Demystifying the Auction Process

We addressed the auction process a few years ago in an issue of this publication, but how the overall auction process works remains one of the most commonly asked questions by potential consignors or client advisors. Depending on the timing of scheduled auctions and the type of material to be sold, it can take anywhere from a few months to a year from initial assessment to final settlement. Each aspect of the auction process is important for consignors to understand, and when broken down step by step, becomes much less of a daunting procedure.

Find the Right Auction Venue

Different auction houses have different specialties and strengths in various categories of material. Finding the right venue for your property can be one of the most important steps in ultimately achieving the highest prices. Start by asking questions regarding the type of items, quantity and value levels of items similar to yours that the auction house has handled in the past. The larger auction houses usually have many different departments that handle a wide variety of categories, although some categories are stronger than others. For example, Heritage Auctions has 40 categories with market leading strengths in rare coins, comics, sports memorabilia and Illustration Art, but also solid auctions in other areas of art, jewelry and wine.

Initial Assessment

The preliminary contact with an auction house will usually consist of a series of questions to the seller regarding the type of property being considered for sale. If it seems like something that might be of interest to the auction house, the auction house will usually request an inventory, emailed images and any further supporting documentation or provenance from the seller. From this information, the auction specialist will either provide specific auction estimates, an overall insurance value or suggest...
of individual lots. To simplify terms for collection or estate containing hundreds set dollar amount per lot, but can add insurance. These fees may only be a fees for photography, marketing, and Many auction houses charge additional 15%, Fine Art is 20%, Rare Books is 12- percentages vary from house to house, some auction houses may offer special financing options such as advances or guarantees. As the auction process can take upwards of 6 months or more in some instances, an advance against sale proceeds can be very helpful to consignors who need the immediate access to funds for paying taxes or other expenses. Heritage Auctions has standardized the practice of offering advances with 1% per month simple interest. Guarantees are less common and refer to an auction house agreeing to pay the consignor a specific amount for a single item or collection – even if not sold for that much at auction.

Shipping and Insurance Unless negotiated in the terms of sale, the cost of shipping an item to the auction house is usually paid by the consignor. At Heritage, we often arrange packing and shipping for the consignor, with the cost initially absorbed by us and then deducted from the proceeds of the sale. Insurance costs are usually negotiable - at Heritage insurance is included as part of the seller’s fee. Whether or not the auction house charges for the insurance coverage, consignors should expect that their property will be covered for specified amounts as a whole collection or as itemized pieces throughout the auction process.

Cataloging Once property is received by the auction house, it goes through inventory control, photography and cataloging. The cataloging is comprised of detailed written description, condition grading, expert scrutiny, authentication and marketing. Images of the lots together with the description are presented to the market through print and online catalogs, which are usually made available to potential bidders about a month prior to the date of the auction. A very important aspect of preparing for the auction is widespread and targeted marketing. Ask your chosen auction house what their plan is for attracting bidders to their auctions. Heritage spends over $15 million per year on marketing its auctions using national/international print publications, online advertising, extensive media distributions and direct mailings to make all potentially interested buyers aware of the items offered in each upcoming auction.

Open for Bidding When the auction catalog comes out in print or online form, some auction houses will allow advance bidding. This permits bidders to enter a bid prior to the auction which will then be executed by the auctioneer on their behalf during the actual auction. Heritage allows advance competitive bidding on all its auction lots a few weeks prior to the auction date through its website HA.com.

The Auction The auction begins at the designated time and location as set forth by the auction house and publicized in the auction catalog and online. The auctioneer will call for bids on each lot, beginning with a pre-established starting bid at some point below the low auction estimate and continue to take competitive bids at specific dollar increments until there is an uncontested high bidder. At Heritage Auctions, the starting bid is clearly noted in the print or online catalog and is often the reserve price – meaning that any bid accepted during the auction at or above this price can truly be the winning bid. Some auction houses will maintain a hidden or private reserve price which, if not achieved during the auction, will result in the lot going unsold. The traditional means of bidding at the auction is in-person and on the telephone. As technology has advanced to allow real-time internet bidding during the live auction, many bidders find remote bidding through their computer or handheld device as the preferable method. HERITAGElive®, Heritage’s own platform for internet bidding, provides a live streaming video of the auctioneer creating an interactive experience for bidders from the comfort of their home or office.

