



A Cartier silk clutch with a diamond, onyx, and platinum panther adornment sold for \$51,000 in June 2015.

GROGAN & COMPANY

Boston, U.S.

ESTABLISHED:
1987

SPECIALTIES:
Fine art and jewelry

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Michael B. Grogan, President

What was your most successful auction in the past year?

On December 14, 2014, we held the first auction in our new location, on Boston's historic Beacon Hill. We had spent the previous six months designing and building out the space, so it was with much satisfaction and pride that Grogan & Company, in our 27th year, held this inaugural auction at our new premises. The combination of the new gallery, holiday spirit, clients new and old, and the quality of works being offered resulted in a successful sale by all accounts.

circa 1920, in our June 21, 2015, auction with an estimate of \$2,000 to \$4,000. This estimate seemed reasonable until we discovered a faint marking on the clasp that appeared to be for the esteemed Parisian jeweler Boucheron. We added this information to the cataloguing, and international inquiries poured in. On the day of the auction, active bidding ensued for several minutes until a phone bidder prevailed at \$84,000. The sautoir will become a part of his private collection.

How have online auctions changed the way you do business?

The Internet has fundamentally changed our relationship with buyers. It has given us direct access to the end user, eliminating the traditional middle man. It has also required us to be more thorough in our photography and cataloguing, as many buyers are bidding sight unseen.

What other trends do you see influencing the market?

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joined the firm in the spring of 2013, her primary focus has been building our jewelry department. In the last year, our top five lots were jewelry, as were over one-third of the lots that sold over \$20,000.

Where would you like to take the company in the next several years?

In the next several years, I anticipate continuing the trajectory we are on toward smaller auctions with more valuable items. Our particular emphasis is on jewelry, paintings, and special collections.

What one thing do you wish more collectors knew?

I wish more collectors knew how easy it is to access items in their individual collecting fields through online bidding platforms like Invaluable, BidSquare, and LiveAuctioneers.

Do you have a collecting obsession? If so, what purchase are you most proud of?

My wife and I met in the late 1970s as colleagues at Sotheby's New York.

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Which lot was the most exciting or surprising?

We included an Art Deco platinum, onyx, turquoise, and diamond sautoir.

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What part of your business saw the most growth in 2014?

Jewelry. Since my daughter, Lucy,

Do you have a collecting obsession? If so, what purchase are you most proud of?

My wife and I met in the late 1970s as colleagues at Sotheby's New York. From the Alexander Calder gouache over our mantle to the Art Deco engagement ring on her finger, buying quality items at auction is our shared passion.