

Heritage Auctions

For Trusts and Estates Advisors

FIRST ISSUE // 2017

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Join us for a welcoming cocktail reception on Sunday, January 8th from 2–6pm in the conference center atrium — and visit us at our booth!

CELEBRITY ESTATES FROM ERAS LONG PAST STILL COMMANDING HIGH VALUES

BY CAROLYN MANI, BEVERLY HILLS

WHAT DO FRANK SINATRA, JOHN WAYNE, MARILYN MONROE AND JAMES DEAN HAVE IN COMMON WITH SHIRLEY TEMPLE BLACK? ALL CONTINUE TO HAVE STRONG FAN BASES TO THIS DAY AND CONTINUE TO BRING WIDE INTEREST FOR THEIR PROPERTY AT AUCTION.



Shirley Temple

Heritage Auctions dubbed the estate auction of The Personal Property of Shirley Temple Black as “Shirley Temple At Home” as it included items from the legendary actress’s personal collection and film career.

“Shirley Temple smiled and danced her talented way into the nation’s

heart at a time when there was little hope for prosperity,” said Carolyn Mani, Consignment Director and Trust & Estates representative in Heritage Auctions’ Beverly Hills offices. “We are proud to represent Shirley’s family and honored to offer a collection of special items spanning her entire life.”

As an actress, singer and dancer, Shirley Temple was Hollywood’s number one box-office star from 1935 to 1938. As an adult, Shirley Temple Black served as U.S. Ambassador both to Ghana and to Czechoslovakia, and as the first woman U.S. Chief of Protocol. The property being offered at Heritage was consigned directly from Shirley’s family.

The Personal Property of Shirley Temple Black auction, which included her personal collections, outfits, U.S. diplomat awards and other keepsakes, was 100% sold and well exceeded pre-auction expectations by selling for over \$1.6 million.

A selection of jewelry in Heritage’s Fine Holiday Jewelry Auction sold for more than \$1 million. A cherished Tiffany & Co. diamond, platinum brooch, worn by

CONT. ON PAGE 2



This brooch by Tiffany & Co. was worn by both Shirley Temple Black and her Mother — bringing \$250,000 against a pre-auction estimate of just \$10,000!

both Temple and her mother Gertrude, sold for \$250,000, and her 8.43 carat diamond, platinum ring, given to her by her father, sold for \$137,500.

A dedicated auction of Temple's personal property sold for \$648,000. Members of Shirley's Army, a fan club devoted to "America's Little Darling", who attended the auction, jumped up, hugged each other and cheered when a pair of her childhood tap shoes sold for \$20,000, as well as when a small, red tambourine used by Shirley's mother to teach her timing and rhythm for dancing sold for \$2,500.

Temple's Tiffany Studios Nasturtium leaded glass table lamp sold for \$62,500 and a 1939 black and white photo signed to Temple by Walt Disney — showing his famous, seven-figure Academy Award for Snow White and the Seven Dwarfs — ended at \$32,500. A drawing by Charles Schulz, dedicated to Temple and featuring his famous Snoopy character, sold for \$16,500.

"It was delightful to see a packed auction room crowded with Shirley Temple's most ardent fans," said Mani. "Bidders flew in from all over the nation and as far away as Australia to participate in the auction." Internet and

telephone bidders were also very well represented at the event.

Collectors zeroed in on the most personal items, including a whimsical Art Deco diamond, ruby, platinum bracelet given to her by actor Bill "Bojangles" Robinson that sold for \$40,000. Temple and Robinson are still recognized as cinema's first interracial couple to dance on-screen.

Collectors bid to own her home furnishings as well. A 14th century Umbrian Baroque Carved Walnut Refectory Table, with solid provenance from the William Randolph Hearst Collection, sold for \$10,000. A circa

1940, Eight-Piece Walter Lamb Group of Bronze Verdigris Patio Furniture, circa 1940 ended at \$9,375 and a Spanish Baroque Library Table from the early 18th century sold for \$6,875.

"Few people realize that Ambassador Black was a lifelong collector," Mani said. "Her impeccable eye and love of interior decorating resulted in a diverse and extraordinary selection of furnishings either purchased by or given directly to her during her lifetime."

Selling celebrities estates comes with its own special parameters. Since the well-known figure is no longer around to





authenticate the property, the auction house must rely on the memories of the family, screen images or photographs to ensure that authenticity is valid.

There is also a duty of the estate/trustee, as well as the auctioneer, to ensure that the sale is extensively advertised and that due diligence is performed to ensure that the material is well presented to the general public. For celebrities of long gone eras — there is always the question as to how much of a following still remains.

Heritage has worked with several important estates and celebrity collections in the past several years including those of John Wayne,

Whitney Houston, Farah Fawcett, Sylvester Stallone, Whoopi Goldberg and many others. Heritage's extensive marketing and advertising strategies allow us to accurately assess and bring to auction such uncommon — but often times quite common — collections with outstanding results for all of our clients worldwide.

Many celebrity estates contain personal mementos which represent a lifetime of collecting and gifts from other notable figures. This frequently is a difficult area

to assess the fair market and or estate tax values since there are usually no direct comparables with the associated provenance.

It is important to start the values of the property at the intrinsic level and allow the market to determine the final worth. A great example of this was John Wayne driver's license which was sold by Heritage in 2011 at a modest pre-sale estimate of \$1,000 to \$1,500, but after much spirited bidding it sold for an amazing \$89,000 when the hammer fell. Time and time again in the auction world we see results which astound collectors and even the "experts" due to the fan base and "star" power of a specific celebrity.



TRUST & ESTATES AUCTION HIGHLIGHTS

MUSIC & ENTERTAINMENT

Heritage Auctions Entertainment & Music Signature® sales this year offered the discerning collector unique one-of-a-kind items such as, a hand-painted and personally inscribed 1930s-era oak dining chair used by the author **J.K. Rowling**, while she wrote *Harry Potter and the Philosopher's Stone* and *the Chamber of Secrets*, the first two books in the beloved series, sold for \$394,000.

A well-documented **Yellow Cloud Guitar used by Prince** in music videos, touring performances and album recordings from around 1988–1994, sold for \$137,500 in Beverly Hills.

The June 2016 Entertainment & Music Signature® Auction featured more than 100 pieces of memorabilia from the **Estate of pop superstar Whitney Houston**. Houston's decade spanning career was well-represented in costumes, scripts, the U.S. passport used for her first international tour, and a variety of awards including her **Billboard award** for the well-known song, "I Will Always Love You" from the movie *The Bodyguard*, which sold for \$17,500.