Sold! If a lot at auction fails to receive bids up to the pre-established reserve price, the lot will go unsold. Unsold lots are then either returned to the consignor or resold in a subsequent auction, usually with a revised auction estimate and reserve price – reflecting the levels of interest and bidding from the previous offerings. Many auction houses charge a fee as a percentage of the reserve for unsold lots. Be sure to identify this ‘buy back’ or ‘buy-in’ as you negotiate the seller’s fees for your consignment. At Heritage, such a fee is waived for lots offered without reserve.

Settlement The settlement of an auction usually happens between 15 and 45 days following the auction sale – contingent to the terms of your agreement with the auction house. A detailed line-item accounting of the sale with sold amounts for each lot including the deductions for fees and expenses should be expected to be received with the payment. Payment is most often by check, but can be arranged for delivery by wire or bank transfer. When a lot at auction fails to receive bids up to the pre-established reserve price, the lot will go unsold. Unsold lots are then either returned to the consignor or resold in a subsequent auction, usually with a revised auction estimate and reserve price – reflecting the levels of interest and bidding from the previous offerings. Many auction houses charge a fee as a percentage of the reserve for unsold lots. Be sure to identify this ‘buy back’ or ‘buy-in’ as you negotiate the seller’s fees for your consignment. At Heritage, such a fee is waived for lots offered without reserve.

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CALIFORNIA DREAMING

BY KATIE NARTONIS

A woodworker, a Feather artist, and a printmaker— all from the Golden State— will highlight a strong West Coast Design offering on October 10th in Heritage’s 20th & 21st Century Design auction in Dallas.

Sam Maloof, Nicky Marx and Tom Laursen were part of a rich and historically important time during the West Coast Studio Art and Design Movement in the mid-20th century. These unique and mostly self-taught artists and makers reimagined the craftsman lifestyle and established the maker/apprentice system up and down the California coastline.

Woodworker and furniture maker Sam Maloof (1916-2009) is regarded a West-Coast design legend and one of the most important American Studio furniture makers. Born in Chino, Samuel Solomon Maloof was a member of a large Lebanese immigrant family. Maloof is nationally known for his hand-crafted large Lebanese immigrant family. Maloof is nationally known for his hand-crafted studio furniture and his work resides in collections across the country. His most famous form is the sinuous, nearly organic rocking chair, which has been acquired by three American Presidents, including his friend and fellow woodworker, President Jimmy Carter. Heritage’s 20th Century Design auction is offering a beautiful example of the Maloof Rocker as well as an exciting collection of rare and early Maloof furniture from a private 1961 Pacific Palisades, California collection.

The consignment includes a rare dining table with custom removable end-table extensions, eight hand-carved dining chairs and an impressive credenza. This important group highlights the very best of Maloof’s work.

Nicky Marx (b.1943) is an important counter-culture artist whose career has been enjoying a renaissance since 2014. Marx has been crafting feather wearables (such as capes and collars) and wall works of great beauty and spiritual presence for decades. In the 1960’s, she became well known for her highly creative feather pieces and her work was collected by art luminaries such as Georgia O’Keeffe and Louise Nevelson. It was an early encounter with a feather fly at a sporting goods store in New Mexico that led her on her path of using feathers in her creations. Marx, who was raised in Los Angeles and Palm Springs, found widespread success early in her career and was exhibited nationally in galleries and institutions and collected widely. Rediscovered in 2014, her work has since been the subject of a one-woman show “Marx Rising” at Reform Gallery in Los Angeles. In the last year, her pieces have been featured in “C” California Style Magazine, American Craft, The Los Angeles Fashion Magazine and Ornament Magazine. Heritage will offer a selection of both historically important Marx pieces from the 1970’s as well as newer examples of her wearable feather work.

