

LETTER FROM JOHN FAHIMIAN

January 15, 2021

Dear Cambridge Antique Market Dealer:

A few words to bring you up-to-date on the activities at the Cambridge Antique Market

Since we re-opened earlier this summer we have made an effort to catch up on the sales that we lost during our closing due to the pandemic.

I am happy to announce that as of this date, our dollar sales during October, November and December 2020 almost matched those of the pre-pandemic sales of the same months in 2019. We did this in spite of the restrictions put on us to reduce the number of customers at any one time. However, we are seeing a major change in our customer base.

Pre-pandemic we had many loyal local customers plus a very large contingent of visitors from out of town visiting Boston. This included visitors to local conventions and tourist sites, people here on business and many parents of students attending area universities. Because of the pandemic, we appear to have lost many of these customers who tended to be older, more affluent and would purchase more expensive items.

Currently, our customer base appears to be younger. We see more frequent smaller purchases which make up the dollar volume of our sales. We are now seeing approximately 1,000 of these customers every month.

One change we will be making this year. We plan to postpone our Washington's Birthday sale till later in the year when it is again safe to have a crowded building.

I am happy to inform you that the MBTA is making good progress in their construction of the Green Line extension and the local area is becoming much cleaner and less congested.

On behalf of all our staff, we wish you good health and a Happy New Year

John Fahimian, Owner