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THE ASSOCIATION OF
ART & ANTIQUES DEALERS

DEVELOPED
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Selling Online:
A Guide to Vintage and
Antiques Marketplaces

Alexa Hampton



STACEY TIVERON

FOUNDER & CEO
RONATI

» Our goal is to connect you with buyers from across the globe, increase your online sales, and help your business thrive.

For more than two years, the Ronati team has been working closely with dealers in the UK and the USA to create a simple-to-use tool to help increase online sales.

Increasing sales means growing the number of connections you have to potential buyers. With over two billion people purchasing online in 2019, selling your inventory online can result in a dramatic increase in the bottom line. You just need to select the online sales channels that cater to your buyer type.

The fastest way to either begin online selling, or to increase your online sales is by identifying the marketplaces that are most appropriate for your business in style, period, price, maker, and type of buyer. These established marketplaces have invested years building communities of buyers, listing your pieces on them gives you instant access to the worldwide market.

The number one question we hear is, “What marketplaces should I list on?” Our answer is Ronati’s 2020 *Guide to Vintage and Antiques Marketplaces*.

This comprehensive guide gives you an overview of the marketplaces that cater to buyers who love vintage and antique pieces and who purchase online.

Our goal is to connect you with buyers from across the globe, increase your online sales, and help your business thrive.

Stacey Tiveron

For context, Ronati has been tackling the problem of dealers having to login to multiple marketplaces to upload, create, maintain and track their one-of-a-kind stock online. Ronati’s eCommerce Manager provides sellers the power to list, edit and manage it all from a single location.

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FREYA SIMMS

CEO
LAPADA

» The recent outbreak of Covid-19 has had a huge impact on our trade and meant the near-complete elimination of face-to-face business.

At LAPADA, the Association of Art & Antiques Dealers, we have been working hard to support our members and the wider trade by offering the tools to help dealers maximize their online presence and find new online opportunities and markets.

The official launch of Ronati could not come at a more valuable time for dealers. LAPADA is delighted to partner with Ronati to present this 'Selling Online' guide, an invaluable resource for art and antiques dealers to help navigate the multiple platforms available to the trade and to understand which are the most suitable marketplaces for their stock. If you want to get ahead, you have to get online.

Freya Simms

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Overview A-H

MARKETPLACE	FOCUS	SET-UP COST	FEES	COMMISSION
1stDibs	Global	Set-up costs vary	\$1,000+ monthly fee	15% commission plus 3% credit card transaction fee on all sales below \$10k
2Covet	Global	Set-up cost £0	£195 monthly fee, discounts available for annual subscriptions	None
Antiques.co.uk	Global	Set-up cost £50	£3.75 per listing fee 100 listings £200 yearly fee 250 listings £400 yearly fee Unlimited listings £500 yearly fee	None
ArtNet	Global	Set-up cost \$0	\$150 per listing fee for reserve price of \$15,000 and under	\$3,000-\$5,000: 15% \$5,001-\$10,000: 10%, \$10,001-\$15,000: 5% \$15,001 and above: 0%
Artsy	Global	Set-up costs vary	Monthly fees are based on partner inventory	Varies
BADA	US / UK	Set-up cost £0	£800 +VAT yearly fee	None
Chairish	US	Set-up cost \$0	Three levels of sellers: Consignor has 1-9 active listings and no monthly fee Professional has 10+ active listings and no monthly fee Elite has 10+ active listings and \$149 monthly fee (when accepted)	\$1-\$2,500: 20% \$2,501-\$25,000: 12% \$25,001 and above: 3%
Dalton Bain	US	Set-up cost \$0	None	Varies
Decorative Collective	UK / EU	Price on application	Monthly fee	None
eBay	Global	Set-up cost \$0	50 free listings then \$.30 per listing fee	Varied commission starting at 12%
Etsy	Global	Set-up cost \$0	No monthly subscription fee, \$15 monthly fee for Etsy Plus (when accepted), \$.20 per listing fee	8% commission on all sales below \$10k
Hemswell Antique Centres	Global	Set-up cost £100	None	5% if dealer uploads their listings, 10% if Hemswell uploads their listings
The Hoarde	UK / EU	Price on application	Monthly fee	None

Please note: All costs, commissions, and requirements listed are subject to change. Individual marketplaces have their own terms and conditions which are subject to change at any time. Some marketplaces have optional and mandatory sales and promotions that dealers are asked to participate in.