Maloof and Marx are joined by the work of the masterful southern California printmaker and sculptor, Tom Laursen. Tom Laursen (died 1992) is a mid-century artist whose work fits seamlessly with other highly respected artists’ aesthetic from the same era. Born and raised in California, Laursen won a scholarship to attend the Chouinard Art Institute in 1938. He became Rico LaBraun’s teaching assistant at Chouinard and also became life-long friends with fellow artists Frederick Hammersley, Roger Holleinback and other noted LA artists. Over the course of his creative life, he painted, made prints, built collage and made sculpture. In serigraphy, Laursen experimented with color, transparency and linear structure. The compositions are quiet with long stretches of open color. The Fall Design auction will offer a collection of a dozen works from the 1950’s and 60’s by Laursen sure to entice collectors of California art and mid-century design.

The screenprints of Tom Laursen evoke a sense of style and color that is vibrantly California. Horiztonal Day of 1955 is estimated at $1,200 to $1,500.

Kativa Nartonis is a Consignment Director in Heritage’s 20th & 21st Century Design department in Beverly Hills. Kativa can be contacted at Kativa@HA.com.
FIRST RECORDING CONTRACT EVER SIGNED BY THE BEATLES HIGHLIGHTS THE BLASCHKE COLLECTION

Important Beatles collection from Hamburg, Germany, offered Sept. 19 in New York; collection will be displayed for the first time in the US in New York, Beverly Hills, and Dallas prior to sale.

The first recording contract ever signed by The Beatles, which put the Fab Four on a path that would change music history, is expected to sell for $150,000 as Heritage Auctions presents The Uwe Blaschke Beatles Collection Sept. 19 in New York. The resulting single from the recording session — a rock & roll version of “My Bonnie Lies Over The Ocean” — led directly to the Beatles being discovered by manager Brian Epstein, through whose efforts the group then secured their unprecedented worldwide success.

Blaschke’s collection tells the Beatles’ story through original photographs, documents, autographs and memorabilia. The Beatles inspired one of the finest collections of Beatles material in Europe, if not the world, much of which was displayed at a dedicated Beatles museum in Hamburg, Germany. The 300+ lot collection covers the entire career of the group, but is especially notable for the inclusion of many items related to the time the Beatles spent in Hamburg from 1960-62, performing in the city’s vibrant nightclubs and honing their distinctive sound which would soon win the world over.

“The is perhaps the most historically important Beatles document to ever appear at auction,” said Dean Hamrey, Consignment Director at Heritage Auctions. “Without this contract, which directly led to their involvement with Brian Epstein, the Beatles may have never been able achieve their later unprecedented worldwide success.”

Artwork, literature and personal-owned mementos from the estate of popular and influential poet, singer-songwriter and musician Rod McKuen will be offered at Heritage Auctions across several auctions through the end of the year. McKuen’s best-selling poetry and poigniant ballads sold by the millions through the 1960’s and 1970’s as he once claimed the title of America’s “unofficial poet laureate.”

The collection features treasures from across McKuen’s professional repertoire, including three examples of original art gifted by Charles Schulz. McKuen wrote the song “A Boy Named Charlie Brown” for the 1969 animated movie of the same name, which delivered him an instant smash hit and permanent pop-culture fame. One strip comically mentions McKuen by name and a drawing by Schulz references a McKuen poem from his blockbuster book of poetry “Listen to The Warm”.

“Mr. McKuen surrounded himself with inspiration and took great pleasure in celebrating the many deep and abiding relationships that influenced his songs, his poetry and his soul,” said James Gannon, Director of Rare Books & Manuscripts at Heritage Auctions. “His work was a keystone to the mid-20th century culture and these personally-owned treasures will certainly speak to his millions of fans.”

The collection includes art and furnishings from McKuen’s Beverly Hills, California, home — a social hot spot for movie stars and musicians for over 40 years and, in the case of John Lennon, a retreat from media spotlight. McKuen famously provided his luxuriously-appointed home to John Lennon during the singer’s “Lost Weekend,” the 18-month separation from Yoko Ono in the early 1970’s.

