1880 Flowing Hair Stella, PR67 Cameo
Judd-1657, Pollock-1857
Ex: Floyd Starr
Sold for:$750,000
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 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.
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.
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 set 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.
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.
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
- MIlport 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
- Malcolm Forbes
- Max Factor
- Neil Armstrong
- Nicholas Cage
- Nicole Miller
- Peter Fonda
- Shirley Temple
- Stan Lee
- Sylvester Stallone
- Whitney Houston
- Zsa Zsa Gabor

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