



SMITH & PARTNER



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Valentino Monticello - Bordeaux £120.00 (Ed 195 Globally)

# ABOUT US...

## Who are we?

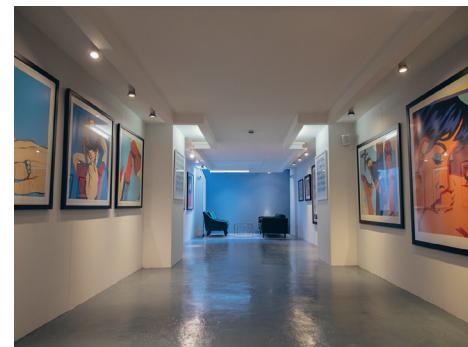
Smith & Partner is an organisation that specialises in the selling of Limited Edition Art Prints. Whether you want to buy some art for your home or as an asset, our expertise in the art market ensures you receive a professional evaluation and authentication. By combining a diverse knowledge of the international art market with a desire to create profitable collections for all of our clients, Smith & Partner's bespoke approach ensures growth and stability from the outset.

## How can we help you?

Our network of relationships with leading galleries and private art collectors ensures our clients have access to some of the rarest, most sought-after and profitable pieces. Whether you have extensive knowledge or are new to the industry, we can educate you, not only regarding the desirability of certain pieces but also as to why certain artists and artworks are currently in demand.

## Why choose us?

Our unique strategies can bring a return potential of 64.6% in 12 months, with a market average of 10.85%. Depending on your financial goals, we have a wide range of flexible asset solutions. Smith & Partner make the whole process from start to finish easy to understand and very low maintenance. We manage your entire portfolio, ensuring our consultants are carrying out your individual needs whether you want to be a full time collector or solely for art decor purposes.



Smith & Partner - Google Review: ★★★★☆

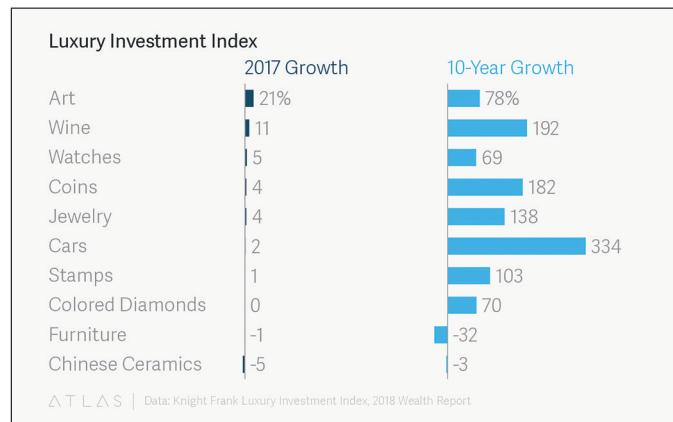
# GETTING STARTED WITH FINE ART COLLECTABLES

Smith & Partner is an organisation that specialises in buying and selling fine art. We aim to make collecting limited edition fine art prints and the art market in general much more approachable to prospective collectors with little or no experience. As well as providing a range of specific services for those already familiar with the market. This is traditionally a market that is very closed to 'outsiders', making it difficult to penetrate without developing a wide range of contacts and professional relationships within the art market. Smith & Partner has both the industry contacts and special individual relationships needed to give our clients invaluable access to the fine art market, as well as the professional expertise required to guide them to those artists and limited edition pieces which have the greatest potential for a high return.

To take full advantage of our services, you'll need a solid grounding on at least these three subjects:

## Collecting in the fine art market

The fine art market is a thriving one and there is a large supply of limited edition art prints produced every year. More importantly, the demand for these prints seems to be growing at a constant steady rate regardless of local, national or even global economic wobbles. Indeed, there are many experts who consider collecting in the fine art market to be a better option than commodities such as gold, even in trying economic times.



The art market has been tracked and analysed on a professional level for many decades. The results have been very encouraging to the market, though they have not been widely disseminated – the trend is to keep a 'good thing' to one's self. Experts like Wolfgang Wilke (Dresdner Bank, 2000) have found that on average fine art and limited edition art print sale prices rise more than comparable goods in times of short-term economic recovery, and follow the overall economic trend with a positive bias.

The fine art market comprises of two sectors. The lower end and the higher end. The lower end of the fine art market tends to be more volatile than the high end. Prices rise quickly in strong economies and fall quickly in weak ones. By comparison, the upper end of the fine art collectors market tends to be more stable no matter what the surrounding economic conditions. This is because the market participants at the upper end of the scale – HNW individuals and corporate interests – have a longer-term outlook and tend to retain substantial purchasing power even during market downturns.



Hedy Klineman - Andy Warhol's Glasses  
£761.00 (Ed 100 Globally)

## How the fine art market actually works

Unlike other asset classes and especially those of comparable size, the fine art market is composed mostly of private transactions. Limited edition art prints and other fine art are not publicly traded commodities and there is little or no centralised recording of the relative prices that a contemporary artist's pieces command.

