



HOW DIFFICULT IS IT TO **SELL ART?**

As compared to buying and selling stocks, selling art is difficult, costly and takes a long time.

It is difficult because there is no centralized market like a stock exchange. You must figure where and how to sell yourself. If you decide to use an auctioneer you must submit the art for approval. If you want to find a private buyer on your own it is complicated to identify and contact buyers.

It is costly because unless you sell privately; on your own; about a third of the selling price will go to the auctioneer or to the art gallery handling the sale for you.

It takes a long time because auctioneers prepare sales several months in advance. If you want to sell privately it will also take you several months to find a buyer, arrange for examination of the art, negotiate and complete the transaction.

Overall selling art is difficult. You cannot decide to sell today and have the money in a week. It is similar to selling real estate. Think in terms of months before the sale happens.