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Collectors Guide 2026

Independent art advisory and collector services

OVER 32 YEARS OF COMBINED EXPERIENCE
CONTEMPORARY ART

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In this guide

This guide covers how we work with collectors, the artists we follow, and the sale results those artists have recorded.

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Welcome to the 2026 Collectors Guide

Hartco Consultancy is an independent art advisory working in contemporary art. This guide sets out how we work with collectors, and what that work involves.

Our approach is full service. We support both seasoned and emerging collectors, from a first acquisition through to the development of an established collection, and we stay involved after the purchase — through authentication, valuation, insurance and secure storage, and through resale when a collector decides to sell.

What we do

- Advise on individual works, and on the shape of a collection
- Search galleries, dealers, auction houses and private collections for the right work
- Review pricing, provenance and condition before an acquisition
- Oversee authentication, valuation, insurance and secure storage
- Manage resale, with discretion, when the time comes

Entering the art market requires specialised understanding, and most of that understanding sits in the detail of one work: who made it, where it has been, how it has been kept, and what comparable works have done at auction.

Within contemporary art we concentrate on a small number of artists, some long established and some early in their career, and we set out our reasoning for each in the pages that follow.

What a collector can expect from us is a reliable standard of service, clear reasoning behind every recommendation, and a team working diligently on their behalf. We hope you find this guide interesting and informative.

Who collects art, and why

Collections are made by very different people for very different reasons. What they tend to share is a long horizon, and a willingness to research before they buy.

Private collectors

There is an established body of collectors who have bought for the sake of the work itself for a long time — following particular artists, periods and schools, and buying with the intention of living with what they buy. Alongside them a younger generation has emerged over the last fifteen years, often beginning with prints and editions and moving into original work.

Corporate and institutional collections

Companies collect too, hanging work in the offices and shared spaces their staff and clients use, and often supporting artists at an early stage of their careers. Museums, foundations and trusts collect for a public purpose: to hold work, to show it, and to keep it in good condition for the long term.

A different kind of access

What has changed most is access to information. Auction results, catalogue entries, provenance records and critical writing that once sat in a dealer's office or a specialist library are now widely available to anyone. A collector can look into an artist, a work and its history well before the first conversation — and we expect them to.

That is good for collectors and demanding for anyone advising them. It means the case for a work has to stand on what can be checked: who made it, where it has been, how it has been kept, and what comparable works realised at auction, on what date.

Taste and evidence

It has long been said that beauty is in the eye of the beholder. In art that is only half the picture. Taste decides whether a collector wants to live with a work; evidence decides whether the price asked for it is fair. Keeping the two apart, rather than letting one do the work of the other, is much of what an adviser is for.

Art markets move in both directions, and a recorded result is a record of what happened on a day. It is not a guide to what a work will do next, and we do not treat it as one.

Everything you can imagine is real.

PABLO PICASSO

Art evokes the mystery without which the world would not exist.

HENRY MOORE

Independent Art Advisory

Independent guidance for collectors acquiring, managing and developing contemporary art collections.

Hartco Consultancy is an independent art advisory, sourcing and supplying original contemporary artwork for private collectors. Unlike a traditional gallery, we are not tied to a single gallery roster or to our own inventory. We source works from trusted galleries, dealers, publishers, auction houses and private collections, and we identify opportunities tailored to each client.

Whether you are making a first acquisition or developing an established collection, our advisers provide discreet, highly personalised support at every stage of the collecting journey.

The service is comprehensive. Beyond acquisition, we oversee authentication, valuations, insurance and secure storage where required, so a work is documented and cared for from the day it arrives. Collection reviews and resale guidance follow, for as long as the collection is with us.

Entering the art market requires specialist understanding, and judgement matters more than speed. We examine provenance, condition, edition and price, and we set out our reasoning so that a work can be weighed against everything else under consideration.

A collection is built over years rather than in a season, and it is looked after in confidence. We work with established and first-time collectors alike, in the United Kingdom and internationally, and every conversation is treated as private.

George Kichenside

Director, Hartco Consultancy

Ashley Eveleigh

Head Art Advisor, Hartco Consultancy

Over 32 years of combined experience. Our advisory team is available by appointment.

