



FINE ART BROKERS

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FINE ART BROKERS
Agents and Advisors to Art Collectors

NEW YORK

LONDON

PARIS



THE COMPLETE ART ADVISORY SERVICE

Fine Art Brokers is a leading art advisory firm with offices in New York, London and Paris. We have different experience and capabilities to other advisors as the two principals have themselves bought and sold more than 5,000 works of art. For over 25 years we have provided advice to private collectors, wealth managers, corporate collections and museums.

Our specialists have a broad range of knowledge and help both new and experienced collectors buy and sell works of art. We present a personal and professional service tailored to each client. We advise on and implement purchases and sales of single works of art from as little as \$20,000, and also act for those building or selling multimillion-dollar collections. We have advised on transactions totaling more than \$450 million.

We carry out due diligence and research, assess investment potential, and save our clients money through our knowledge of the market and our negotiating skills. We keep collectors informed on market trends and price movements, increasing their confidence and knowledge. We offer a full range of collection management services.



Our Services

Buying

- Complimentary initial consultations
- Informed advice on what artists and styles to buy
- Source art using our global contacts
- View works on behalf of clients
- Provide expert and objective recommendations
- Negotiate and bid
- Administrate shipping and installation

Selling

- A comprehensive sale strategy
- Establish optimum sale value
- Orchestrate expertise and certificates
- Broker sales to private clients or dealers
- Option to use our international gallery platform
- Manage all sales administration

Collection Management

- Arrange regular appraisals for insurance, collateral and donation
- Advise on conservation and logistics
- Advise on strategic planning



Commissions and Fees

We work solely in our clients' best interests and maintain complete transparency with regard to negotiations and fees.

A commission is only charged on completed purchases or sales – a 'no win, no fee' basis. This commission includes our time, expertise and administration charges related to a purchase or sale. The discounts we are able to negotiate almost always exceed the commissions we charge.

We charge for direct costs such as framing, transport and condition reports, and charge an hourly rate for collection management services not related to a transaction.

Please contact us for further details:

info@fineartbrokers.com

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OUR INTERNATIONAL TEAM OF EXPERTS

Fine Art Brokers was created by Ray Waterhouse and Jonathan Dodd, who have worked together since 1982 and are also the two partners of the successful art dealership Waterhouse & Dodd. Ray has directed Fine Art Brokers for the last 20 years and works in New York on the Upper East Side, and Jonathan manages the UK side of Fine Art Brokers and the retail gallery in Mayfair, London.

Our formidable team of experts offers the complete art advisory service. We travel to source, inspect and value art wherever needed, and often travel to meet clients in the USA, UK, Europe, the Middle East and Far East.

We provide expertise in many different fields from 19th century art through to Modern and Contemporary art, and work at the highest levels of discretion.

Principal Members of our International Team of Experts



Ray Waterhouse
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Ray Waterhouse has worked in the international art trade for 40 years and has been based in New York since 2011. He travels throughout the States and worldwide in his capacity as advisor to both new and experienced collectors. Ray's main expertise is in Impressionist, Modern and Post-War art, but is also knowledgeable in other areas. Clients have entrusted Ray with the authority to buy individual paintings for over \$22 million without them even viewing. He has helped three clients in particular build museum-class collections and brokered art for major private and corporate clients. He has lectured on art collecting in USA, UK, Europe, the Middle East and Far East.



Jamie Anderson
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Jamie Anderson has been with Fine Art Brokers since its foundation and specializes in Modern British and International Contemporary art. He is experienced in explaining the evolution of modern art to new collectors and helping them establish what areas to concentrate on, as well as working with established collectors looking to refine their collections. He often deals directly with artists, estates and public institutions. He regularly lectures on the art market. He has advised clients on acquisitions as diverse as Walter Sickert, William Scott, Bridget Riley, George Rickey and Claes Oldenburg.

Jonathan Dodd brings more than 35 years' experience of the art market to his role of running Fine Art Brokers in the UK. He specializes in 19th and 20th century European art but his broad knowledge and experience covers most areas of art from the past two hundred years. Jonathan has lectured on collecting art in London, Palm Beach, New York and Hong Kong. He travels widely, most frequently to France and the Netherlands, to view and buy paintings and meet clients, dealers, artists and museum curators. He travels to the USA at least every 8 weeks and advises clients in the UK, Europe and USA.



Jonathan Dodd
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Hélène de Saint Chamas has worked as our representative in Paris for 18 years, and has been invaluable to our success in providing clients with a unique service. With her expertise and eye for a good painting, together with a network of contacts throughout France and other European countries, she has found innumerable wonderful paintings in private collections and from private dealers. Hélène is fluent in English and studied the History of Art and Archaeology at Université La Sorbonne and is an expert in French painting of the period 1840-1960. She was the manager of a leading gallery in Paris for 5 years prior to joining Fine Art Brokers.



Hélène de Saint Chamas
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TESTIMONIALS

Kenneth J. Boudreaux, Ph.D, New Orleans

Not being a professional in art markets, I found myself uncertain about several important aspects of artwork I was interested in acquiring, including reasonable values, price negotiations, the extent to which specific pieces were representative of artists' work, comparable transactions and value trajectories. I chose Fine Art Brokers to be my advisor and representative in negotiations in four recent acquisitions and have been delighted with the results. They have done excellent research, advised me clearly and carefully of their opinions, negotiated prices that I felt were quite reasonable and completed the transactions successfully. I would recommend Fine Art Brokers without reservation.

Paul Brooks, Gold Circle Films, Los Angeles and London

I have personally known and transacted with Jonathan for more than 30 years. Over these years I have bought several paintings from his gallery and also asked him to act as my agent in a number of acquisitions. Jonathan is an outstanding person; always straightforward, acts with absolute integrity and offers the most excellent advice. He will always, without reservation, have my highest recommendations.

Dr R Ghabbour, Cairo and London

When I needed to buy paintings for my new homes I realized that I needed expert help. I studied the Fine Art Brokers website and invited Ray to visit me. I was impressed by his willingness to educate and guide me, and yet leave me free to make my own decisions. He has bought many works of art for me, and is a man of integrity with good buying sources and with a good team around him.

Private Collector, New York

I was recommended to Ray Waterhouse in 2001. Until then I had used a decorator to help me buy art, but Ray introduced a whole new set of criteria, such as condition, quality and price negotiation and has built me an amazing collection of Hudson River School paintings. He has managed to source works from private collectors and even museums that I would never have been able to find on my own. He also does all the hard work and traveling. He knows what I like and presents me with opportunities, and I just say 'yes' or 'no'.



All artworks reproduced in this brochure
have been bought or sold through Fine Art Brokers.
See our website for further information and testimonials.

www.fineartbrokers.com

Please contact us for a free consultation

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