

HERITAGE

A U C T I O N S
T R U S T S & E S T A T E S





1880 Flowing Hair Stella, PR67 Cameo
 Judd-1657, Pollock-1857
 Ex: Floyd Starr
 Sold for: \$750,000

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Why Choose Heritage Auctions?

Since 1976, Heritage Auctions has dedicated itself to building a transparent marketplace for passionate collectors. Our collectors' interests span our 40+ categories—from fine art to comic books.

Heritage Auctions Trusts & Estates

Heritage Auctions' Trusts & Estates department offers services to professional advisors, fiduciaries, executors and beneficiaries for the valuation and disposition of personal assets. Our specialists understand the unique needs of each estate and can provide all of the services needed to manage collections and guide the transition of personal property from generation to generation. Whether it is a single item, a small collection across categories or the contents of an entire estate, Heritage Auctions provides a seamless auction and appraisal experience from the initial consultation through settlement.





Patek Philippe Very Rare And Important
Ref. 3974J Yellow Gold Automatic Perpetual
Calendar Minute Repeating Wristwatch
With Moon Phases, circa 1991

Sold for: \$322,500

Our Services

Auction Estimates and Sales Proposals

Heritage promptly services requests for auction estimates and sales proposals, whether it is for a single item, or the contents of an entire estate. Your Heritage Trusts & Estates representative begins the valuation process with a preliminary examination of the property in order to determine the scope of the collection and identify the expert best suited to your estate. Your Trusts & Estates specialist will act as your primary Heritage Auctions contact throughout all stages of the valuation process, advising you to sell the property in order to achieve the highest returns.

In each of our 40-plus categories, we hold at least two live and online “Signature Auctions” a year. We also offer weekly and monthly online-only sales, with over 7,200 total auctions held to date.

Collection Advisory Services

If you are looking to add to or refine your collection, Heritage experts will help you with every step of the process. Our specialists can speak with you or your organization, set goals and guidelines for your collection and notify you of pieces and opportunities in our upcoming auctions and private sales to meet those goals.

Valuations in the Vault

Heritage Auctions’ unique “Valuations in the Vault” concierge service provides complimentary one-on-one private verbal appraisals at the site of a collection. Heritage’s knowledgeable experts will meet with you and your clients to discuss an accurate and current valuation of their collection. Should written appraisals for estate tax purposes, charitable donation or insurance be requested, we will provide the costs and timeline for delivering the necessary USPAP and IRS compliant documents. All valuations are done in a private, confidential manner with the client’s property remaining on secure premises. This unique service will assist you and your clients with any financial and estate planning needs.

Our Services, Continued

Private Treaty Sales

In some cases, a discreet private sale is a desired alternative to a public auction. Heritage will examine and evaluate the material you are considering selling privately. Our specialists will work with you to assess the best method to sell your item and develop a tailored strategy to achieve your sales goals. In partnering with Heritage, you benefit from the expertise and support of our specialists who have direct access to a global group of elite collectors and their “want lists,” bolstering the marketing of your property while it is handled with the utmost privacy and confidentiality.

Removal & Storage

Heritage regularly provides assistance in coordinating the shipment of consigned property to appropriate sale locations. We will organize insurance, packing and shipping, in addition to overseeing the removal of the property. Heritage can arrange for competitive bids from local or national firms to ensure the seamless delivery of the estate. Heritage provides complimentary storage for all property awaiting sale.

Insurance

Property consigned to Heritage Auctions is insured at Heritage’s sole expense from the time of possession at a value to be determined by mutual agreement. Our insurance is placed through Lloyd’s of London, and a copy of our insurance policy is available upon request.

Expert Witness Services

We offer a full suite of Expert Witness services. For any questions, please contact a member of our team and we can answer all that you may have.

Expertise and Speaking Engagements

We are happy to provide a specialist from one of our 40-plus categories for special speaker events. Our specialists can advise on any research questions you may have.



East Hampton Estate
Sold for \$4,620,000



Norman Rockwell
(American, 1894-1978)
*Ben Franklin's
Sesquicentennial, The
Saturday Evening Post
cover, May 29, 1926*
Oil on canvas
Sold for: \$762,500

Appraisal Services

Heritage Auctions Appraisal Services, Inc. offers an experienced team of appraisers to evaluate and appraise your art and collectibles. Our thorough, illustrated reports are tailored to meet your needs, produced in a timely manner and written in compliance with all IRS, USPAP and insurance standards. At competitive rates, a Heritage appraisal should be considered for all your estate and financial planning situations.

