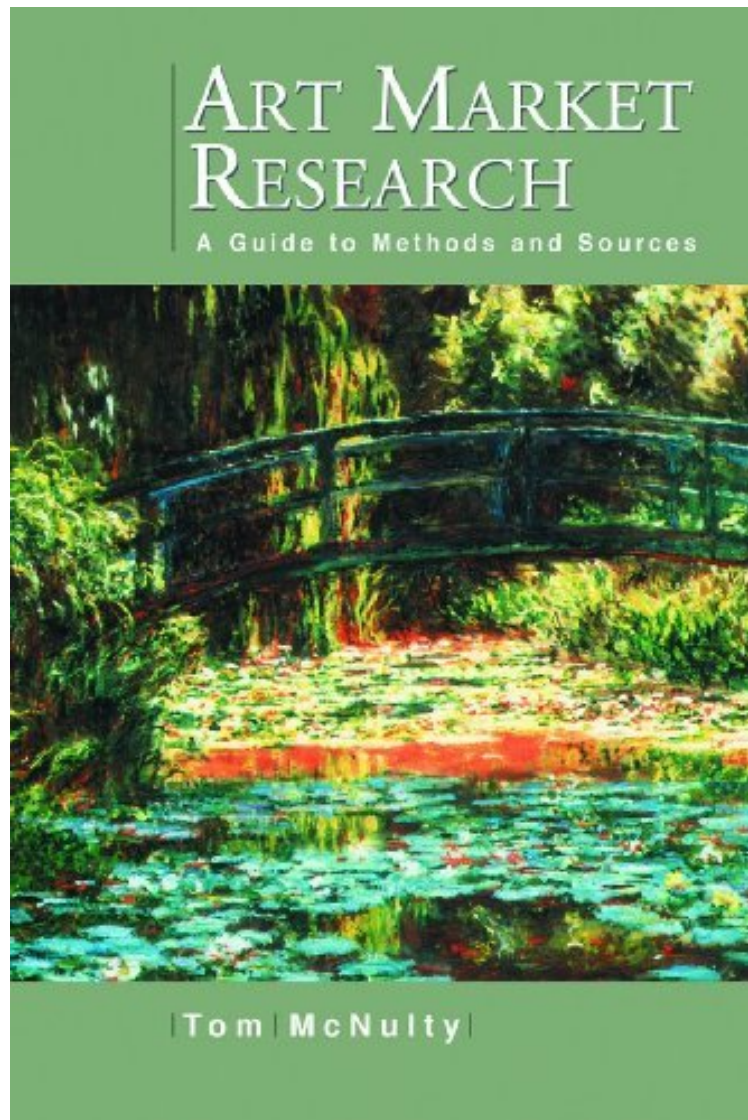


Art Market Research: A Guide to Methods and Sources

Tom McNulty

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Ever wonder if that painting gathering dust in the attic is a lost Rembrandt or a forgotten Van Gogh? Here, you'll find a guide to all the resources you need to make that call. This work gives the reader a broad overview of the contemporary art world, focusing on the myriad factors that go into the valuation of an art work and the various resources available to both novice and expert investor. From the gallery to the auction house, this book explores the major venues of art acquisition. This book is an equally useful tool for researching the value of hand- and factory-made decorative and utilitarian arts, including pottery, glass, porcelain, metal and other media. It introduces basic terminology for the art collector and covers the basics of artwork analysis and documentation, including a concise overview of database researching methods and online resources. Published sources such as artists' catalogues raisonnés, exhibition catalogues, dictionaries and encyclopedias are identified with full annotation provided. Techniques for research into the history and provenance of a work are also discussed. Appendices provide a list of periodicals covering current art market issues and a directory of auction houses with pertinent website information.

"Comprehensive...highly recommended." --Choice"Wealth of information...useful, well-written." --American Reference Books Annual"Detailed...bibliographic references are outstanding." --Midwest Book About the AuthorTom McNulty is the librarian for Fine Arts at New York University's Bobst Library. He is also an adjunct professor of art market research at Sotheby's Institute, New York.