Heritage Auctions has also featured property from such illustrious celebrity collections as: **The Estate of Shirley Temple Black**, The Personal Collection of Sylvester Stallone and Personal Property of Singer-Songwriter Linda Ronstadt.



Prince Owned And Played Custom Made Signature Yellow Cloud Guitar (Circa 1988-1994).
Sold for: \$137,500 | June 2016

WINE

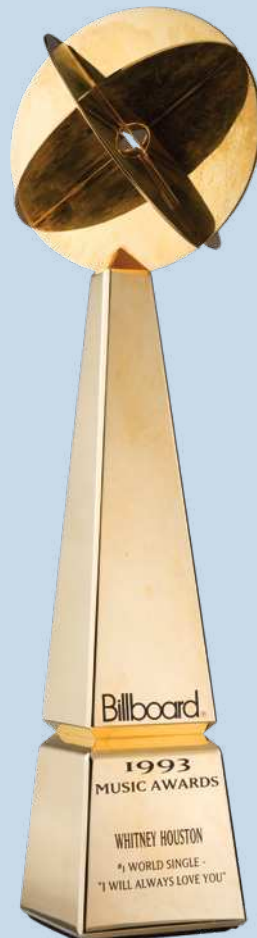
This year proved to be a banner year for the Wine department. The highlight was a coveted single owner sale, **Return of the Apex Collection**, consisting of over 2,000 lots of the finest and rarest wines. This is the second stand-alone sale offered in conjunction with this consigner. Based in Orange County, this businessman and wine aficionado has one of the world's greatest wine collections and a cellar comprising more than 600,000 bottles. The Apex auction set world records for rare Burgundies and Rhone wines, and was 96% sold with the sale total of \$1.7 million exceeding the estimates by a margin of nearly 30%.

Other standout consignments included **The Walter Oberlander Collection** from the famed East Coast businessman, and the top lot of the year was a gorgeous case of **1985 DRC Grands Echezeaux** which achieved a record \$29,280 in our September Signature® Sale of the Finest and Rarest.



Chateauneuf du Pape 1978
Reserve, Chateau Rayas
Bottle (6)
Return of the Apex Collection
Sold for: \$7,320 | November 2016

Chair Used by J.K. Rowling whilst Writing the First Two Harry Potter Books, Later Hand-Painted and Signed by Rowling Herself
Sold for: \$394,000 | April 2016



Whitney Houston Billboard Award for "I Will Always Love You", 1993
Sold for: \$17,500 | June 2016



The General George S. Patton Watch, Historically Important & Very Rare Five Minute Repeater By Patek Philippe & Co. Made For Tiffany & Co., Presented To George S. Patton Jr. By His Parents On The Occasion Of His Graduation From The United States Military Academy In 1909
Sold for: \$137,000 | October 2015



Cartier, European Watch & Clock Co.
Exceptional Platinum Art Deco Diamond, Onyx & Seed Pearl Watch, circa 1915
Sold for: \$42,500 | October 2016

TIMEPIECES

The October 2016 Watches and Fine Timepieces Auction in New York brought in a record total of \$1.3 million and included timepieces by Pignet 7 Capt, Rolex, and Cartier and many others. There was aggressive bidding from the start — the opening lot of the auction, an **Art Deco Cartier** piece from a Minneapolis collection, illustrated below, fetched an impressive \$42,500 against a high estimate of \$5,000.

A **1909 Patek Philippe pocket watch** given to General George S. Patton by his parents upon his graduation from West Point Academy sold in the Fall 2015 Fine Timepieces auction for \$137,000. Patton carried the watch while fighting against Pancho Villa and during his time in the U. S. Army World War One tank corps. This historically important and rare piece remained in the family of the general for decades and was consigned by the estate of one of Patton's descendants.



Grands Echezeaux 1985
Domaine de la Romanee Conti
Banded owc, Bottle (12)
Sold for: \$29,280 | September 2016

COINS

For 2016, Heritage Auctions total auction sales exceeded \$260 million — more than all other U.S.-based auction companies combined. The U.S. rare coin market was dominated this year by the return of the collector. After several years of waiting on the sidelines while dealers and investors bought the “trophy coins” from major auctions, collectors purchased the majority of major rarities offered at public auction. The highlights of the year reflect this, and similar results were seen at all price points.

The **Reverend Dr. James G. McClure Collection** had been off the market since 1932 and great interest was shown by collectors when this fresh material was sold in Heritage’s Long Beach Auction in June.

In our ANA Signature® Auction, Heritage sold a large collection of mostly Bust half dollars that had been off the market since the early 1980s. The prices realized of these conservatively

graded coins was commensurate with coins graded one or two points higher by modern standards.

In September Heritage sold the complete collection of varieties of 1794 cents assembled by noted collector Alan Boka. The 58 different varieties sold for \$1.8 million.

The top lot for 2016 was the **1894-S Dime, Branch Mint PR66**. Only 24 pieces were recorded struck by the San Francisco Mint, and a mere nine examples are known today. This is the finest example known, which secured its selling price of \$1,997,500 in the January FUN U.S. Coins Auction in Tampa. The runner up was a **1792 Disme in Silver, Judd-9, AU50**. The disme is an incredibly rare coin, with only three known to exist in the world. This is clearly the finest of those three pieces, proven by its sale for \$998,750 in the April 27–May 1st U.S. Coins Signature® Auction in Chicago.

DECORATIVE ARTS

The **Estate of Congresswoman Helen Delich Bentley** contributed more than 100 pieces of carefully curated, beautiful Tiffany glass to Heritage’s November auction of Art Nouveau and Art Deco Including Tiffany, Lalique & Art Glass. Her **Tiffany Scarab lamp** more than doubled its estimate to hammer for \$10,500. The highest ranking woman in the Nixon Administration, Bentley went on to be a member of Congress for a decade, representing her home state of Maryland. Pieces from her porcelain collection, including Meissen figures, will be featured in Heritage’s February 2017 Decorative Arts Auction.



Tiffany Studios Leaded Glass and Bronze
Turtleback Tile Desk Lamp
FROM THE ESTATE OF HELEN BENTLEY
Sold for" \$13,125 | November 2016



Recent Decorative Arts auctions have also featured property from the impeccably curated Dr. Sidney and Mr. George Perutz Collection, **The Liz Claiborne and Arthur Ortenberg Collection** of Tribal Art, the very first dedicated Viktor Schreckengost Auction of 20th Century Art and Design, and over 300 fine and decorative art lots from the **Estate of Richard “Dick” Bass**. Bass, the noted Texas oil baron, was the first man to climb the “Seven Summits,” the tallest mountains on each continent.