We Provide Formal Appraisals for the Purposes of:

- Charitable Donations
- Estate Planning
- Estate Taxes
- Equitable Distributions
- Financial Planning
- Gift Taxes
- Insurance
- Trusts/Conservatorships
- Collateral Loans

Our Customized Services Include:

- Confidential consultations to determine the scope of the appraisal
- On-site evaluations
- Assistance with third-party authentication and grading services
- Timely delivery of appraisal document as agreed to meet your requirements

Appraisal Fees

Our competitive appraisal fees are based on an hourly or daily rate per specialist, plus travel expenses when applicable. Should you decide to sell the property listed in a Heritage appraisal through an auction or a private treaty sale, all appraisal fees are refundable in full or on a prorated basis, against the seller's commission.

Government, Institutional, Corporate and Celebrity Collections

A growing number of the world's best-known brands, Fortune 500 corporations, organizations and individuals have chosen Heritage Auctions, including:

CORPORATE CONSIGNORS

7-Eleven
Bank of America
Playboy Enterprises
Random House
Time-Warner/AOL

GOVERNMENT AND INSTITUTIONAL PARTNERS

American Red Cross
Deposit Insurance Corporation
Federal Trade Commission
Internal Revenue Service
Library of Congress

UNIVERSITIES AND MUSEUMS

Amon Carter Museum of American Art
Art Institute of Chicago
Columbia University
Dallas Museum of Art
Los Angeles County Museum of Art
Millport Conservancy Franklin & Marshall College
National Baseball Hall of Fame and Museum
National Portrait Gallery
Rock and Roll Hall of Fame Museum
Smithsonian Institution
Stanford University
Texas A&M University
Toledo Museum of Natural History

CELEBRITY COLLECTIONS AND ESTATES

Buddy Holly
James Naismith
Jane Fonda
John Wayne
Lana Marks
Malcom Forbes
Max Factor
Neil Armstrong
Nicholas Cage
Nicole Miller
Peter Fonda
Shirley Temple
Stan Lee
Sylvester Stallone
Whitney Houston
Zsa Zsa Gabor

TimeWarner



The first two of three auctions featuring lots from the Neil Armstrong Family Collection™ realized over \$7 million.





Heritage by the Numbers

Heritage ranks as the **#1** largest auction house founded in the United States

59% of auction sales (\$487+ million) from online auctions, MOTO and private sales

\$826 million+ in sales in 2018

279,000+ consignments sold successfully, with full, timely payment to every consignor

94% of consignments come from pleased, repeat consignors

7,800+ auctions held to-date

On average, HA.com receives **51,000+** worldwide visits per day, the highest web traffic of any auction house (SimilarWeb.com)

Heritage's free Auction Archives contain over **5** million lots

1.1 million+ online bidder-members from all 195 countries

18.6 million annual visits to Heritage's award-winning website HA.com

A proven record of selling **\$10** billion+ in fine art and collectibles for more than **45,000** consignors since 1976

Our Areas of Expertise

Numismatics

U.S. Coins
U.S. Currency
World & Ancient Coins
World Paper Money

Collectibles

Animation Art
Comics & Comic Art
Entertainment & Music Memorabilia
European Comic Art
Movie Posters
Sports Collectibles
Stamps
Vintage Guitars & Musical Instruments

Specialty Services

Trusts & Estates
Appraisals

Fine & Decorative Arts

American Art
Art Deco & Art Nouveau
Asian Art
California Art
Design
Ethnographic Art
European Art
Fine & Decorative Arts
Illustration Art
Modern & Contemporary Art
Nature & Science
Photographs
Prints & Multiples
Silver & Objects of Vertu
Texas Art
Tiffany, Lalique & Art Glass
Urban Art
Western Art

Historical

Americana & Political
Arms and Armor
Civil War & Militaria
Historical Manuscripts

Judaica

Rare Books

Space Exploration

Luxury Lifestyle

Fine Jewelry
Handbags & Luxury Accessories
Luxury Real Estate
Rare & Fine Wine
Watches and Timepieces