Several lots of entertainment collectibles are highlighted by McKuen’s personally-owned and played Steinway Concert Grand Piano and a set of Three Awards — marking his Gold Record for the single “Jean,” his Oscar Nomination for the song and a plaque for his star on the Hollywood Walk of Fame. McKuen’s love for the artwork of Andy Warhol is on display across three lots of iconic screen prints in Heritage’s Nov. 14 Modern & Contemporary Art Auction, including Mao, 1972 (est. $25,000 to $35,000); Jane Fonda, 1982 (est. $15,000 to $25,000); and Vote McGovern, 1972 (est. $15,000 to $25,000).
When one finds an accumulation of gold or silver coins in an estate collection, the assumption often is that these pieces are something special. What may not be so immediately obvious, though, is that the value of such coins is sometimes equal to only the gold or silver melt content that these pieces contain.

Such coins, called bullion coins, are valued by their weight in a specific precious metal even though they have a face value assigned by the government of origin. Rather than so-called numismatic coins, which have additional collectible value beyond their metal content or face value due to history, age, rarity, popularity, or limited mintage, bullion coins are typically purchased by investors rather than collectors.

Some of the most popular bullion coins today are Gold, Silver, or Platinum American Eagles, Canadian Maple Leafs, or South African Krugerrands. However, many world mints produce bullion coins that are quite common in “average” circulated condition. Even so, these pieces tend to carry more value than their counterparts because the value of such coins is sometimes equal to only the gold or silver melt content that these pieces contain.

When evaluating a group of coins, these bullion coins can be identified relatively easily as pieces that are worth just their metal value rather than an additional amount for their scarcity or collectibility. Most bullion coins tend to be dated relatively recently, with such coins becoming popular and widely produced starting in the 1960’s for Krugerrands and 1980’s for most other bullion series. In addition, they have recognizable and consistent designs that each country uses to identify bullion coins, such as the distinctive “family of eagles” motif on the reverse of American Gold, Silver, and Platinum Eagles or the familiar portrait of Paul Kruger on South African Krugerrands. Finally, they tend to be clearly marked with an amount of precious metal, with phrasing such as “1 oz fine Gold,” “1/4 oz Platinum,” etc.

On the other hand, numismatic coins hold additional value beyond the metal they contain and can have any number of designs or dates. Such pieces may be a 1926-S Buffalo Nickel in especially nice condition, a low-mintage Russian coin, or perhaps a gold coin from the early 1800’s. However, as an advisor who works with estates, it is helpful to recognize that not all old coins are valuable or highly collectible. Gold coins produced from the 1880’s until 1933 in the United States, as well as British sovereigns produced in the late 1800’s and early 1900’s, are just a few examples of how some gold coins that are quite common in “average” circulated condition. Even so, these pieces tend to carry more value than their counterparts that are produced purely as bullion by a world mint.

With this information in mind, you should be better equipped to avoid a common pitfall that estate advisors and executors can fall into, believing that all precious metal coinage is “rare.” You can thus have an additional tool to help you more easily assess the pieces you discover as you assist your clients.
ALL ABOUT APPRAISALS:

WHY DOES FAIR MARKET VALUE INCLUDE BUYER’S PREMIUM?

BY MEREDITH MEWLY, ISA CAPP

One of the first lessons you learn when you become an appraiser is that fair market value always includes buyer’s premium. It’s become a mantra that is repeated over and over by instructors, peer appraisers, and the IRS staff. But why? Why does fair market value include buyer’s premium?

When an item sells at auction, the price called by the auctioneer for the winning bid is called the hammer price. The winning bidder then pays a buyer’s premium on top of the hammer price which is the fee the auction house keeps for their services. At Heritage, the buyer’s premium ranges from 10% to 25%, depending on the auction category.

In Treasury Regulation §1.170A-1(c)(2), the IRS defines fair market value at “the price at which the property would change hands between a willing buyer and a willing seller, neither being under any compulsion to buy or to sell and both having reasonable knowledge of relevant factor.” This definition of fair market value is applied by the IRS to any tax-related appraisal situation – estate tax, gift tax, and charitable donation.

It is in Treasury Regulation §20.2031-1(b) regarding Estate Tax that the definition of fair market value is expanded: “…nor is the fair market value of an item of property to be determined by the sale price of the item in a market other than that in which such item is most commonly sold to the public, taking into account the location of the item wherever appropriate.” Although relating specifically to estate tax in this statement, the same concept is applied to both gift tax and charitable donation.