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Overview I-Z

MARKETPLACE	FOCUS	SET-UP COST	FEES	COMMISSION
InCollect	Global	Set-up costs vary	\$150-\$200 monthly fee	None
Instagram	Global	Set-up cost \$0	Ad campaign fees vary	None
LAPADA	Global	Set-up cost £200	£525 annual membership fee, £50 monthly fee	None
Lorforde	UK	Set-up cost £0	Monthly fees vary based on size of stand	15%
LoveAntiques	UK	Set-up cost is first month's fee based on number of listings	£39.99 +VAT monthly fee for 150 listings £59.99 +VAT monthly fee for 600 listings £19.99 monthly fee for a website	None
MasterArt	Global	Set-up cost £0	Yearly fees vary	None
Pamono	UK / EU	Set-up cost £0	£59 monthly fee for the basic package £89 monthly fee for the pro package £179 monthly fee for the premium package	£1 - £6,000: 20% £6,001-£10,000: 15% £10,001 and above: 10%
Ruby Lane	Global	Set-up cost \$0	\$54 monthly fee \$0.01-\$0.30 per listing after your 50 items limit is met	6.7% service fee on sales
Salvo	US / UK	Set-up cost for Salvo Business users £42. Set-up cost for Salvo Code members £150	Business users have no yearly fee £150 yearly fee for Salvo Code members	Online shop for Salvo Code members, commission to be determined
Selency	UK / EU	Set-up cost £0	None	18% commission including tax (15% excluding tax) for professional sellers, 25% including tax for private sellers
Selling Antiques	US / UK	Set-up cost £399	£24.95 +VAT monthly fee for under 75 listings £90 +VAT monthly fee for 76-150 listings £124 +VAT monthly fee for 151-250 listings £225 +VAT monthly fee for 251-350 listings £331 +VAT monthly fee for more than 350 listings £399 for a website	None
Sotheby's Home	US	Set-up cost \$0	None	Commissions start at 20% for express service, and at 25% for full service
Vinterior	UK / EU	Set-up cost £0	None	15%

Please note: All costs, commissions, and requirements listed are subject to change. Individual marketplaces have their own terms and conditions which are subject to change at any time. Some marketplaces have optional and mandatory sales and promotions that dealers are asked to participate in.

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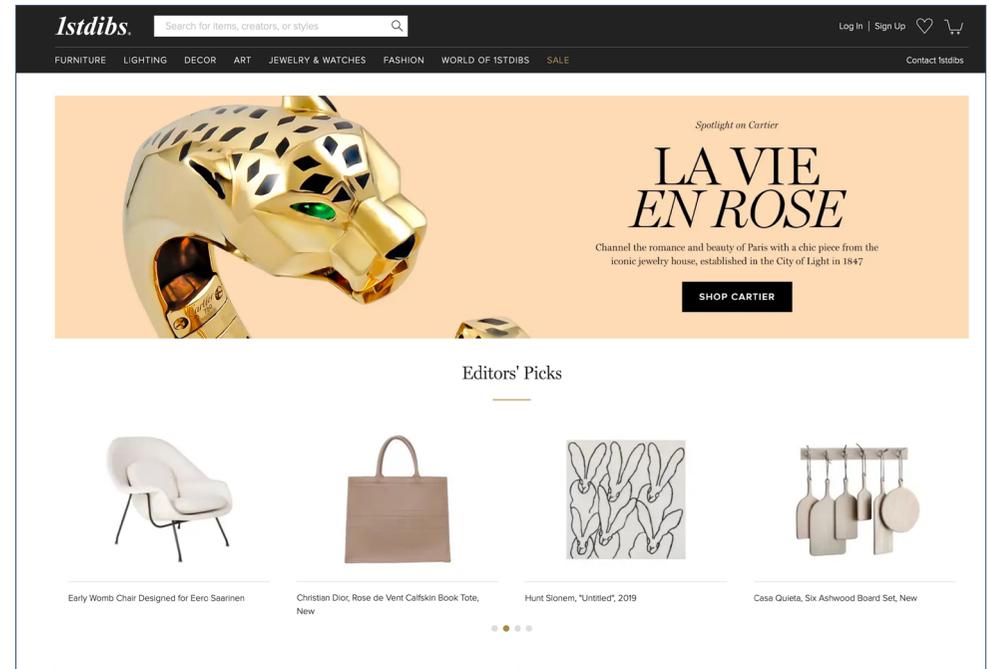
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1stDibs is a globally recognized marketplace founded in 2001 that ushered antiques into the 21st century. With over one million pieces offered on its e-commerce marketplace, 1stDibs is a go-to site for interior designers and discerning buyers who are looking for high-end designer furniture, art, jewelry, and clothing. While mostly specializing in antique and vintage pieces, it also allows you to post items by hot and up-and-coming artists and designer brands. Remember one thing when listing on 1stDibs: Luxury. As a global marketplace, 1stDibs has offices in several countries, and each dealer is assigned an account representative.