How we support collectors

Four areas of work, delivered as one relationship.

An advisory conversation usually opens the relationship; acquisitions, valuations and reviews carry it on. The same two advisers stay with you throughout.

Art Advisory

Independent guidance, from the first idea to the search.

- Independent art advice
- Collection planning
- Artist research
- Acquisition searches
- Market guidance

Acquisitions & Sales

Provenance, authentication and the sale itself.

- Provenance support
- Authentication guidance
- Auction advice and representation
- Private sale introductions
- Resale guidance

Valuation & Collection

Documented, reviewed and valued.

- Independent valuation coordination
- Collection reviews
- Collection management
- Collection strategy

Private Clients

A dedicated adviser, end to end.

- Dedicated art adviser
- Priority acquisition opportunities
- Secure UK and international delivery
- Exclusive Hartco Client Portal

A recommendation is made on the work and the terms in front of us, with the market evidence shown to you. Every figure carries its source and its date.

A clear, considered process

Five stages, run in the same order every time. Nothing is bought on impulse and no step is skipped.

01 **Conversation**

We begin with a conversation about your ambitions, tastes and objectives. There is no fixed brief at this stage. The purpose is to understand what you are drawn to and how you would like the collection to develop.

02 **Strategy**

We develop a collection strategy with purpose, balance and direction. That may be a single significant work or a considered group across media and periods, and it sets out what we are looking for and why.

03 **Sourcing**

We search galleries, dealers, auction houses and private collections to find the right work. Where a piece is held privately or is not on the open market, introductions are made on your behalf.

04 **Due diligence**

We review pricing, assess provenance and coordinate authentication before any decision is taken. Condition, edition and documentation are established, and the evidence behind a figure is set out for you.

05 **Ongoing support**

We provide collection reviews, valuations and resale guidance for the long term, so the collection is looked after as carefully as it was assembled.

Your art journey

Our approach is rooted in expertise, integrity and a light touch.

Initial consultation

We take the time to understand your vision, what you hope to achieve and the budget you have set. The brief comes before any search begins.

Carefully chosen art

We hand-pick works that match your collecting goals and your own taste, and explain why each one belongs.

Exclusive access

Our connections to galleries, private collections and the major auction houses reach works not widely offered. Introductions are made on your behalf.

Transparent pricing

Every figure is shown with the research behind it and how it was reached. Where a figure is our own judgement, we say so.

Bringing art home

We handle the details: negotiation, authentication and safe, secure delivery to you, in the UK or internationally.

Nurturing your collection

We help with ongoing storage, care and insurance, and we advise on resale when you decide the time is right.

On pricing and evidence

You will always see the research behind a figure and how it was reached. Where a price is set by the market we show the comparable results and asking prices behind it, each with its source and its date. Where a figure is our own judgement we say so, and we explain what it rests on. We hold no inventory and represent no single gallery roster, so the advice you are given carries no house interest in the sale.

Looking after the collection

Acquisition is the beginning. The work that follows is quiet, methodical and continuous.

Continued oversight

We provide continued oversight of your collection, maintaining detailed records and identifying opportunities that align with your vision.

Authentication, insurance and storage

Where a work requires it, we coordinate authentication, insurance and secure storage. Documentation is kept with the piece and updated as the collection changes.

Valuations

Valuations are conducted every 6–12 months, supported by relevant market insight. Each one describes your collection at a stated date, with the evidence behind it and the source of every figure.

When you decide to sell

When you decide to sell, we manage the entire process on your behalf. We agree the route to market, prepare the work and its documentation, negotiate and see the sale through. We represent your interests throughout, drawing on our network of galleries, dealers and auction houses, and we work with discretion.

A note on the market. The art market moves in both directions. A recorded sale is a record of what happened on a particular day rather than a guide to what may happen next. Our reviews and valuations describe where a collection stands at a stated date. They are not a statement about what a work may do.

Masters of the Art World

Six artists appear in this section because they are the names the collectors we work with ask about most often. Between them they cover a wide range of practice: installation and sculpture, painting on canvas and on screen, print, street work, urban pop, and a newer generation of British painting.

Each profile sets out what the artist makes, where the work has been shown, and how it is authenticated. Where a sale has been recorded, the price achieved, the date and the source are given in full.