Of course, huge quantities of art is publicly auctioned and these transactions can be recorded and analysed. Famous auction houses such as Christie's and Sotheby's make headlines several times each year with multi-million-pound sales, and lesser known auction houses specialising in fine art and limited edition art prints, trade a huge volume of art every year.

However, most of the sales in the fine art market are private and not publicly tracked.

On one level, this makes the fine art market highly dependent on the skilled professionals. The skills needed to collect effectively in fine art take decades to amass and are highly subjective. They cannot be quickly or easily taught to a new generation of analysts and dealers in the same way that the principles of investing in the stock market can, so it is very much the domain of a relatively few personalities.

On another level, this all makes the market very difficult to approach from the 'outside'. A new collector has a very difficult time gaining access to the artists and dealers most in demand, as well as trying to develop their own insight into how the fine art market functions.

## Who actually buys fine art and limited edition art prints and who do they buy from?

Within the art market, the majority of the buyers are high net worth individuals – specific people with the resources to invest in this unique commodity. Next come art dealers and museums, both individual and corporate.

The majority of sellers in the art market are not individual artists. Auction houses and galleries account for the bulk of the pieces sold as they have the reputations and contact networks among suitable buyers to make the effort economically feasible. Only a few artists sell a great deal of work personally and then only the most well-known.

Lastly, there are a host of intermediaries connecting buyers to sellers. These include banks, financial services companies, art consultants and organisations such as ourselves.



Tamara de Lempicka - Young Lady With Gloves  
£3,540.00 (Ed 100 Globally)

# COLLECTING WITH SMITH & PARTNER

As we said, we here at Smith & Partner specialise in making the fine art market approachable to new collectors and old hands alike. Our extensive expertise in both the original artwork and the limited edition print markets allows us to offer you a diverse service including:

- Platform to build a profitable collection
- Professional, unbiased evaluation of individual art pieces
- Authentication of both original art and limited edition prints
- Brokering services of various kinds
- Access to galleries and private collectors

Our expertise has been a part of portfolios that have returned as much as 64.6% within 12 months and Smith & Partner consultants pride themselves around two key factors; safety and security over the long term.

Essentially, we leverage our extensive contact network and our comprehensive knowledge of the public and private art markets for your benefit.

You get the advantage of that expertise, which helps to ensure the stable, reliable growth of your art portfolio. You also get 'a foot in the door' with the people and organisations who have access to the most sought-after original pieces and limited edition art prints.

Perhaps more importantly though, Smith & Partner will always be on hand to advise you on the status of your collection and how to progress within the market should you chose to do so. We are here to give you experience and understanding in order to profit from being a collector of fine art.

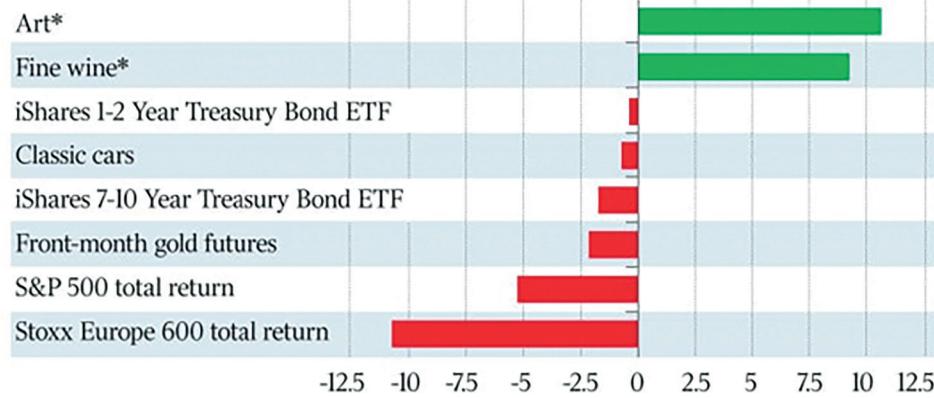


## The Best Investments of 2018? Art, Wine and Cars

### The finer things

Luxury assets have outperformed stocks and bonds this year

#### % year-to-date performance



By Avantika Chilkoti  
December 31, 2018

# MARKET PERFORMANCE



Edwin Landseer - Monarch of the Glen £3,500.00 (Ed 85 Globally)

The fine art market is booming. It has grown 113% in the last ten years, recovering much faster than other markets after the global financial crisis. Art now falls under the 'SWAG' label, defying economic gravity due to their resilience during economic tremors.

Collecting art in this day and age has never been easier. The old way involved establishing a network of relationships with galleries, dealers and the artists themselves but today, artists have several platforms on which they can sell their art to almost anyone who is willing to pay the price.

Art fairs, end-of-year student exhibits and large open-studio events are the most common venues for artwork hunting. Looking through virtual galleries and catalogues is another way to enter the art market. Paintings continue to break auction records, both online and offline, allowing both artists and investors to finalise the deal on their own terms.