BUYERS	Interior designers and customers with high budgets.
WHAT SELLS	High-end designer pieces including antique, vintage, and new furniture, lighting, decorative accessories, art, jewelry, and fashion.
REQUIREMENTS	Must apply online and have industry references to join.
COST	Set-up costs vary, \$1,000+ monthly fee, 15% commission plus 3% credit card transaction fee on all sales below \$10k.

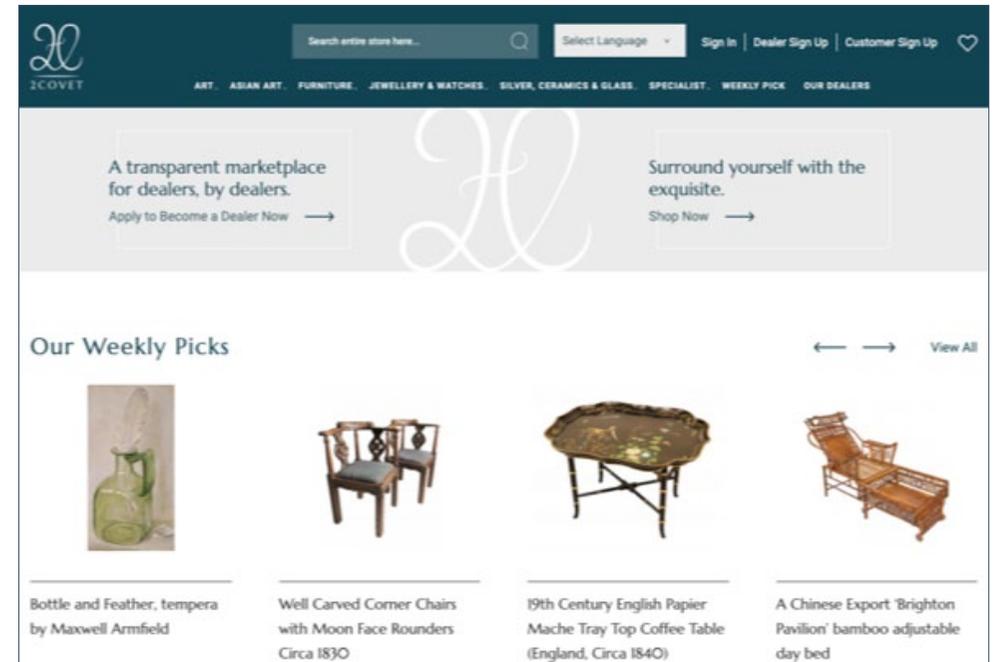
» 1stDibs could be the ideal marketplace for seasoned dealers who have established themselves in the industry and built a high-level inventory that caters to their client base. All dealers are vetted, and pieces listed on this platform are expected to be authentic, described correctly, and of high quality. 1stDibs dealers are provided with a dedicated account manager to help them succeed on the site.





Founded by dealers for dealers, 2Covet provides a transparent, reliable marketplace that connects world-renowned dealers and their most exceptional pieces with discerning buyers and collectors, in order to foster mutually beneficial relationships. Launched in the UK in 2020, the site is building a subscriber group of high-end British antique dealers selling on a global landscape.

BUYERS	High-level trade and private collectors.
WHAT SELLS	High-end antiques and collectibles including furniture, decorative accessories, tabletop, art, and jewelry.
REQUIREMENTS	Must apply online. Vetting procedure in place.
COST	Set-up cost £0, £195 monthly fee, discounts available for annual subscriptions, no commission.



IN THE WORDS OF 2COVET

» "2Covet will never charge dealers commission, meaning customers will always be able to shop exceptional pieces without inflated prices. 2Covet has been built by dealers and therefore offers a unique marketplace which considers both the dealer and the customer. Our mission is to connect discerning antique collectors, interior designers and art enthusiasts with the best dealers in the world."

