



RESOURCE
GUIDE

BATES ART GROUP
BIRMINGHAM

www.batesartgroup.com

Welcome

Hello and welcome from Bates Art Group!

Thank you for trusting us with your artwork and antiques.

While appraisals are our primary business, we understand that you may need additional services. Whether you're looking to sell, restore, or preserve your treasured pieces, you can count on us for expert guidance.

This resource guide will connect you with trusted auction houses, estate sale professionals, restoration experts, and shipping services to ensure your items receive the care and attention they deserve.

No matter your needs, we're here to help you navigate the process with confidence. Let's find the best path for your collection!



Michelle Conliffe
Owner



Your Guide to Selling Art

Whether you're selling a single painting or an entire estate collection, the right venue and support services will ensure a smooth and successful sale. We've curated a selection of top-tier auction houses, estate sale professionals, and trusted service providers to help streamline the process.

If you're new to selling art or antiques, you might be wondering about the best way to find buyers and get the most value for your items. There are three common selling methods – auctions, galleries, and estate sales – each with its own benefits and drawbacks. As independent appraisers, we don't buy or sell anything ourselves, so we are providing a breakdown to help you decide which option is best for you and your artwork.

Selling at Auction

Auctions are a great way to sell valuable or highly desirable pieces, especially if there is strong demand for your item.

Pros:

- ✓ Competitive Bidding – Auctions can drive prices up if multiple bidders are engaged, especially for rare or in-demand works.
- ✓ Exposure – Many major auction houses have international buyers and online bidding.

Cons:

- ✗ Uncertain Price – There's no guarantee on the final price, as it depends on bidder interest.
- ✗ Fees & Commissions – Auction houses take a percentage of the sale, sometimes up to 25%, and can have additional fees for insurance and photography.
- ✗ Selective Acceptance – Not all pieces will qualify for high-end auctions.

Your Guide to Selling Art

Selling Through a Gallery

Galleries work with collectors and art lovers, offering your artwork for sale in a curated setting.

Pros:

- ✓ Privacy – The work is sold privately, with asking prices and final sales prices often kept confidential.
- ✓ Price Control – Unlike auctions, galleries set a fixed price rather than relying on competitive bidding.
- ✓ Expert Promotion – Galleries have expertise in selling to serious collectors, knowing what their clients are looking for and how much they're willing to pay.

Cons:

- ✗ Longer Process – Art can take months or even years to sell.
- ✗ Commission Fees – Galleries take a significant cut, often 40-50%.

Selling Through an Estate Sale

Estate sales are commonly used to sell large collections of items, including artwork, antiques, collectibles, and household contents.

Pros:

- ✓ Efficient Sale – Estate sales quickly sell large quantities of belongings, often in a few days.
- ✓ Whole Collection Sale – If you're selling multiple items, an estate sale is a great way to clear out a collection or the entire contents of a home.
- ✓ Clean Out – Disposal and donation of any remaining items that did not sell can be arranged.

Your Guide to Selling Art

Cons:

- ✘ Lower Prices - Estate sale prices are typically lower than auctions or galleries.
- ✘ Limited Audience - Buyers are usually local unless advertised online.
- ✘ Company Fees - Estate sale companies take a percentage of the total sale, often 30-50%.

Which Option is Right for You?

- If you have **high-value artwork** and want to maximize price, selling through an **auction house** may be best.
- If you prefer a **controlled pricing strategy** and exposure to collectors, consider a **gallery**.
- If you need to **quickly sell a large group of items**, an **estate sale** may be the way to go.

In the following pages, you'll find our expert recommendations for trusted auction houses and estate sale services, along with resources for conservation/restoration and shipping.

Suggested Vendors

<p>LOCAL AUCTION</p> <p>Block Auction House 2440 Goodrich Street Ferndale, MI 48220 (248) 915-8888 info@blockauctionhouse.com www.blockauctionhouse.com</p>	<p>LOCAL AUCTION</p> <p>Chamberlain's Auction Gallery 1652 South Ortonville Road Ortonville, MI 48462 (248) 241-6588 glc4136@aol.com www.chamberlainsgallery.com</p>
<p>LOCAL AUCTION</p> <p>Coughlin's Auctions 2155 Avon Industrial Rochester Hills, MI 48309 (586) 210-8318 sales@coughlinsauctions.com www.coughlinsauctions.com</p>	<p>LOCAL AUCTION</p> <p>DuMouchelle's Ask for Catherine Page 409 East Jefferson Avenue Detroit, MI 48226 (313) 963-6255 info@dumouchelles.com www.dumouchelles.com</p>
<p>LOCAL AUCTION</p> <p>Schmidt's Antiques Ask for Chuck Schmidt 5138 W. Michigan Avenue Ypsilanti, MI 48197 (734) 434-2660 info@schmidtsantiques.com www.schmidtsantiques.com</p>	<p>LOCAL AUCTION</p> <p>Stefek's Auctioneers Ask for Catherine Milewski 20100 Cornillie Drive Roseville, MI 48066 (313) 881-1800 info@stefeksauctions.com www.stefeksauctions.com</p>