# TRACKING THE MARKET

## Do your research

Before any purchases are made you should always start with extensive research. Read art magazines, textbooks and articles on what to do with purchased artwork. With the internet you have a wealth of information at the tip of your fingers. Of course Smith & Partner will always be on hand should you have any queries on the market. Join forums and seek your own independent legal advise before purchasing any collectables. The goal is to find out if the art market is something you can see yourself wanting to be a part of.

## Know Your Budget

Jean Paul Getty, once the richest man in the world, was a prolific art collector. His 'millionaire mentality' or cost-consciousness is what paved the way for his success. He was known as a big value investor, focusing especially on currently undervalued goods and enjoying the potential rewards once prices had risen. The art market was a great place to start reaping the financial benefits. Like Getty, keep an eye on the price tags of your artwork of choice and make sure the value is something you can still see rising in the years to come.

## Visit galleries and museums

If you are sold on the idea of collecting art, it is time to see your potential portfolio in person. The UK is home to some of the most famous galleries and museums in the world, both public and commercial. Schedule a visit to the British Museum, the National Gallery, the Museum of Liverpool or the Saatchi Gallery. Acquaint yourself with the classics, the galleries' exquisite collections, the artists and art styles to narrow down your tastes and preferences.

## Focus on emerging talents

Although a lot of us would want to own a rare Gustav Klimt or Claude Monet piece, we tend to overlook the potential of the rising artists today. The best art to obtain is often right under your nose. Subscribe to the mailing list of your local galleries and attend events when you can. You will meet talented and dedicated artists as well as fellow investors who might be able to help you navigate the local art scene.

## Buy from trustworthy sources

For beginners, buying from a gallery is the safest and most productive way to begin collecting art. The gallery personnel filter through artists every day and believe in the talent of many rising artists. When you purchase art from a gallery, you will start to build a relationship with its curators. Art consultancy companies are also excellent sources for the best artworks on the market. You get to understand the company's creative philosophies as well as their passion for the field, encouraging you to see the worth of your purchased art. We would also recommend dealing with a company that is a member of The Fine Art Trade Guild, who are the regulators of the Limited Edition Print market.

## Care for your collection

Protecting and caring for your artwork is essential to maintaining its value over time. Purchase high-quality framing with UV filters to prevent sun damage. Ask framers to use acid-free tape so that they will not leave any marks or stains that can ruin the artwork. If you are displaying your pieces, hang them in the dimmer areas of your home, avoiding intense humidity and direct sunlight. Get in touch with art specialists for paintings that require professional treatment.

## Treat your asset like shares

The value of art moves along with the current state of the economy. Just like any type of asset, you must monitor the art market as well as the performance of the economy to see where the value of your purchase stands. This helps you determine the best time to sell your artwork and when to keep it while waiting for its value to rise. The price of collectables can go up as well as down so only purchase what you can afford to lose.

## Wait it out

Some art collectors make the mistake of selling the art immediately after their purchase. However, many pieces only increase in value over time. Just like any other asset, it could take years before you will see the returns. But, however long it may take you, the returns will be worth the wait.

## Smith & Partner

Have a full range of services, from acquisition and collection to disposition and preservation of fine art. On behalf of our clients, we navigate the primary and secondary markets as well as create strong partnerships. Through our network of contacts, we assist clients with title insurance, art handling and shipping, art installation, art conservation and art appraisal services. From complicated paperwork to purchase deals, Smith & Partner helps you achieve the best possible outcome for your purchases.



Steven Dews - 'Temeraire' opens fire, Battle of Trafalgar - £3,180.00 (Ed 1805 Globally)

# FAQs

## What is a limited edition print?

A limited edition print is a series of identical prints restricted to a one-time printing of a certain number of pieces. Generally, edition sizes range from 5-20 up to 500 and once an edition is sold out it is no longer available. The artist determines the size of the edition and the numbers of each piece. The prints will also be signed by the artist or the master printer should the artist be deceased. Due to the short supply of these prints, from the best contemporary artists in the world, these works are a great asset for any collector.

## How do I know the artwork is authentic?

Smith & Partner are a trusted source for Fine Art. We take pride in our proprietary process; working directly with artists and curators, as well as galleries, and cultural institutions to provide the best collection of original contemporary artworks in the world. All works are either signed by the artist or accompanied by a certificate of authenticity. Smith & Partner is regulated by the Fine Art Trade Guild.

## Can the art be shipped to my desired location?

Clients who would prefer shipment to an address of their choice may do so. However, Smith & Partner highly suggest for it to be correctly stored under the optimum conditions.

## Do Smith & Partner arrange storage for their clients' art pieces?

Yes, with access to state of the art warehousing facilities – all with top of the range security systems – we ensure the guaranteed safe-keeping of your prized portfolio pieces. We also have exclusive partnerships with packers, custom brokers, airfreight agents, and freight companies that provide secure and reliable shipping services for all your valuables.

## What are the costs?

Smith & Partner collections charge an upfront fee of 2% on the sale of the art piece, and a charge of 5% on the profit only.



Spencer Hodge - Warning £135.00 (Ed 500 Globally)

# CONTACT US...



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**Proud member of the Fine Art Trade Guild**