1952 Topps Mickey Mantle #311 PSA Mint 9
Sold for: \$2,880,000



HA.com – The World's Most Popular Auction Website

On average, more than 51,000 collectors worldwide visit HA.com every day to view and bid — the highest web traffic of any auction house (source: SimilarWeb.com). Our award-winning and U.S. patented Heritage Live®¹ web software allows bidders to participate in live floor auctions from the comfort of their home or office. As a research tool, HA.com offers complimentary access to prices realized for more than 4 million past auction lots, along with advice from top experts across all numismatic and collectibles categories. HA.com is a robust database and marketplace, cultivated by collectors and researchers worldwide.

You don't want to miss this site! It's amazing!
— The New York Times' About.com

Strategic Marketing and Public Relations Support

A team of marketing and creative professionals supports the sale of your consignment through campaigns across multiple touch points including advertising in top industry publications, direct mailings to targeted collectors, the HA website, auction catalogs, and social media. Our public relations staff oversees cultivating significant pre and post auction press coverage through our wide network of specialist, reporters and editors. Our thoughtful campaigns, paired with our media connections, will ensure the successful sale of your consignment.

Heritage regularly receives press coverage of its auctions from media outlets including:

- *The New York Times*
- *Los Angeles Times*
- *USA Today*
- Yahoo
- *Time Magazine*
- The Canadian Press
- Deutsche Presse Agency
- Kyodo News Service
- Bloomberg News
- Reuters
- CNN
- NBC
- Fox News
- Chicago Tribune

Expert Cataloging and Presentation

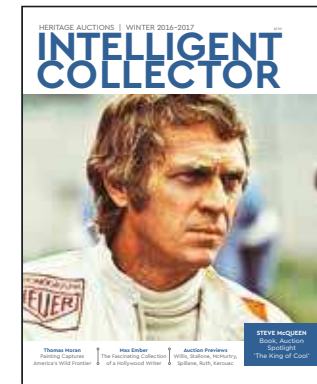
The award-winning catalogs produced in-house for our Signature auctions are second to none. The book serves as a collectible auction catalog and a reference for scholars, students and collectors.

Heritage Auctions' Signature® Catalogs





Heritage Auctions Publications



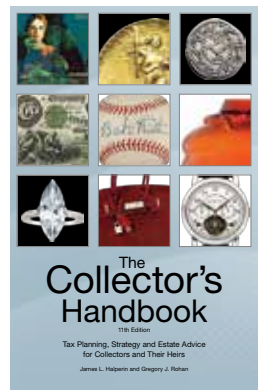
Heritage Magazine for the Intelligent Collector®

Heritage Magazine for the Intelligent Collector is the award-winning publication of Heritage Auctions, with a distribution of over 100,000 to important clients, dealers, professional advisors and institutions. Each issue features current works, collections sold through Heritage, and thought-provoking collector interviews and content. The magazine showcases the world's most enduring objects of value and people who collect them.

Trusts & Estates Publications

The *Heritage Trusts & Estates Journal* is produced biannually and designed to provide Trust & Estates up-to-date news and commentary on trust and estate management and collecting in this arena. To receive a complimentary copy of *The Trusts & Estates Journal*, please email HeritageEstates@HA.com.

The Collector's Handbook will help you protect your investment and includes the most recent federal tax law changes and new information on collectibles and charitable planning. Whatever your motivations for collecting, this book will help make you a more intelligent collector.



Our Team

Please contact one of our representatives to discuss how we may help fulfill your needs.



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Sapphire, Diamond, Platinum Bracelet,
Van Cleef and Arpels, sold for \$140,500.