1894-S Barber Dime, Branch Mint PR66
Only 24 Examples Struck, Possibly Nine Known Today
Finest PCGS Specimen, Ex: Clapp-Eliasberg-Richmond
Sold for: \$1,997,500 | January 2016



1792 Birch Cent, Judd-5, MS61 Brown
Finer of Only Two Pieces Known
Ex: Norweb, Partrick
Sold for: \$517,000 | August 2016



1792 Disme in Silver, Judd-9, AU50
Finest of Three Examples Known
Ex: Judd-Partrick
Sold for: \$998,750 | April 2016



1920-S Double Eagle, Majestic MS65
Ex: Dallas Bank Collection
The Akers and Bowers Plate Coin
High Condition Census
Sold for: \$517,000 | October 2016

LUXURY

Four Signature® Auctions were held in 2016; the luxury accessories category continues to grow at rapid speed and is poised to add a fifth sale in 2017. With multiple lots exceeding \$100,000, the allure of the elusive Hermès Birkin and Kelly continue to drive interest from around the world..

In February, an estate handbag with regal history was offered: a **Hermès Shiny Vert Emerald Crocodile Kelly** was originally a gift from Bengt Olof Akerren, the Swedish Ambassador to London, Vienna and Geneva, to Baroness Marta Bengtsdotter Thott, nee Vinstorpaatten, in the mid-1960's. A true collector's piece, this Kelly sold for \$60,000.

April 2016 offered another **Hermès Shiny Vert Emerald Kelly**, **this particular handbag featured 18k white gold hardware accented with over five carats of round brilliant diamonds.** Selling for \$87,500, this is among the rarest of the Hermès collection.

Also selling in April 2016, at \$125,000, was a **Hermès Limited Edition 30cm Matte Crocodile So Black Birkin**, the most elusive of the entire So Black series. Featuring a sleek black body and black PVD hardware, the So Black handbags are rare, collectible, and modern.

And finally, what is often referred to as the Holy Grail of handbags, a **35cm Hermès Matte White Himalayan Crocodile Birkin** sold for \$100,000. Named for the eponymous mountain range, the beautiful ombre coloration, from gray to white, is the pinnacle in any collection.



Hermès Extraordinary Collection 25cm
Diamond, Shiny Vert Emerald Sellier Kelly
Bag with 18K White Gold Hardware
Sold for: \$87,500 | April 2016

Hermès 35cm Matte White Himalayan
Nilo Crocodile Birkin Bag with
Palladium Hardware
Sold for \$100,000 | April 2016



Hermès Limited Edition 30cm
Matte So Black Nilo Crocodile
Birkin Bag with PVD Hardware
Sold for: \$125,000 | April 2016

JEWELRY

A highlight of the year in jewelry was the sale of a chic pair of hammered **gold cuff bracelets by Van Cleef & Arpels, personally given by Jacqueline Kennedy Onassis** to Nina Gore Auchincloss Steers Straight. Jacqueline's step-sister and maid of honor when she married John F. Kennedy in 1953, Straight's bracelets sold in Beverly Hills for \$162,500 in September 2016. Jacqueline Kennedy Onassis surprised Straight with the bracelets as a wedding gift when she served as Straight's maid of honor 21 years later. The bracelet cuffs matched an identical pair that Kennedy Onassis wore often.

The end of 2016 was celebrated with the stylish Holiday Fine Jewelry Signature® Auction, featuring a dazzling **Kashmir Sapphire, Diamond, Platinum, Ring**, consigned by an Estate Sale representative on behalf of a client, which sold for \$650,000. The mantra of the Estate Sale company owner is **"Venue Determines Value"** and it turns out he was correct. After investigating several companies, he selected Heritage. When the ring opened at \$150,000, bidding quickly soared to \$650,000, a house record for a sapphire.

The December sale also included jewelry from the personal collection of **Shirley Temple Black**, ranging from an 8.43-carat Diamond, Platinum Ring that sold for

\$137,500, to a beloved Art Deco Diamond, Ruby, Black Onyx, Coral Platinum bracelet given to her by childhood co-star and friend Bill "Bojangles" Robinson, which sold for \$40,000. See cover article about the Shirley Temple Black Estate auction.

The December sale featured stunning Tiffany jewels from a private Bay Area Collection, including a **Tiffany & Co. Pink Sapphire, Diamond, Platinum, Gold ring** that fetched \$125,000.

The extensive **Twelve Oaks Collection of Jewelry** headlined its own signature auction in December, which sold for \$4.5 million and had a 100% sell through rate.



Gold Bracelets, Van Cleef & Arpels
Given by Jacqueline Kennedy Onassis to Nina Gore Auchincloss Steers Straight, her step-sister and maid of honor when she married John F. Kennedy in 1953
Sold for: \$162,500 | September 2016



Kashmir Sapphire, Diamond, Platinum Ring
Sold for: \$670,000 | December 2016



Pink Sapphire, Diamond, Platinum, Gold Ring, Tiffany & Co.
Sold for: \$125,000 | December 2016

SPORTS

The Sports Collectibles division of Heritage Auctions recorded the most successful fiscal year in the history of the industry in 2016, building upon over a decade of sustained growth to surpass \$56 million in annual sales. Beyond the standard roster of four quarterly catalog auctions, Sports added five more stand-alone events to the calendar, including a pair of sales dedicated to the recently departed boxing legend Muhammad Ali and another two auctions featuring elite trading card sets.

Heritage Sports shattered dozens of pricing records en route to the unequaled annual sales mark, including the first post-war trading card ever to command a seven-figure winning bid. This **PSA NM-MT+ 8.5 example of the fabled Topps Mickey Mantle rookie** sold for \$1,135,250 in November's Sports Collections Catalog Auction. The department's peerless history of success facilitated partnerships with some of the



1970's Muhammad Ali WBC Heavyweight Championship Belt Earned in Victory over George Foreman in the "Rumble in the Jungle."
Sold for: \$358,500 | September 2016



1995 Dallas Cowboys Super Bowl XXX Championship Ring Presented to Larry Brown — From His Super Bowl MVP Performance.
Sold for: \$71,700 | August 2016

biggest names in sports history in 2016, as Heritage presented the personal collections of such legends as Ernie Banks, Gary Carter, Monte Irvin and Larry Brown.