This UK based site is one of the industry's highest-ranking antiques sites on search engines. It is perfect for getting high visibility and for selling a wide range of antiques. Antiques.co.uk sends out newsletters featuring the best and most popular antiques to over 30,000 subscribers monthly, consistently bringing customers back to view your items. Buyers can also set up automated searches to notify them by email of new items matching their searches.

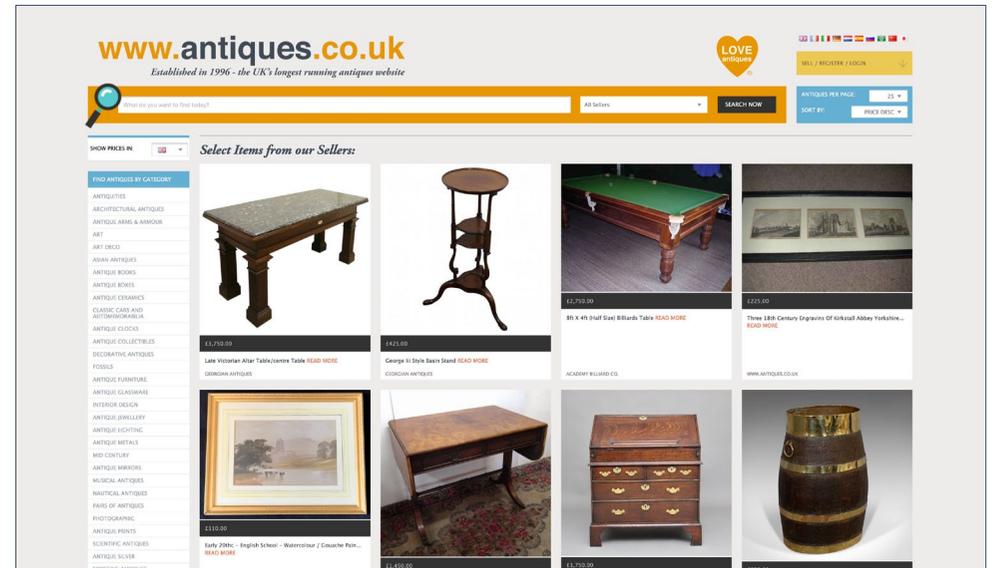
BUYERS A wide range of customers including private buyers, collectors, and interior designers.

WHAT SELLS A wide range of antique and vintage pieces including furniture, lighting, art, decorative accessories, tabletop, architectural, and jewelry.

REQUIREMENTS Must apply online.

COST Set-up cost £50
£3.75 per listing fee
100 listings £200 yearly fee
250 listings £400 yearly fee
Unlimited listings £500 yearly fee
No commission

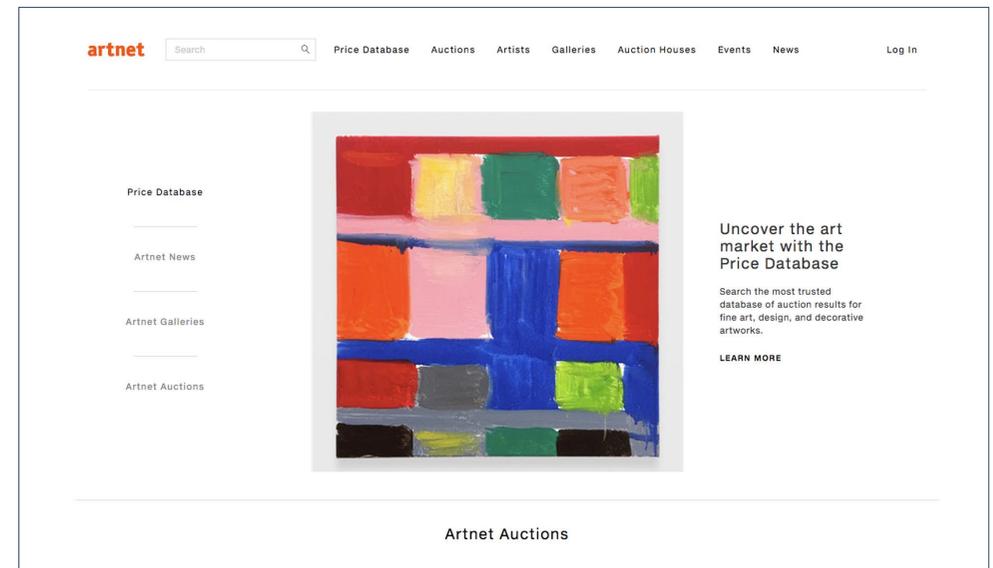
» If you're a dealer who is just starting to sell online, this could be an ideal fit. With good online visibility and no commission on sales, Antiques.co.uk allows you to start selling online to a broad audience. They also offer a "Pay as you go" option for dealers who want to try selling online but aren't ready to commit to a subscription account. A "Pay as you go" account allows you to pay £3.75 individually for your listings.



