

# Winter Associates

Auctioneers & Appraisers

SUMMER/FALL 2006 EDITION

## Seller Beware

Calling in a competent auctioneer or appraiser can make a world of difference when faced with the decision of whether or not to sell an item.



*Joseph H. Sharp  
(American 1859-1953)  
Sold for \$66,080.*

A case in point: a local woman was offered \$5,000. for a painting she owned by a man going door to door in her neighborhood asking if people had antiques to sell. Fortunately, her instincts told her she'd better check things out before selling it to the stranger on her doorstep. She called us and asked us to look at the painting to determine if the man's offer was fair. Well, the painting happened to be the work of the renowned American artist Joseph Henry Sharp. We sold the painting for her at auction in February for \$66,080.

Conventional wisdom cautions "buyer beware", but "seller beware", as it turns out, is just as wise.

## The Rewards of Reevaluation

As collections grow and space becomes scarce, most museums must face the difficult task of reevaluating their holdings to decide what fits the stated mission of the institution and what does not. This process generally leads to a museum liquidating those items that don't quite fit its purpose. Choosing the right venue to do this can lead to significant financial rewards.



*17<sup>th</sup> C. Indian Mughal Rug  
6'8" x 4'9"  
Sold for \$11,500.*

Over the past year we have been selling items for a Connecticut Museum, who did the challenging work of reevaluation, and the reward has been substantial.

Among the items they choose to sell was an old rug. We sensed the rug was important and sought out the advice of experts in rare carpets. The "old rug" turned out to be a 17<sup>th</sup> C. Indian Mughal rug which we sold for \$11,500. in May 2006.

## Walk In

We never know what's going to come through the door. Recently, a lady stopped in with her friend who was consigning some items to our auction. She brought with her an enameled necklace in the form of a snake just to see if it had any value at all. We sold the necklace in June for \$6,720.



*18K gold and enamel necklace in the form of a snake. Sold for \$6,720.*

## What People Are Saying...

"I can't get over what you have done for us, I'm thrilled."

– Springfield, MA consignor