A highlight from the sale of **The Gary Carter Collection**, that featured the personal keepsakes of the Hall of Fame catcher,

FINE ART

Heritage Auctions has cornered the market on high-end Illustration Art. **Frank Frazetta's** "At Earth's Core", a 1974 masterpiece from the Frazetta family's estate, sold for \$1,075,500 in August 2016, setting a world record for the popular artist.

A selection of Property from a Midwestern Institution fetched \$1.4 million and set a world record price of \$670,000 in the May 2016 American Art auction for **Birger Sandzén's** oil on canvas of *Lake at Sunset, Colorado*.

The Judson C. & Nancy Sue Ball Collection led its own eponymous Fine Art Signature® Auction in May, 2015, realizing more than \$3.2 million. This blockbuster sale included of **Rockwell Kent's** *Polar Expedition* which sold for \$605,000, double the previous auction record.



Birger Sandzén (American, 1871–1954)
Lake at Sunset, Colorado, 1921
Sold for: \$670,000 | May 2016



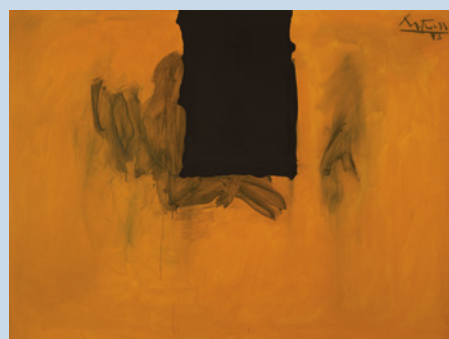
Guillaume Seignac (French, 1870–1924)
Le secret d'Amour
Sold for: \$250,000 | June 2016

Competitive bidding drove Heritage Auctions' \$2.5 million winter 2016 American Art auction, where **Frederic Remington's** iconic early 20th century bronze, "The Bronco Buster #17", sold for \$346,000.

Heritage Auctions \$1.3 million Fine European Art auction in early 2016 set a world record for, "Le secret d'Amour", a grand scale, turn of the century work by French Academic painter **Guillaume Seignac** when it sold for \$250,000 to multiple phone bidders following feverish bidding in our Dallas showroom.

Recent fine art auctions also featured property from the Estate of Anita Reiner, including the May 2016 sale of *Ice Bucket* by **Jeff Koons** for \$370,000. This was one of several remarkable Koons pieces to pass through Heritage in recent sales.

Andy Warhol's *Endangered Species* portfolio of ten screenprints set a new world record of \$725,000 in the October 2015 Modern & Contemporary Art auction. The sale also featured **Robert Motherwell's** *Untitled (Ochre with Black Line)* in its auction debut following more than forty years in a private collection. It sold for \$965,000.



Robert Motherwell (1915–1991)
Untitled (Ochre with Black Line), 1972–73/1974
Sold for: \$965,000 | October 2015

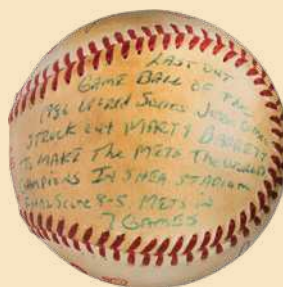
was the baseball that recorded the final out of the historic **1986 World Series**, sold for \$71,700.

Another lot of note, the **Charles Conlon Baseball Photographic Archive**, considered the most important archive of its kind, sold for \$1,792,500 at the Sports Collectibles Platinum Auction in August 2016.

The Muhammad Ali Platinum Auction in September featured Ali's **1970's WBC Heavyweight Championship Belt** earned in his victory over George Foreman in the fabled "Rumble in the Jungle", sold for \$358,500.

Finally, as a tribute to our hometown Dallas Cowboys winning season, we must mention the recent sale of a **1995 Dallas Cowboys Super Bowl XXX Championship Ring Presented to**

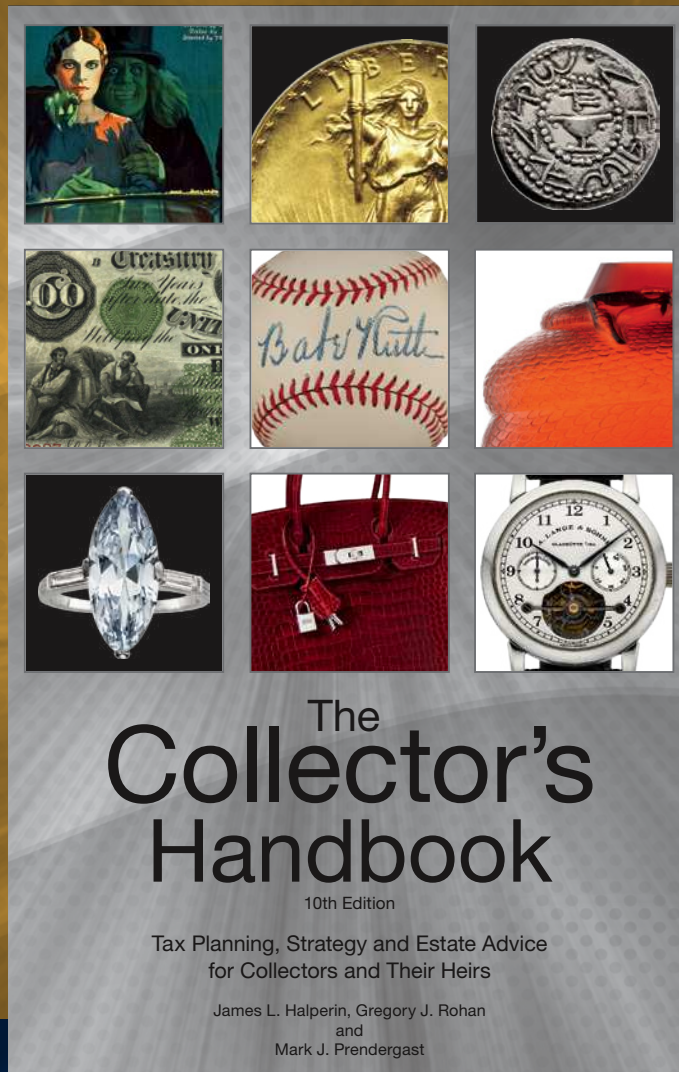
Larry Brown, sold for \$71,700 in the August 2016 Sports Collectibles Platinum Auction.



