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Interesting — and potentially lucrative — antiques like these aren't likely to be found at local garage sales. Instead, check out estate sales.

Few treasures to be had at neighbourhood yard sales

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but it's more expensive now," said Sage.

"There's also a lot of junk you have to have a good eye."

He said you won't likely find that priceless treasure at a neighbourhood yard sale.

"You won't often find good stuff at yard sales. I'm sure there are some bargains, but I seldom go to them looking for anything. I get my best stuff from local estate sales."

And just because an item may not qualify as a proper

antique doesn't make it less valuable.

"A true antique is 100 years old," said Beasley. "But there are lots of good buys. Good quality stuff that is hand made, not pressboard, glue and sawdust."

Sage agrees. "If you see a piece of furniture you like, it doesn't matter whether it's an antique or not."

"Just make sure you compare it to what you might pay for it new."

And just what are the hot items being sought at antique

malls, dealers and auction sales these days?

"What's popular today is Scandinavian teak furniture from the 1970s," said Bernardi. "But only the good stuff. You have to look underneath for the manufacturer's mark."

According to Sage, the whole 1950s era is hot. "Toys from the '50s, cereal boxes from the '50s — especially any with celebrity endorsements on the box."

"So much of the '50s and '60s was disposable stuff, so it's more valuable now."

What to look for in antiques

The following tips are from *How to Become an Antique and Collectible Scout* by James A. Exell.

- Where to scout for antiques:
- Dumps and disposal areas
 - Garage sales
 - Flea markets
 - Hoarders
 - Junk shops
 - Used furniture stores
 - Auctions
 - Fine antique stores
 - Newspaper ads
- Sure money makers:
- Clocks: Look for old-time manufacturers and things like mantel, gingerbread and ceramic.

- Quilts: Old hand-crafted quilts are in demand. Be sure the quality is excellent and the par-

terms make a statement.

- Advertising: Look for tin signs, boxes and containers, stand-up cardboard, trays and wall-hangers. Anything that advertises a long-defunct company will be snapped up.

- Automobilia: Anything having to do with cars and trucks is money in your pocket. Besides the vehicles themselves, consider old carriage light fixtures and lanterns, parts for antique vehicles, books about them, catalogues and brochures.

- Banks: Cast-iron and tin banks are great collectibles.

- Paper collectibles: Letters, stories, poems and a myriad of other topics. An old box of personal things may include an autograph book, a steamship

ticket, pictures and drawings.

- Boxes: Never pass up a box. Collectors have a million uses for them. From large blanket chests to miniature jewel boxes, they are all wanted. You may even see signs of handcut stencilling or tole work. Do not tamper with this old artwork.

- Glass: A huge collectible area. Almost anything coloured is in demand. Look for the blue, amber and red for eye-appeal. Consider any cranberry glass, carnival glass, cameo glass and a host of other styles, makes and manufacturers. Hundreds of books have been written on this topic.

- Books on antiques: Just watch what they go for at an auction and you'll understand

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