Suggested Vendors

NATIONAL AUCTION	NATIONAL AUCTION
<p style="text-align: center;">Bonhams Ask for Natalie Waechter 200 East Randolph Street, Suite 5100 Chicago, IL 60601 (312) 972-2719 natalie.waechter@bonhams.com www.bonhams.com</p>	<p style="text-align: center;">Brunk Auctions 117 Tunnel Road Asheville, NC 28805 (828) 254-6846 consign@brunkauctions.com www.brunkauctions.com</p>
NATIONAL AUCTION	NATIONAL AUCTION
<p style="text-align: center;">Doyle 175 East 87th Street New York, NY 10128 (212) 427-2730 info@doyle.com www.doyle.com</p>	<p style="text-align: center;">Freeman's/Hindman 1550 West Carroll Avenue Chicago, IL 60607 (248) 550-0129 detroit@hindmanauctions.com www.hindmanauctions.com</p>
NATIONAL AUCTION	NATIONAL AUCTION
<p style="text-align: center;">Gray's Auctioneers 10717 Detroit Avenue Cleveland, OH 44102 (216) 226-3300 info@graysauctioneers.com www.graysauctioneers.com</p>	<p style="text-align: center;">Heritage Ask for Roberta Kramer 2801 West Airport Freeway Dallas, TX 75261 (877) 437-4824 x 1759 robertak@ha.com www.ha.com</p>

Suggested Vendors

NATIONAL AUCTION	NATIONAL AUCTION
<p>John Moran Auctioneers 145 East Walnut Avenue Monrovia, CA 91016 (626) 793-1833 info@johnmoran.com www.johnmoran.com</p>	<p>Meander Auctions 6825 State Route 821 Whipple, OH 45788 (740) 760-0012 info@meanderauctions.com www.meanderauctions.com</p>
NATIONAL AUCTION	NATIONAL AUCTION
<p>Neal Auction Company 4038 Magazine Street New Orleans, LA 70115 (504) 899-5329 consignments@nealauction.com www.nealauction.com</p>	<p>Phillips 432 Park Avenue New York, NY 10022 (212) 940-1200 clientservicesnewyork@phillips.com www.phillips.com</p>
NATIONAL AUCTION	NATIONAL AUCTION
<p>Rachel Davis Fine Arts 1301 West 79th Street Cleveland, OH 44102 (216) 939-1190 sell@racheldavisfinearts.com www.racheldavisfinearts.com</p>	<p>Rago Arts and Auction 333 North Main Street Lambertville, NJ 08530 (609) 397-9374 info@ragoarts.com www.ragoarts.com</p>

Suggested Vendors

ESTATE SALES	ESTATE SALES
<p>Aaron's 261 East Maple Road Birmingham, MI 48009 (248) 915-8888 aaron@aaronsestatesales.com www.aaronsestatesales.com</p>	<p>Annette's Artful Solutions Bloomfield Township, MI 48302 (248) 379-0332</p>
ESTATE SALES	ESTATE SALES
<p>Antiques on Main Ask for Robin Cohen (248) 705-9665 aomestatesales@aol.com www.aomestatesales.com</p>	<p>Ashes to Beauty Royal Oak, MI 48067 (248) 890-4910 www.estatesalelady.com</p>
ESTATE SALES	ESTATE SALES
<p>Everything Goes 2625 Orchard Lake Road Sylvan Lake, MI 48320 (248) 672-6663 egoes2001@aol.com www.egoesestatesales.com</p>	<p>Poof Estate Services P.O. Box 20113 Ferndale, MI 48220 (248) 955-3082 contact@poofestateservices.com www.poofestateservices.com</p>

Suggested Vendors

<p>PACKING & SHIPPING</p>	<p>PACKING & SHIPPING</p>
<p>ArtPack Services Ask for Susan Logan Ferry 24650 Crestview Court Farmington Hills, MI 48335 (248) 478-8946 info@artpack.com www.artpack.com</p>	<p>Masterpiece International 2601 Lively Boulevard Elk Grove Village, IL 60007 (779) 220-4860 chi@masterpieceintl.com www.masterpieceintl.com</p>
<p>CONSERVATION & RESTORATION</p>	<p>CONSERVATION & RESTORATION</p>
<p>The Conservation Center Ask for Heather Becker 400 North Wolcott Avenue Chicago, IL 60622 (312) 944-5401 info@theconservationcenter.com www.theconservationcenter.com</p>	<p>Prism Specialties (Formerly Art Recovery Technologies) Ask for Mary Fisher 11847 Levan Road Livonia, MI 48150 (734) 464-8154 www.prismspecialties.com</p>
<p>CONSERVATION & RESTORATION</p>	<p>CONSERVATION & RESTORATION</p>
<p>Fine Art Conservation and Restoration Laboratory of Michigan Ask for Celina Contreras de Berenfeld Ann Arbor, MI (315) 399-2905 info@artconlab.com www.artconlab.com</p>	<p>Lis Art Conservation & Restoration Ask for Jennifer Lis 32427 Schoolcraft Road Livonia, MI 48150 (248) 957-8611 www.artconservationrestoration.com</p>

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For more information, please visit

www.batesartgroup.com

email info@batesartgroup.com

or call (248) 385-2573

