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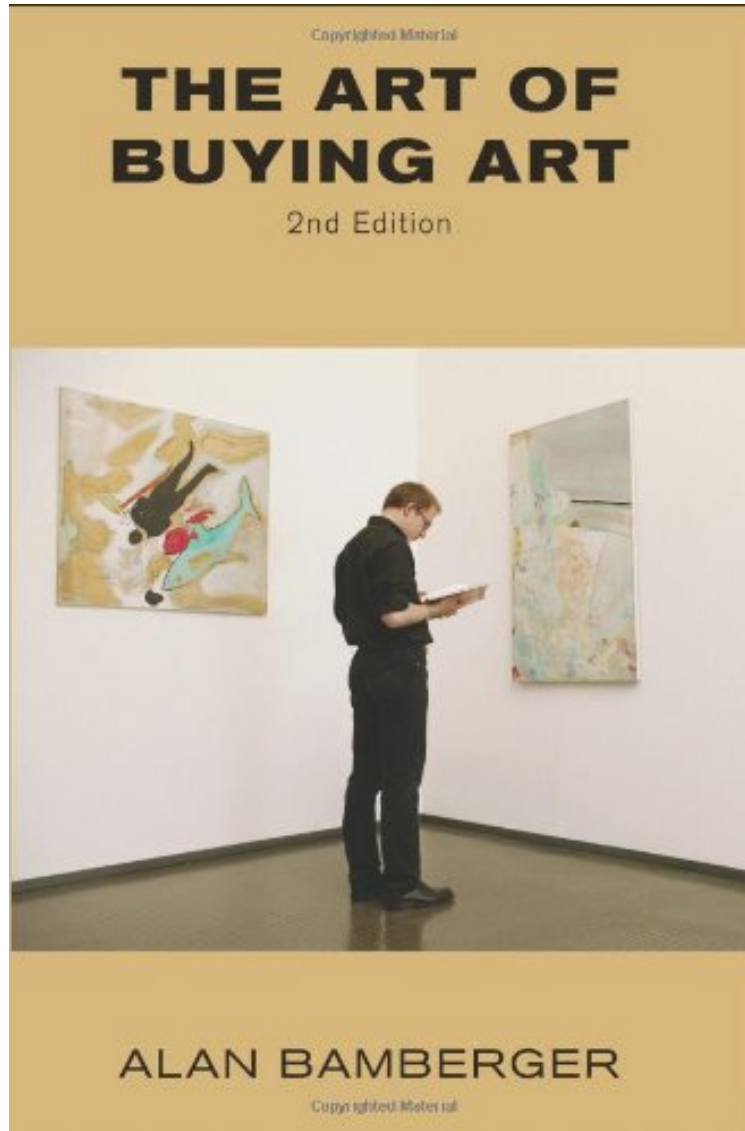
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Alan Bamberger

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(Mobile library) The Art of Buying Art

The Art of Buying Art

Alan Bamberger : The Art of Buying Art before purchasing it in order to gage whether or not it would be worth my time, and all praised The Art of Buying Art:

57 of 62 people found the following review helpful. excellent book for art collectors (or those who want to become collectors).By Oposum in the GardenThis book is not only packed with information, but also is easy to read, in case if some budding collectors are not familiar with the complicated ways of the art world.And seasoned collectors can learn new information also, for this book. As here is no description, nor the possibility to search what is inside the book, let me tell you more exactly what this book is about, what is The Art of Buying Art.The book is divided in four parts, plus

eleven appendixes listing valuable reference materials. The four parts are: Define, Select, Research and Buy. The first parts are more directed toward a novice collector. Define part is about the goals in buying art, how to define what you like—which is very important if someone wants to create a real collection, instead of random bought series of art— and how to enter the art world by discovering it, and original art vs. reproduction. Dealing with your budget, and why art collecting is not only for the rich ones is covered also. I don't list the chapter sequentially, but you get the idea. The Select part is how to deal with the opinions in the art world, and how to take, analyze and understand the info you get from the art world people. Comparison shopping for art, dealing with dealers, (how to interact, etc. and how to spot good dealers, whom you can't trust, how to behave inside a gallery, how to buy directly from artist, how to be a good customer, and why it pays to be a good customer. How to buy on internet and how not to buy art. The Research part is about how the provenance, physical characteristics, condition of art, and importance of an artist influences the value of art. One chapter how to locate and evaluate the information about the artist, another also how to evaluate physical characteristics of art, provenance chapter deals also, in addition to provenance issues, how to create and maintain the files of the collection. Damage chapter: how to spot damage, or damage susceptible art, and how it can affect value. In addition there is a chapter about forgeries, scams and misrepresentations. This is about the criminals operating in the art world, and how to avoid rip offs. Buy part is about the economics of art, there is chapter about facts regarding art and money, another about how to learn to evaluate asking price, how to negotiate (etiquette of negotiation is covered). Make the Buy is about documentation, payment, return and exchange, finalizing the sale, and so on. Two chapters deal with buying art at auctions, regular and internet auction. Those chapters explain the differences between the regular auction houses and internet bidding, how they differ from galleries, auction basics, and common misconceptions, and how to avoid mistakes. There is also a chapter how to build a collection. Appendixes deal with auction records, price guides, appraiser associations, auction houses, artist dictionaries, encyclopedias, art periodicals, art dealers association, and other valuable references. I hope the review helps you to see what to expect. I hope an editorial review will be posted soon. If you are just beginning to collect, or are thinking about collecting, this book will not intimidate you, but properly initiate, the language and explanations are very accessible. If you are collecting already, it is a great resource how to do things right. I recommend this book very highly. Don't forget to do internet research on the author, he is a prolific writer and a gold mine of information. 38 of 40 people found the following review helpful. Good overview about buying art, but too much generic. By M. Bevilacqua. Good book for an overview about buying art. Actually the book is quite generic, so if you change the title it could be reprinted as 'The Art of Buying Cars' ... I would rather appreciate some specific example with known artists, real and known pieces of art and real prices. The examples are very generic, no names, no references so they seem to be almost invented to sustain the book's theories. One more remark is about the excessive emphasis on art gallery dealers. The book is mostly written around them and at the very end you have the impression that buying art is almost impossible without good dealers, that probably is true but at the same time you ask yourself why you bought such a book if a good dealer can be considered as an authority and an indisputable subject matter expert about art ... a synthesis of this book sounds like this: 'Buy the art you like from a reputable art gallery, try to bargain for a good price without upsetting the dealer and ask for the receipt ... ' 1 of 1 people found the following review helpful. Get This! By Lisa R. Not too often do you find excellent scholarship along with savvy business advice (especially on collecting art.) Best book on the subject currently on the market!

The best and easiest-to-understand book on how to buy, sell, evaluate, appraise, and collect art. Soft cover; 284 pages.
By Alan S. Bamberger, noted art expert, author, and syndicated columnist.