The market moves in both directions. A result recorded in one period tells you what happened in that period and nothing more: the same list of works measured over a different span would read differently.

Every figure in this section is attributed to a named sale and a named date; where a source could not be named, the figure has been left out.

How to read these pages

- Every figure carries its date and its source, and is a position at that date.
- Recorded sales are shown as records of what happened, one sale to a row.
- We show no percentage change and no comparison with any other market.
- Nothing here is a valuation, and nothing here indicates what a work will be worth.

What a profile contains

What the artist makes, where the work has been shown, and how the work is authenticated. Where a sale is quoted, it is quoted in full: the work, the price achieved, the date and the source.

“I dream my painting and I paint my dream.”

Damien Hirst · David Hockney

Damien Hirst

Painter, sculptor and installation artist. Formaldehyde installations, the Spot paintings and the Spin paintings.

A pivotal figure in the Young British Artists movement, Hirst took mortality, medicine and belief as his subject. His installations of animals suspended in formaldehyde defied the conventions of the time, and the Spot and Spin paintings are among the most widely recognised images in contemporary art.

His work is held in museum collections internationally and appears regularly at auction in London and New York.

In 2008 a dedicated sale of new work at Sotheby's London realised £111 million in total, a record at the time for a sale of work by a living artist (Sotheby's London, 2008).

Why the work is collected

- A long-standing museum presence
- An extensive auction record
- A distinct and immediately recognisable visual identity
- Work across painting, print, sculpture and installation

David Hockney

Painter, draughtsman and printmaker. Work spans canvas, print and drawing on screen.

Sir David Hockney is widely regarded as one of Britain's most important living artists. His command of colour, perspective and light runs from the Californian swimming pools of the 1960s and 1970s to the Yorkshire landscapes, and on to the digital compositions he has drawn on screen.

Signed prints, drawings and paintings come to auction throughout the year, and his editions are held in public collections worldwide.

In 2018 *Portrait of an Artist (Pool with Two Figures)* sold at Christie's New York for \$90.3 million, then a record for a work by a living artist (Christie's New York, 2018).

Why the work is collected

- Recognition in museum collections worldwide
- Several decades of records at auction
- Appeal across generations of collectors
- A limited number of major works

“Art's about life and it can't really be about anything else.”

Banksy · Will Teather

Banksy

Street artist. Emerged from Bristol's underground scene; identity not public.

Banksy came out of Bristol's underground scene and reshaped street art with stencil work that addresses authority, consumerism and conflict. He has kept his identity private, and the anonymity has become part of how the work is received.

Authentication runs through Pest Control, the body that verifies works attributed to him. A certificate from Pest Control is the practical basis on which his work changes hands, and it is the first document we ask to see.

Show Me the Monet sold at Sotheby's London for £7.5 million in 2020 (Sotheby's London, 2020). Signed screenprints, including *Girl with Balloon*, are among the works most often offered at auction.

Why the work is collected

- Recognition well beyond the art world
- Authentication strictly controlled through Pest Control
- Work held in public and private collections internationally
- A record of repeated appearances at auction

Will Teather

British figurative painter, drawing on the Baroque and Flemish traditions.

Will Teather is a British figurative painter whose work sets classical technique against a theatrical narrative. He draws on the Baroque and the Flemish tradition, placing enigmatic figures in carefully constructed settings: historical craft applied to contemporary storytelling.

He has exhibited internationally, including at Art Rooms London and RJD Gallery New York, and has built a committed base of private collectors.

Original paintings are offered through the galleries that represent him. Where we quote an asking price for a particular work we give the date and the source of the figure, and mark it as an asking price rather than a valuation.

Why the work is collected

- Command of figure, surface and technique
- An international exhibition record
- A private collector base built over several years
- Figurative painting with a grounding in historical practice

No auction result for Will Teather's work is quoted in this guide. The figures available to us are gallery asking prices drawn from records we cannot name, and a range of asking prices is not a recorded sale.

Mason Newman

Mason Newman

British contemporary artist working across pop culture, street aesthetics and social commentary.

Mason Newman belongs to a newer generation of British artists working across pop culture, street aesthetics and social commentary. His bold compositions take celebrity, identity and consumerism as their subject.