1986 World Series Last Out Baseball
from The Gary Carter Collection
Sold for: \$71,700 | November 2016



1952 Topps Mickey Mantle #311
PSA NM-MT+ 8.5
Sold for: \$1,135,250 | November 2016



THE COLLECTOR'S HANDBOOK

Newly updated in its 10th Edition with advice and related stories from Heritage experts.

Do you or your client own a significant collection of art, antiques, coins or collectibles? *The Collector's Handbook* is an award winning, step-by-step guide to estate planning for collectors. From record keeping and taxes to the best methods for maximizing proceeds, this beneficial primer provides a comprehensive overview of the logistical elements related to the assembly, maintenance, and dispersal of collections. Certain chapters also have "Tips for Heirs" sections to aid non-collectors in avoiding common pitfalls after inheriting a collection.

Email your contact information to Estates@HA.com and we will mail you up to 10 free copies of *The Collector's Handbook* (value \$15 each), which you can use for your own reference or give as a benefit to your clients with collections.



VALUATIONS – IN THE – VAULT WITH HERITAGE AUCTIONS

We encourage all trust officers, estate professionals and wealth managers to take the opportunity to review with your clients their complete asset portfolio, including the tangible assets that may or may not appear to have value. This gives you the opportunity to discuss new products on the market and include any “hidden” assets that may be viable sources of liquidity or secured investment. Many clients fail to consider items that are languishing in safety deposit boxes, such as coins and jewelry, for their investments or estate plans. This is often due to outdated appraisals and misconceptions of true market values. With this in mind, Heritage Auctions offers a unique concierge-style service called “Valuations in the Vault”, providing one-on-one private verbal appraisals, free of charge to your clients.

Heritage will produce a professional invitation for you to mail to your clients for free verbal appraisals right in their own bank vault. During appointments over the course of a day or two, Heritage’s knowledgeable experts will meet with your clients to discuss an accurate and current valuation for their coins, currency, jewelry, timepieces and other related items. Should written appraisals for insurance or tax purposes be requested, we will provide the costs and timeline for delivering the necessary USPAP and IRS compliant documents.

All valuations can be done in a private, confidential manner at the bank so that property does not need to be transferred or ever taken out of the security of their own trusted bank. This unique service will assist your clients in their financial and estate planning and be a great benefit that you can offer with minimal expense. Heritage is willing to provide our expert appraisers for appointments in major cities throughout the United States and we will also produce the stylish mailing with the specific details of your personalized event. The only expense for you will be the postage for the confidential mailing of the invitation to your clients!

For more information on offering a “Valuations in the Vault” event or to schedule a private appointment for one of your clients with our experts, please contact Mark Prendergast 713.899.8364 or Carolyn Mani 310.492.8614 — or Estate@HA.com

HERITAGE AUCTIONS LUXURY REAL ESTATE

LUXURY REAL ESTATE AUCTIONS PROVIDE SELLERS OF PROPERTIES VALUED AT \$2 MILLION AND ABOVE THE PERFECT ALTERNATIVE TO TRADITIONAL METHODS OF SELLING HIGH-END HOMES AND ESTATES.

As interest in real estate auctions increases, the benefits of buying and selling homes at auction are becoming clearer. Our experts have detailed below some of the overlooked benefits of buying and selling at auction.

Auctions are beneficial for tactful and savvy sellers and buyers alike. Our method offers buyers access to one of a kind properties and enables sellers to enjoy the most efficient and financially rewarding approach to selling their property.

Competitive bidding achieves true market value. Unlike traditional listings, an auction captures the market for a given property and buyers determine the selling price. Our wide-reaching marketing campaigns bring together an interested pool of international buyers and sellers based on the qualities of each individual property. Sellers will know they have captured the market and left no stone unturned and buyers understand they will

pay the best value possible when bidding against a group of qualified buyers.

The auction process offers a timely and cost effective way to sell your property.

While a luxury property listing remains on the current market an average of 3 to 5 years, the auction process produces much faster results. From consignment to closing, the property will be sold within 90 days. Auctions are also more cost effective than traditional real estate transactions, enabling us to offer attractive referral incentives.

Realtors are part of the process. Agents are encouraged to participate, with no loss or sacrifice of commission structure on their part. Informed agents are integral to the Heritage process. Experienced agents can help interested buyers understand the process and evaluate the property. Heritage's Directors have fostered many broker relationships and share their wealth of knowledge and expertise with their sellers and buyers.

Real Estate Auctions with Heritage are simple, efficient and transparent.

From start to finish, the luxury real estate team will work with both buyers and sellers to ensure they experience none of the stress and complications that often come with traditional home sales. Our team provides due diligence packages, which include fully detailed information on the property from third party expert inspection reports to tax records, all the way down to architect's drawings. We pride ourselves on the transparency of our bidding procedures and we work with each buyer individually to make sure they understand the value of the property.

Do your clients have a one-of-a-kind luxury property they need to sell? Are they interested in purchasing a specific type of property that may not be available on the primary market? Contact us today to learn more about buying and selling luxury real estate with Heritage Auctions.

Call **855.261.0573** or email **LuxuryEstates@HA.com**.

For a free evaluation of your client's luxury property, visit **HA.com/SellHome**.



Beautifully located in the heart of Old Highland Park, this architecturally significant home sits on nearly an acre of coveted real estate in one of the most exclusive neighborhoods in Dallas and throughout the United States sold for \$4,950,000 on September 27th, 2016 through Heritage's Luxury Real Estate Auctions.

ALL ABOUT APPRAISALS

BY MEREDITH MEUWLY, ISA CAPP

ONE OF THE MORE FREQUENT QUESTIONS I RECEIVE FROM ESTATE EXECUTORS AND ADMINISTRATORS IS “WHY DO I NEED TO HIRE AN APPRAISER WHEN THE GROSS VALUE OF THE ESTATE FALLS BELOW THE IRS FILING THRESHOLD?” VERY GOOD QUESTION! THERE ARE MANY REASONS WHY I HIGHLY RECOMMEND PURSUING AN APPRAISAL REGARDLESS OF THE VALUE OF THE ESTATE, BUT HERE ARE SOME OF THE MOST SIGNIFICANT REASONS.



INSURANCE

Suppose you recently inherited your grandmother's Tiffany & Co. diamond ring, do you have enough insurance coverage for your new treasure? Will your homeowner's policy cover it or do you need a supplementary rider? And since insurance values are very different from the fair market values the IRS uses for taxes, you absolutely want to be sure you are adequately insured.