Dallas



New York



Beverly Hills



Chicago



San Francisco



Palm Beach



London



Amsterdam



Hong Kong

Locations

Dallas
World Headquarters
3500 Maple Avenue
Dallas, Texas 75219
214.528.3500

New York
445 Park Avenue
New York, New York 10022
212.586.3500

Beverly Hills
9478 West Olympic
Beverly Hills, California 90212
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Chicago
215 West Ohio Street
Chicago, Illinois 60654
312.260.7200

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478 Jackson Street
San Francisco, California 94111
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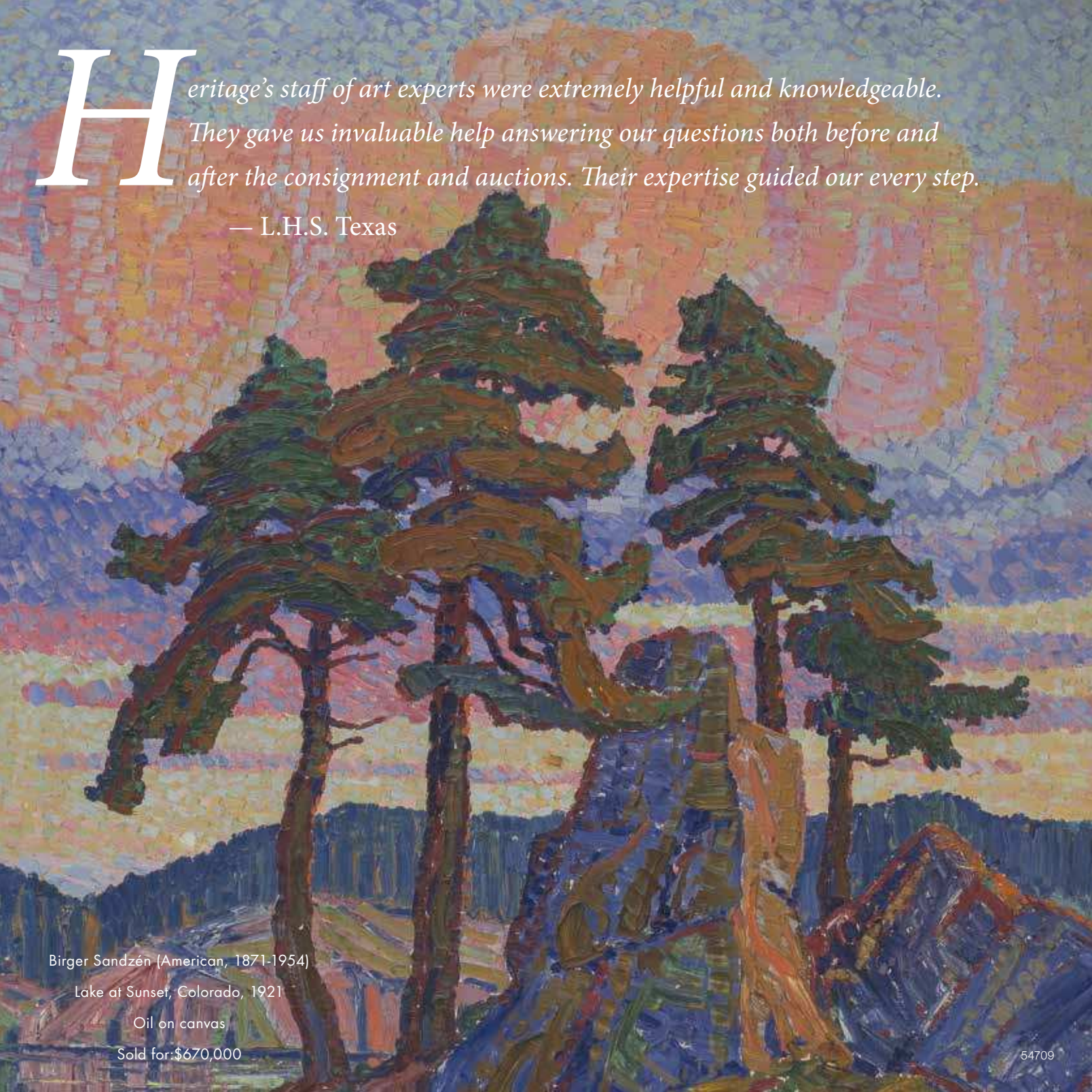
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877-HERITAGE (437-4824) | HA.com



*H*eritage's staff of art experts were extremely helpful and knowledgeable. They gave us invaluable help answering our questions both before and after the consignment and auctions. Their expertise guided our every step.

— L.H.S. Texas

Birger Sandzén (American, 1871-1954)

Lake at Sunset, Colorado, 1921

Oil on canvas

Sold for: \$670,000

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