He was recognised in Forbes 30 Under 30 Europe (Art & Culture). His work is offered as limited editions and as original canvases through the galleries that represent him.

One recorded sale of an original canvas appears in the table that follows: £9,375 in 2025, as published by Mutual Art Auction Records. The work's title is not reproduced in this guide.

Why the work is collected

- An international profile developed early
- Collaboration beyond the art world
- Editions and original canvases offered through primary-market galleries
- Work collected by a younger collector base

An early stage is a fact, not a prediction

Mason Newman is at an early point in his career. That is a description of where he is now, and it is recorded here as such. It is not a prediction, and we do not present the early work of any artist as an opportunity.

- We describe practice, medium and exhibition history, because those can be checked.
- We describe authentication requirements, because they decide whether a work can be offered at all.
- We publish a figure only where we can name the sale, the date and the source.
- We do not describe a career stage as a reason to buy.

Rich Simmons

London-based British artist. Hand-cut stencils, street art and pop imagery.

Rich Simmons is a London-based British artist who brings the energy of street art together with the visual language of pop: entirely self-taught, he began painting on city walls and works with hand-cut stencils and the graphic precision of comic-book art. His subjects come from pop culture and iconography, and the work turns on identity, duality and contradiction, with humour and irony close to the surface. He calls his own territory Pop Punk Art.

His work was included in *Men of Steel, Women of Wonder* at the Crystal Bridges Museum of American Art, the San Antonio Museum of Art and the Addison Gallery of American Art in 2019. He has shown internationally, including in London, New York, Paris and Geneva, and painted a public mural for YOTEL London. He founded Art Is The Cure, a mental health movement, in 2008.

Two recorded results are reported in this guide: a work sold at Bonhams London's Urban Art sale in 2011, which appears in the table that follows, and a charity sale at Christie's London in 2018, described below because a charity price is not a market price.

Why the work is collected

- Hand-cut stencil technique
- A museum exhibition record
- An international exhibition history
- Public mural commissions in London

A charity sale is not a market price

One work by Rich Simmons sold for £52,000 at a Christie's London charity auction in 2018, with the proceeds going to Gracious Hearts UK. It is recorded here, with its date and its source, because it took place.

It is not in the results table that follows. At a charity sale the price reflects the cause as much as the work, and setting it beside a market result would misrepresent both.

Bonhams London, 2011

A work by Rich Simmons sold at the Urban Art sale at Bonhams London in 2011 for £8,000. It appears in the table that follows as one recorded sale, with its date and its source. Original work and editions are offered through the galleries that represent him.

Recorded Results

Sales published by the houses named in the final column: one sale to a row.

WORK	PRICE ACHIEVED	DATE	SOURCE
Damien Hirst, dedicated two-day sale	£111 million, sale total	2008	Sotheby's London
Rich Simmons, Urban Art sale, 2011	£8,000	2011	Bonhams London, as recorded by the artist
David Hockney, <i>Portrait of an Artist</i>	\$90.3 million	2018	Christie's New York
Banksy, <i>Show Me the Monet</i>	£7.5 million	2020	Sotheby's London
Banksy, <i>Love Is in the Bin</i>	£18,600,000	2021	Sotheby's
Mason Newman, original canvas	£9,375	2025	Mutual Art Auction Records

These are records of sales that took place on the dates and from the sources stated. The market moves in both directions, and a different period would show a different picture. Nothing here indicates what any work will be worth.

What is not in this table

- No percentage change between two sales of one work, and no comparison with share indices or with any other market.
- No figure we cannot attribute to a named sale, a date and a source.
- No asking prices: a gallery asking price is not a recorded sale, and is not shown as one.
- No charity auction results: the price at a charity sale reflects the cause as much as the work, so such a figure is quoted in the artist's profile, labelled as a charity sale.

Where two sales of the same work exist, one is shown: an earlier and a later figure side by side implies a trend, whatever the heading says. Sources: Sotheby's, Christie's, Bonhams and Mutual Art Auction Records, as published.

Thank You

Thank you for taking the time to read our 2026 Collectors Guide. To arrange a complimentary consultation, or to discuss a project, we would be delighted to hear from you.

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