

FAMILY OFFICE & UHNWI COLLECTIONS

Building, Managing & Selling a Legacy Collection

Fine Art Partners is exactly that... a partner in fine art to family offices and UHNW individuals for every aspect of collecting. We help a family make decisions that support investment goals, personal tastes, estate planning, future philanthropy, and ongoing art management. We guide individuals in curating collections that support their larger asset portfolio, bring joy in the present, create impact, and secure their family's financial future.

10.4%

Average share of UHNW wealth held in art and collectibles

51%

Wealth managers offering art-related services today. Down from 63% two yrs ago.

\$3.5T

Projected global UHNW art & collectibles wealth by 2030. Up from \$2.56T in 2024

Building

Building well starts with both appetite and access. Our network helps discover acquisition opportunities before they reach a public sale, and we facilitate the decisions that follow, from authenticity and provenance to sale negotiations to installation, insurance and security.

WARNING New York's oldest gallery, Knoedler & Company, sold **\$80M** worth of forged Abstract Expressionist paintings to sophisticated collectors, before it closed in 2011. One family paid \$8.3 million for a Rothko that a forger produced for \$950,000. The gallery's 165-year reputation was the only due diligence most buyers relied upon.

But reputation is not due diligence. The families who bought lacked a guiding hand in the process. Fine Art Partners walks alongside to check all the boxes.

Managing

A collection is only as secure as its weakest link... the frame it hangs in, the climate it sits in, the insurance policy that covers it. We coordinate restoration and conservation, arrange the right storage and security, and keep insurance current as the collection's value changes. Nothing can be left to chance.

WARNING The Palisades Fire, in 2025, destroyed collector Ron Rivlin's home, and more than **200 works** in it including over 30 original pieces by the likes of Warhol, Haring, Hirst, Baldessari, and Scharf. Rivlin was only able to save three prints while evacuating.

Collection management cannot be passive. It's an ongoing and evolving process that is always in play. Fine Art Partners constantly advocates for your collection.

Selling

When it's time to sell or breakup a collection, options are a must. It may be a private sale within our network, a gift to family, or a philanthropic gift to the right institution. First and foremost is a current appraisal as an accurate starting point. Real numbers enable the best decisions.

WARNING Reclusive heiress Huguette Clark left a **\$300 million** estate with much of that in art. There was no settled plan and distant relatives contested her will. The dispute dragged on for two years with \$24.5M in legal fees, so close to 10% of her estate was wasted on attorneys.

Time spent contesting a will kills relationships and keeps funds from being directed to heirs and causes a collection was meant to benefit. An art exit after loss should be chosen not forced by circumstances. Fine Art Partners works with family offices and UHNW individuals to plan well.

Questions to ask:

- Does every acquisition have a non-biased vetting by all the appropriate professionals?
- Is there a regular schedule of refreshing appraisals and maintaining adequate insurance?
- Does anyone outside the family know what's in the collection, where it is, and what it's worth?
- Is there a written plan for how the collection is to be eventually passed on, divided, sold, or donated?
- Who presently coordinates all of this? Is there one point of contact optimizing the collection for the family or individual?

Every conversation with us is confidential.

From the first acquisition to the final transition, Fine Art Partners is your one point of connection. Family offices and UHNW individuals directly benefit from our high touch attention to detail and service.

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Fine Art Partners — concierge fine art sales and services

Sources: Deloitte & ArtTactic (2025); Art Basel & UBS (2025); Knoedler Gallery scandal coverage (CBS News, ARTnews); Rivlin/Palisades Fire coverage (WestsideToday, Jan. 2025); Huguette Clark estate coverage (2013). Prepared by Fine Art Partners for private circulation.