STEP UP IN BASIS

An appraisal at the time of death is also important to establish a step up in basis, as an appraisal now could help a client save multiple headaches and taxes in the future. I have worked with many clients who have inherited family heirlooms, kept the items for a number of years, decided to sell a few of the items, and then cheered when those items sold for record-breaking prices. Well, without an appraisal to establish the value of the items at the time of inheritance, the client could be subject to a significant amount of capital gains. Ouch! The client could pay to have an appraiser perform a retroactive appraisal to establish the step up in basis, but this is often a time-consuming and expensive process to recreate data from years prior.



EQUITABLE DISTRIBUTION

Clients always think they know the value of the property, but most of the time their concept of value is not quite the same as the true value. It works both ways, too. For example, the family's prized Monet painting could turn out to be a reproduction, and likewise the “ugly” painting in the attic could be an undiscovered masterpiece. Thus, when it comes time to dividing the property equally amongst the heirs, it is very prudent for a neutral professional appraiser to inspect and value the property for fairness.



KNOWLEDGE IS POWER

Most of all, it is always a good idea to know exactly what you have so you can take care of it properly. You never want to be the one who threw away the 1952 Topps Mickey Mantle baseball card, only to find out it could be worth over a million dollars.



A Paraiba Tourmaline, Diamond, Platinum Ring by Tiffany & Co. brought \$250,000 in Heritage's December 2016 Holiday Jewelry Auction — maybe not grandmother's vintage Tiffany ring, but nonetheless sold for nearly double Tiffany's own appraisal of \$135,000 in 2008.

For a confidential consultation to discuss your appraisal needs, contact Meredith Meuwly, Director of Appraisal Services, at MeredithM@HA.com or 214.409.1631.

SAFETY FIRST: THE TRANSFER OF FIREARMS AND THE CASE FOR GUN TRUSTS

BY MATTHEW McCLINTOCK, J.D.

VICE PRESIDENT, EDUCATION AND SUPPLEMENTAL LEGAL CONTENT, WEALTHCOUNSEL

THERE'S A WIDESPREAD MISCONCEPTION THAT THE ONLY GUN OWNERS IN NEED OF SPECIAL CONSIDERATION FOR FIREARMS IN THEIR ESTATE PLANNING ARE THOSE INDIVIDUALS WHO OWN A VERY VALUABLE COLLECTION (I.E., EXPENSIVE, ANTIQUE) OR THOSE WITH SPECIFIC NFA-REGULATED FIREARMS (FULLY AUTOMATIC MACHINE GUNS, NOISE SUPPRESSORS, ETC.) — BUT THAT IS NOT ALWAYS THE CASE.

While those collectors certainly need advanced planning, many more individuals need at least some planning considerations in place within their basic estate plan.

Any firearm in an estate transfer — a simple revolver, pistol, hunting rifle, etc. — can present problems for the personal representative or trustee. Risks can be averted, but to do so calls for extra attention and scrutiny by the estate planner and client. Without special care, things could go very wrong.

Let's look at one scenario:

In administering Grandpa's estate the trustee, an old family friend, distributes Grandpa's prized Winchester rifle to his grandson, the beneficiary. Unbeknownst to the trustee, the grandson/beneficiary is subject to a restraining order. The trustee, in turn, may be liable for committing a first-class felony for transferring a firearm to someone who cannot lawfully possess one. If convicted, the trustee could face a personal fine up to \$250,000 and imprisonment up to 10 years. Finally, grandpa's prized rifle would also be subject to confiscation.

As this scenario illustrates, the consequences of insufficient planning and oversight in the transfer of a firearm can be extreme. How best to mitigate the risks? First, be sure the question "Do you own any firearms?" is a part of your estate planning checklist. If the answer is yes, make sure to incorporate special protective language in the will or trust, that will assure a smooth transfer of the firearm(s) while meeting all federal and state legal requirements.

Protective language should include specific instructions to the trustee to verify that the beneficiary is a lawful



Sold for \$805,000 in Heritage's Arms & Armor Auction on December 11, 2016, this Colt Company A No. 126 Walker Percussion Revolver is an example of a gun considered the greatest prize of any Colt Collection. Slightly more than 10 percent of the original total manufactured have survived to appear in modern day collections and museums.



A Winchester Model 1866 Second Model Lever Action Rifle soared over its pre-auction estimate to achieve \$42,500 in October of last year.

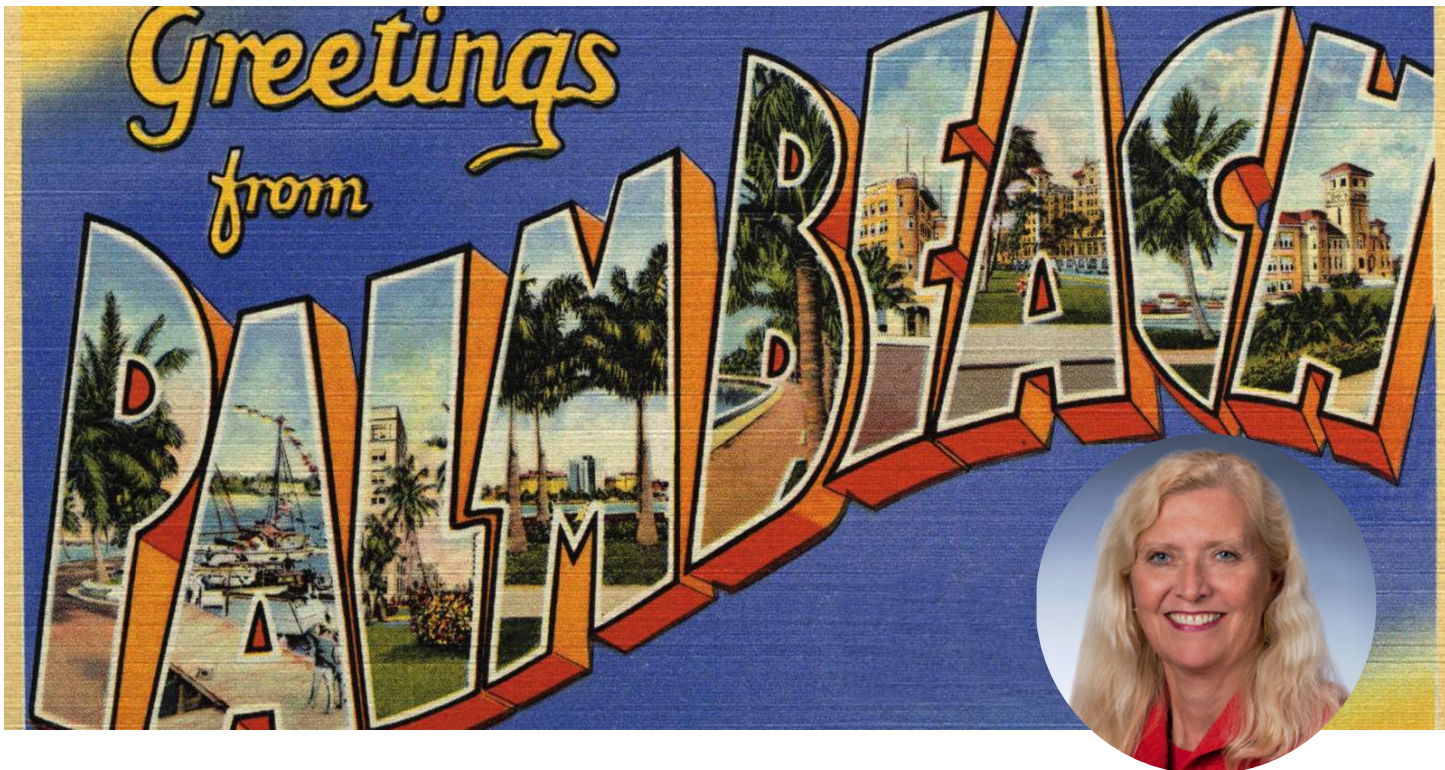
firearm recipient (a signed and sworn affidavit that he/she meets both federal and state requirements to lawfully possess a firearm).