It is here that the IRS has clarified for us that the fair market value is the sale price of an item to the public in the item’s most common market. Simply, it is the amount obtained in a sale, not the amount retained. Still, confusion reigned, because it was unclear to many whether or not buyer’s premium was part of the sale price. Thus, on May 27, 1992, the IRS issued Technical Advisory Memorandum 9235005, based on a ruling in Publicker v. Commissioner, stating very clearly that in an auction the buyer’s premium is a component of the purchase price, and as such, is included when calculating fair market value.

So why does fair market value include buyer’s premium? The answer is because the IRS said so. Thus, when appraisers use the auction market to find comparables for the fair market value of an item, they have to include the buyer’s premium in their calculations.

For more information about fair market value appraisals, contact Meredith Mewly, Director of Appraisal Services, today for a confidential consultation at MeredithM@HA.com or 214-409-1631.

NUMBER 7 IN YOUR PROGRAMS, BUT NUMBER 1 IN YOUR HEARTS……

BELOVED YANKEES CENTERFIELDER MICKEY MANTLE LEADS HERITAGE’S SPORTS COLLECTIBLES PLATINUM NIGHT® AUCTION IN CHICAGO ON JULY 30-31.

The most important, valuable and recognizable gum card of the post-war era, the 1952 Topps Mickey Mantle rookie card (left) sold for $322,650. Mantle’s Game Worn New York Yankees Jersey (far right) from his waning years as a player in 1966 sold for $382,400!

Mantle’s Game Worn New York Yankees Jersey (far right) from his waning years as a player in 1966 sold for $382,400!

For more information about fair market value appraisals, contact Meredith Mewly, Director of Appraisal Services, today for a confidential consultation at MeredithM@HA.com or 214-409-1631.

One of only two known to exist, a 1951 Mickey Mantle Original News Photograph Used for 1951 Bowman Rookie Card (right) achieves $71,700! Mantle in an ill-fitted jersey requires rolled sleeves and holding a borrowed bat is but an untested rookie at Arizona spring training in 1951.

From the era of the Mick’s 500th home run – this 1964-67 game used and signed bat (below) brought $25,095 - while a group of 4 signed balls (right) from much later in his life, circa 1990, is a pretty good investment at only $1,314 for the group!
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 help interested buyers understand the process and evaluate the property. Heritage’s Directors have fostered many broker relationships and share their wealth with brokers 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.

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.

Call 855.261.0573 or email LuxuryEstates@HAA.com
For a free evaluation of your client’s luxury property, visit HA.com/SellHome.

LUXURY REAL ESTATE AUCTIONS

HA.com/Lakehouse

Lake Winnipesaukee estate, located on 2+ acres on Governor’s Island, New Hampshire – Live auction October 6 with no reserve!

1793 WREATH CENT: $399,500 IN HERITAGE’S $46+ MILLION ANA AUCTIONS

HERITAGE U.S. COINS PORTION ALONE REALIZES ABOUT $35 MILLION, AUG. 12-16 IN CHICAGO

A 1793 1C Wreath Cent, Vine and Bars, MS66 Red and Brown PCGS CAC, the finest known Sprung Die example and one of the five finest 1793 Wreath Cents known overall, realized $399,500 as the top lot in Heritage Auctions Aug. 12-16, 2015, Summer ANA Convention offerings in Chicago, IL.

“This is just simply a magnificent and historic coin,” said Greg Rohan, President of Heritage Auctions. “It set the stage for what was an incredibly successful week overall for Heritage. We posted more than $46 million altogether, across three different auction venues, throughout the week.”

A rare, low-mintage key, an 1856-O $20 AU55 NGC Ex: Duquesne, long considered the rarest coin from the New Orleans Mint — and one of just 23 known examples — became the delight of a present day collector with a total price realized of $340,750, while another New Orleans classic rarity, in the form of an 1854-O $20 AU55 NGC Ex: Duquesne shone equally bright as the 1856 example, as it brought a total price realized of $340,750.

