

THE BAER FAXT

January 25, 2024

News / People

- **Pace Gallery** now represents the **Paul Thek** estate globally.
- **Lisson Gallery** now represents **Hiroshi Sugimoto** globally and **Elaine Cameron-Weir**, who is also represented by **Hannah Hoffman** in Los Angeles.
- **High Art** now represents **Karla Kaplun** and **Michael Ho**.
- **MASSIMODECARLO** now represents **Nicole Wittenberg**.
- **Rick Wester Fine Art** now represents **Torrance York**.
- **James Fuentes** now represents **Elsa Rensaa**.
- **Dr. Roslyn Adele Walker** has been named curator emerita by the **Dallas Museum of Art**.
- **Max Hollein** has been elected to the **Andy Warhol Foundation's** Board of Directors.
- **Gary Waterston** has been appointed as executive vice president of global sales and operations at **Pace Gallery**.
- **Michèle Sandoz** has been appointed managing director of **Grisebach** Switzerland.
- **Sean Horton** has been appointed senior director, and **Parker Jones** has been appointed managing director at **MARC STRAUS Gallery**.
- **Marie-Anne McQuay** has been appointed as curator for the 2025 edition of **Liverpool Biennial**.
- **Cecilia Alemani** has been appointed as curator of 12th **SITE SANTA FE International**.
- **Andrés Perez** has been appointed as the director of development at **Tate Americas**.
- **Mary Ryan** has been appointed chair of The Art Show Committee at **Art Dealers Association of America**.
- **Amayès Aouli** has been appointed as global head of Wine and Spirits at **Bonhams**.
- **Phillips'** Evening & Day Editions totaled £4.2 / \$5.4 million with 93% sold by lot.
- **United States Artists** has announced the 2024 awardees of its Fellowship program, awarding \$50,000 each to 50 artists and collectives across the U.S. and Puerto Rico.
- **The Helen Frankenthaler Foundation** has announced the expansion of its **Frankenthaler Climate Initiative**.
- In case you missed the tragic news, art dealer **Brent Sikkema** was killed in Brazil last week.
- The artists **Robert Whitman** and **Carl Andre** have died.
- **Baldwin Contemporary** is looking to hire a sales director.

The Bare Facts

Once again, it's OG time—this time about the proliferation of artists who work with multiple galleries, often spread across the globe. The old days had 1 rep per artist—kinda Mom or Dad in charge of everything from creative to business for each artist.

Since galleries now work with dozens or even more than 100 artists, that's no longer viable. Imagine just talking 1 hour per week per artist—that would leave no time for what has become the gallery's main/sole focus: selling the art.

The art market is so much bigger and so much more global; it is impossible for any one gallery (unless they are mega or "mega minor" and have multiple locations) to touch all bases. It has also spurred more artist agents.

This may all seem common sense and a bit obvious, but one other point that's beneath the surface—artists like and perhaps benefit from the competition over them BETWEEN their galleries. At its worst, it's almost sadistic how they can operate

The Baer Fxt +

The first episode of **Baer with Me**, our new mini-series of **The Baer Fxt Podcast**, is out today. Hosted by **Luyang Jiang**, our President and Executive Producer of our podcast, **Baer with Me** builds on our past episodes featuring **Josh Baer's** insights on the current state of the art market. Listen today wherever you get your podcasts to hear Josh's predictions for the art business in 2024—how to buy the dip, a comeback for NFTs, and the bull market to come.