A more sophisticated solution often applied to more specialized or valuable collections or NFA-regulated firearms would be to draft and execute a Firearms Trust or Gun Trust (also called NFA Gun Trusts or NFA Firearms Trusts). These advanced strategies allow the trust to own and receive the firearms and establish a qualified trustee to maintain custody of the firearms. This trustee is typically an experienced gun owner who can properly maintain and securely store those firearms.

As any experienced gun owner will tell you, whenever you hand a gun to another person be sure the safety's on. That same "safety first" principle applies in an estate transfer. There are many benefits of a gun trust. Discuss with your clients who own firearms the importance of special protective language in their estate planning documents. Safety, security, peace of mind — it's all in the planning.



Matthew T. McClintock, JD, TEP is Vice President of Education at WealthCounsel, LLC. WealthCounsel is a membership organization serving more than 4,000 trust & estates attorneys, and is the publisher of Wealth Docx® drafting systems. Matt is a member of the Colorado Bar Association and the Society of Trust & Estates Practitioners (STEP-Wyoming chapter), and he speaks and writes frequently on a wide range of estate planning topics.



PALM BEACH

Heritage Auctions — Palm Beach
250 Royal Palm Way, Suite 307
Palm Beach, FL 33480
561.693.1963

Tracy Sherman, Director of Fine Jewelry, Florida

Heritage Auctions has expanded its operations in June by opening an office located on Royal Palm Way in the heart of Palm Beach. Now serving the region's growing base of collectors and consignors, Heritage Auctions Florida branch also provides customized services for high net-worth individuals, and the Trust and Estate community.

Tracy Sherman will be based in Heritage Auction's Palm Beach office and is a Director of Fine Jewelry. Tracy began her career more than 20 years ago at Sotheby's in New York City where she auctioned the estates of Ella Fitzgerald and George Burns, and was an integral player in the jewelry auctions for the Duchess of Windsor, Andy Warhol and Jackie Kennedy Onassis. More recently, Tracy has owned a jewelry brokerage business, both buying and selling jewelry to help refine her clients' collections.

Additionally, she is USPAP certified to ensure compliance with today's insurance and IRS requirements.

Backed by Heritage Auctions' Trust and Estate experts (many of whom you have likely met in past years at Heckerling and other conferences), the new Florida team offers a personalized approach and seamless experience in estate evaluations and divestiture of personal assets. The Palm Beach office can assist fiduciary professionals and their clients with estate tax and insurance appraisals, the development of sale and marketing plans for auction or private treaty sales, and consignment management services.





CHICAGO

Heritage Auctions — Chicago
215 West Ohio Street
Chicago, Illinois 60654
312.260.7222

Heritage Auction announces the opening of its newest US office in Chicago in January of 2017. The Chicago office is located in the historic River North neighborhood just two blocks off the main expressway, making it very convenient not just for Chicagoans and suburban clients, but for clients from all over the Midwest. Heritage Auctions will be able to service Midwestern Trust and Estate professionals easily from the new Chicago location, offering specialists in more than 40 categories and broad range of services including appraisals.

Roberta Kramer will be heading the Chicago office; she brings a deep range of varied experience to her position with Heritage. In 2001, she founded Roberta Kramer & Associates, Inc., an appraisal and art consultation firm. Before that, she worked in various functions for Rosenthal Fine Art, Rita Bucheit, Ltd., Leslie Hindman Auctioneers and Susanin's Auctions. Mrs. Kramer has worked with Trust and Estates professionals for over 20 years,

performing certified USPAP compliant federal estate tax appraisals as well as appraisals for equitable distribution, non-cash charitable donations and estate liquidation services. Mrs. Kramer has managed estate planning for art collections for many banks and legal firms in the Chicago area.

"The opportunity to help Heritage grow its operation in Chicago and throughout the Midwest is one I absolutely look forward to," said Kramer. "I have years of expertise and an extensive network of contacts in a diverse array of specialties — from antique furniture and tribal artifacts to modern sculpture and everything in-between — that I'll be drawing on to make Heritage Chicago a broad success."

Roberta Kramer, Managing Director of
Heritage Auctions Chicago

Heritage Auctions was proud to be a sponsor, along with presenting sponsor Northern Trust, of Expo 2016 in Chicago. A world-class international art fair, Expo brought 145 art galleries from 22 countries and 53 cities to Chicago this September. Heritage was a sponsor of the VIP breakfast at the Art Institute of Chicago. Heritage also co-sponsored, along with Kavi Gupta Gallery, a fabulous VIP Friday evening artist themed party at the chef Michael Kornick's legendary MK restaurant, a fabulous event with 200 collectors, museum trustees, curators, trust professionals and artists in attendance.