U.S. highlights continued with an 1838-O 50C SP50 PCGS Secure, a classic Reeded Edge rarity and one of just nine traced, realized $293,750 amidst spirited bidding. A magnificent Matte Proof 1937 Boone Half Dollar Set PR63 NGC, believed to be unique, a marquee offering for the classic commemorative specialist, did not disappoint as it soared to a final price realized of $223,250.

Further highlights include, but are not limited to:

1879 $4 Flowing Hair PR65 Cameo PCGS Secure CAC. Realized $202,625.
1879 $4 Flowing Hair PR65 PCGS CAC. Realized $199,750.
1853-O 50C No Arrows VG8 PCGS Secure. Realized $199,750.
1863-G$1 MS68 PCGS Secure CAC Ex: Duckor/Akers/Virgil Brand. Realized $193,875.
1870-CC $20 VF30 NGC Ex: Duquesne. Realized $182,125.
Luxury Accessories Dallas December 7-8, 2015
Fine Jewelry Dallas December 7-8, 2015
Timepieces New York October 29, 2015
Luxury Real Estate TBD Winter 2015
Luxury Real Estate New Hampshire October 6, 2015
Fine Jewelry Beverly Hills September 28-29, 2015
Luxury Accessories Beverly Hills September 28-29, 2015

Timepieces Dallas March 12, 2016
Arms & Armor Dallas December 13, 2015
Americana & Political Dallas November 7, 2015
Space Exploration Dallas November 6, 2015
Historical Manuscripts New York November 4, 2015
Arms & Armor - The Gary Robertson Collection Dallas September 25, 2015
Anne & Amrit - The Gary Robertson Collection Dallas October 25, 2015
Historical Manuscripts New York November 4, 2015
Rate Books Dallas November 6, 2015
Space Exploration Dallas November 7, 2015
Civil War & Militaria Dallas December 11, 2015
Anne & Amrit Dallas December 13, 2015
Tessera Dallas April 16, 2016
Historical Manuscripts Dallas Spring 2016

Luxury Accessories Location Auction Dates Consignment Deadline
Luxury Accessories Long Beach September 19-22, 2015 Closed
U.S. Coins, Carder Collection, Part IV New York October 27, 2015 Closed
U.S. Coins (Houston Money Show) Houston December 3-4, 2015 October 20, 2015
World Coin Hong Kong December 10-12, 2015 October 19, 2015
World & Ancient Coins (NYNG) Hong Kong December 11-12, 2015 October 20, 2015
Fine & Decorative Arts Auctions Location Auction Dates Consignment Deadline
Fine & Decorative Arts including Estates Dallas September 12, 2015 Closed
Nature & Science Dallas October 4, 2015 Closed
20th & 21st Century Design Dallas October 10, 2015 Closed
Illustration Art New York October 14, 2015 Closed
Nature & Science New York October 15, 2015 Closed
American Art Dallas October 24, 2015 Closed
American Indian Art Dallas November 6, 2015 Closed
Texas Art Dallas November 7, 2015 Closed
Photographs Dallas November 13, 2015 Closed
Modern & Contemporary Art Dallas November 15, 2015 Closed
Fine Silver & Objets d'Or Dallas November 12, 2015 Closed
Tiffany, Lalique & Art Glass Dallas November 25, 2015 September 14, 2015
European Art Dallas December 9, 2015 October 2, 2015
Nature & Science Dallas January 14, 2016 November 17, 2015
Fine & Decorative Arts including Estates Dallas February 20, 2016 January 14, 2016
Illustration Art Dallas April 22, 2016 February 16, 2016
American Art Dallas May 7, 2016 February 29, 2016
American Indian Art Dallas May 21, 2016 April 15, 2016
Texas Art Dallas May 21, 2016 April 14, 2016

Monochromia & Collective Auctions Location Auction Dates Consignment Deadline
Entertainment & Music New York September 19-20, 2015 Closed
Custom & Musical Instruments Dallas October 24, 2015 Closed
Animation Art Dallas October 31, 2015 Closed
Sports Dallas November 7, 2015 Closed
Vintage Movie Posters Dallas December 12, 2015 October 21, 2015
Stullers - The Auction Los Angeles December 10-20, 2015 Closed

