which in turn can trickle down to the trade for certain productions. Our business this year has benefited more from our online presence rather than casual passing trade. This could be put down partially to our location but more to the point that serious buyers want to ensure that they find as promptly as possible exactly what they are searching for. Time is money. This means checking on the internet before they book that travel ticket or sit behind the wheel of their car.

Hampshire Antiques is now one of the very few long time classic long established antique shops left in the city so it is an essential port of call for buyers. We are constantly adding to our vast inventory interesting and unusual pieces from all periods. Please call ahead with any questions about stock and hours or alternatively check our website hampshireantiques.com which can help too.

Our Summer Newsletter will feature a wonderful collection of oil paintings that we have just bought and are in the process of being restored.

Spring Publication. The Vancouver Victory.

The astonishing news that the obnoxious Mr. Wu has won Canada's top lottery prize first stuns then galvanizes the Vancouver antiques trade into action to pry some of this unexpected potential windfall from the old skinflint. With millions now at stake Frank Ball instructs his staff, including new arrival Marlana, to scan

through old appraisals for fresh stock. One particular old estate appraisal suddenly takes on a huge new lease on life with international implications. A death and deception follows as the trail for the estate twists and turns.

This is the fourth rousing adventure/mystery in the Regency Antiques series featuring Frank, Catherine & Colin along with Bernie Fons & Co.

Trade Paperback. \$19.95. Published and distributed by Hampshire Antiques Ltd.



Gilt Bronze Figure of Louis d'Orleans by Emmanuel Fremiet

Height incl. lance 29"

\$12,500



A RARE Art Deco Paragon 'Narcissus' Porcelain Cup & Saucer.
C.1930 Sart mark.
\$175



A pair of Belleek 'Shamrock' personalized MUGS.
'Tom & Alfred' Black Mark. C.1900-20
\$75 each



**A Wilcox Silverplate Samovar Set.
C.1880. FOR RENTAL ONLY**



**A Collection of early to mid-century Gouda pottery from Holland.
\$25-\$495**



'Coastal Seascape' by H.F. Waters (British 19th cent.)
Canvas. 33" x 24" o.d.
\$3,500



A Prussian Soldier by A. M. de Neuville.
Canvas. 15.5" x 21". o.d.
\$6,500.



Sterling Silver Miniature 20th cent. Italy
\$295



Kaiser Ferdinand I of Austria.
Canvas. Overall dim. 12.5" x 14'.5"
\$2,950



Charles X of France Bronze Bust.
10" high. \$2,800



'Huntsman and Hounds. A very rare MEISSEN Figure Group. Germany.
C.1904
The four hounds detach from the body. Painted and impressed marks.
\$18,500