

shop for a high price and the same item is available on eBay for less, the potential buyer is likely to either go for the less expensive price online or haggle with the dealer at the antiques shop to get the price down.”

Decreased demand also seems to be diminishing the value of heirlooms. “The biggest issue right now is the market desirability for midlevel antiques and collectibles,” Visakay says. “Children of Baby Boomers do not want to clutter up their homes with decorative items. Their homes are more centered around function and simplicity. Though younger buyers like the ‘rustic’

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appearance of a vintage or antique piece, they don’t always have the time or patience to shop until they find the right item. As a result, they shop at Pottery Barn, Crate and Barrel, or IKEA for a similar look.”

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While that may be disconcerting to those with cherished heirlooms, it’s wise to remember that the memories they represent are treasures in and of themselves. Shapiro sagely explains, “Although I very much want to know the value of my antiques, I don’t plan to sell them. I hope that our children and grandchildren will want them as a remembrance. I hope they will get even half the pleasure I get when I look at the antiques, remember where they were in my parents’ home, how much they loved beautiful things and what wonderful parents they were.”

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