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Upcoming Auctions

Numismatic Auctions	Location	Auction Dates	Consignment Deadline
U.S. Coins + U.S. & World Currency (FUN)	Fort Lauderdale	January 4-6 & 8-9, 2017	Closed
World Coins (NYINC)	New York	January 8-9 & 17-18, 2017	Closed
U.S. Coins	Long Beach	February 15-17 & 19-20, 2017	January 2, 2017
World Coins (CCE)	Chicago	April 7-10, 2017	February 15, 2017
US Coins & US & World Currency (CSNS)	Chicago	April 26-28 & May 1-2, 2017	March 6, 2017
Fine & Decorative Arts Auctions	Location	Auction Dates	Consignment Deadline
The Gentleman Collector	Dallas	January 19, 2017	Closed
Fine & Decorative Arts	Dallas	February 25-26, 2017	Closed
Asian Art	Dallas	April 2, 2017	February 2, 2017
Modern & Contemporary Art- Prints & Multiples	Dallas	April 11, 2017	February 2, 2017
Fine Silver & Objects of Vertu	Dallas	April 20, 2017	February 16, 2017
Texas Art	Dallas	April 22, 2017	February 13, 2017
Illustration Art	Dallas	April 26, 2017	February 17, 2017
Modern & Contemporary Art	Dallas	April 28, 2017	February 20, 2017
Nature & Science	Dallas	April 29, 2017	February 13, 2017
Photographs & American Art	Dallas	May 3, 2017	February 24, 2017
20th & 21st Century Design	Dallas	May 24, 2017	March 17, 2017
European Art	Dallas	June 9, 2017	April 3, 2017
American Indian Art	Dallas	June 23, 2017	April 18, 2017
Memorabilia & Collectibles Auctions	Location	Auction Dates	Consignment Deadline
Knotts Berry Farm Animation Art	Anaheim	January 23, 2017	Closed
Comics & Original Comic Art	Dallas	February 23-24, 2017	January 10, 2017
Sports Collectibles - Platinum Night	Dallas	February 25-26, 2017	January 4, 2017
Entertainment & Music	Dallas	March 18, 2017	January 25, 2017
Vintage Movie Posters	Dallas	March 25-26, 2017	January 31, 2017
Guitars & Musical Instruments	Dallas	March 25, 2017	February 1, 2017
Animation Art	Dallas	Spring 2017	March 1, 2017
Historical Collectibles Auctions	Location	Auction Dates	Consignment Deadline
Arms & Armor and Civil War & Militaria	Dallas	December 11, 2016	Closed
Rare Books	New York	March 8-9, 2017	January 16, 2017
Texana	Dallas	March 11, 2017	January 18, 2017
Americana & Political	Dallas	May 6, 2017	March 15, 2017
Historical Manuscripts	Dallas	May 10-11, 2017	March 20, 2017
Space Exploration	Dallas	May 19, 2017	March 28, 2017
Arms & Armor and Civil War & Militaria	Dallas	June 11, 2017	April 20, 2017
Luxury Lifestyle Auctions	Location	Auction Dates	Consignment Deadline
Luxury Accessories	New York	February 2, 2017	Closed
Fine & Rare Wine	Beverly Hills	February 24-25, 2017	January 9, 2017
Luxury Real Estate	Dallas	March 14, 2017	Closed
Fine Jewelry & Luxury Accessories	Dallas	April 3-4, 2017	January 20, 2017
Fine & Rare Timepieces	New York	June 7, 2017	April 6, 2017
Luxury Real Estate	TBD	Summer, 2017	March 1, 2017
Domain Names	Location	Auction Dates	Consignment Deadline
Domain Names	Dallas	Spring 2017	Closed

HA.com/Consign | Consignment Hotline 877-HERITAGE (437-4824) | All dates and auctions subject to change after press time. Visit HA.com/Auctions for a current schedule.

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World Coins: 8PM CT Thursdays

Wine: 10PM CT 1st Thursdays

Monthly World Coins: 8PM CT final Sundays

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Law.miami.edu/heckerling

JANUARY 23-27, 2017

NEW YORK STATE BAR ASSOCIATION ANNUAL MEETING

140TH ANNUAL MEETING

New York Hilton Midtown
New York, New York

NYSBA.org

MARCH 29-31, 2017

WEALTH MANAGEMENT & TRUST CONFERENCE

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TexasBankers.com/trust

MARCH 31-APRIL 3, 2017

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Please contact our Trusts & Estates Department to discuss having an appropriate expert present to your next function or meeting, nationwide.

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(check all that apply):

Items you have considered
collecting but never have
(check all that apply):

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American Indian Art	<input type="checkbox"/>	<input type="checkbox"/>
Arms & Armor	<input type="checkbox"/>	<input type="checkbox"/>
Automobilia	<input type="checkbox"/>	<input type="checkbox"/>
Civil War & Militaria	<input type="checkbox"/>	<input type="checkbox"/>
Comics & Comic Art	<input type="checkbox"/>	<input type="checkbox"/>
Domain Names & Intellectual Property	<input type="checkbox"/>	<input type="checkbox"/>
Entertainment & Music Memorabilia	<input type="checkbox"/>	<input type="checkbox"/>
Fine & Decorative Arts	<input type="checkbox"/>	<input type="checkbox"/>
Fine & Rare Wines	<input type="checkbox"/>	<input type="checkbox"/>
Fine Jewelry & Timepieces	<input type="checkbox"/>	<input type="checkbox"/>
Luxury Accessories	<input type="checkbox"/>	<input type="checkbox"/>
Luxury Real Estate	<input type="checkbox"/>	<input type="checkbox"/>
Modern & Contemporary Art	<input type="checkbox"/>	<input type="checkbox"/>
Nature & Science	<input type="checkbox"/>	<input type="checkbox"/>
Rare Books & Manuscripts	<input type="checkbox"/>	<input type="checkbox"/>
Rare Coins & Currency	<input type="checkbox"/>	<input type="checkbox"/>
Silver & Vertu	<input type="checkbox"/>	<input type="checkbox"/>
Space Exploration	<input type="checkbox"/>	<input type="checkbox"/>
Sports Collectibles	<input type="checkbox"/>	<input type="checkbox"/>
Texana	<input type="checkbox"/>	<input type="checkbox"/>
Vintage Guitars & Musical Instruments	<input type="checkbox"/>	<input type="checkbox"/>
Vintage Movie Posters	<input type="checkbox"/>	<input type="checkbox"/>
Other (Please List)	<input type="checkbox"/>	<input type="checkbox"/>

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- ☐ Yes ☐ No

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