Historical Collectibles Auctions Location Auction Dates Consignment Deadline
American & African Art - The Abraham H. Barman Collection, III Dallas September 25, 2015 Closed
Anne & Amrit - The Gary Robertson Collection Dallas October 25, 2015 Closed
Historical Manuscripts New York November 4, 2015 Closed
Rate Books New York November 4, 2015 Closed
Space Exploration Dallas November 6, 2015 September 15, 2015
Armenia & Political Dallas November 7, 2015 September 14, 2015
Civil War & Militaria Dallas December 11, 2015 October 29, 2015
Anne & Amrit Dallas December 13, 2015 October 22, 2015
Tessera Dallas March 12, 2016 January 20, 2016
Historical Manuscripts Dallas Spring 2016 February 15, 2016

Luxury Automobiles Location Auction Dates Consignment Deadline
Luxury Auctioneers Beverly Hills September 28-29, 2015 Closed
Fine Jewelry Beverly Hills September 28-29, 2015 Closed
Luxury Real Estate New Hampshire October 6, 2015 Closed
Luxury Real Estate TBD Winter 2015 October 15, 2015
Tempo cars Dallas October 29, 2015 October 29, 2015
Fine & Rare Wines Beverly Hills December 4-5, 2015 November 2, 2015
Luxury Auctioneers Beverly Hills December 7-8, 2015 October 6, 2015
Tempo cars Dallas Spring 2016 February 15, 2016

Domain Names Location Auction Dates Consignment Deadline
Domain Names Dallas August 20, 2016 July 15, 2016

Heritage sponsored events fall/winter 2015
September 24 Calvary Hospital Annual Attorney CLE Conference The Roosevelt Hotel New York, New York SCPS.NYU.edu
September 30 - October 1 New York Bankers Association Trust and Investment Conference The Sagamore Resort Bolton Landing, New York NYBA.com
November 6 Art Law Day NYU Kimmel Center New York, New York
November 18-20 National Association of Estate Planners & Councils (NAEPC) 52nd Annual Conference Omni Amelia Island Plantation Resort Amelia Island, Florida NAEPC.org

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**IMPORTANT:** To qualify, you must sign this card, date, and provide the requested information.

☐ YES! I want to receive a **FREE** subscription to Heritage’s *Trusts & Estates Newsletter.*

☐ YES! I want to receive a **FREE** subscription to *Heritage’s Magazine for the Intelligent Collector.*

☐ No, thank you

Signature ________________________________

Date ________________________________

Name ________________________________

Company ________________________________

Street ________________________________

City ________________________________

State ________________________________ ZIP ________________________________

Telephone # ________________________________

Email address ________________________________

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**Items you presently collect or have collected in the past**

(please check all that apply):

- Americana & Political
- American Indian Art
- Arms & Armor
- Automobilia
- Civil War & Militaria
- Comics & Comic Art
- Domain Names & Intellectual Property
- Entertainment & Music Memorabilia
- Fine & Decorative Arts
- Fine & Rare Wines
- Fine Jewelry & Timepieces
- Luxury Accessories
- Luxury Real Estate
- Modern & Contemporary Art
- Nature & Science
- Rare Books & Manuscripts
- Rare Coins & Currency
- Silver & Vertu
- Space Exploration
- Sports Collectibles
- Texana
- Vintage Guitars & Musical Instruments
- Vintage Movie Posters
- Other (please list) ________________________________

**Items you have considered collecting but never have**

(please check all that apply):

- Art
- Bank/Trust Officer
- Financial Advisor
- Other (specify) ________________________________

**What is the nature of your practice?**

☐ Attorney

☐ Bank/Trust Officer

☐ Financial Advisor

☐ Collections Manager/Advisor

☐ Other (specify) ________________________________

**Do you have clients with pending or potential estate tangible property to sell and would like a Heritage sale proposal?**

☐ Yes

☐ No

**Would you like further information about Heritage Appraisal Services?**

☐ Yes

☐ No

**Tell us about your typical client:**

________________________________________________________________________

________________________________________________________________________

________________________________________________________________________

**Age group:**

☐ Under 35

☐ 50–65

☐ 35–50

☐ 65+

**Have you worked with Heritage or another auction house in the past?**

☐ Yes

☐ No