Artnet offers online auctions and immediate purchases of modern and contemporary paintings, prints, photographs, and more. Art galleries can apply to become a member of The Gallery Network, which allows you to gain global visibility by promoting your artists and events to Artnet's 31 million annual users. Individual sellers can also submit their artworks for approval by Artnet. As a seller on Artnet, you are assigned a dedicated specialist who can help you set an estimate for your piece and provide you with a sales strategy.

BUYERS	Art collectors and buyers with high budgets.
WHAT SELLS	Modern and contemporary fine art.
REQUIREMENTS	Register an account and submit a seller's application online.
COST	Set-up cost \$0 \$150 per listing fee for reserve price of \$15,000 and under \$3,000-5,000: 15% \$5,001-10,000: 10% \$10,001-15,000: 5% \$15,001 and above: 0% A 20% buyers premium on all purchases is charged to buyers

» As a seller on Artnet, your lots are eligible to be sent out in Artnet Auctions weekly newsletters, Artnet monthly newsletters, and published on their high-traffic homepages. This is an ideal way to get your pieces in front of potential buyers who are looking for specific styles or works by particular artists.



Artsy is an art-centered online marketplace that is focussed on helping buyers find pieces of fine art for their collections. To list an artwork on Artsy, you must either become an Artsy partner or submit an artwork to be consigned by an existing partner. Sellers wishing to become an Artsy partner must apply online and satisfy inventory quality requirements. Approved partners can have unlimited listings with a variety of e-commerce and inquiry-based selling options. These listings are served to Artsy's 2 million-plus art collectors through personalized discovery and curation on Artsy's website and iOS app. Sellers may also consign an artwork on Artsy. For details about the consignment process, see Artsy's website.

BUYERS

Art collectors in the US and around the world, with art dealers, galleries, and auction houses also taking works for consignment.

WHAT SELLS

High-level art.

REQUIREMENTS

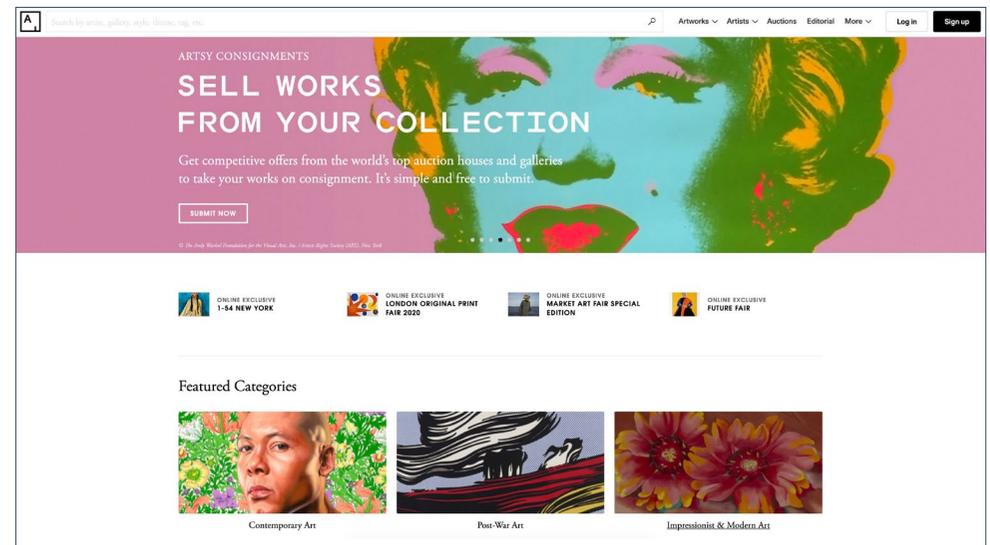
Partner applications and consignment submissions approved by Artsy.

COST

Set-up costs vary, monthly fees are based on partner inventory, commissions vary. For consignments, there is no fee for Artsy to assess your piece and match you with interested partners. Once matched, commission and fees vary.

IN THE WORDS OF ARTSY

» "If you are an experienced art dealer, Artsy is a great site to get exposure to new clientele and sell your desirable pieces. Collectors on Artsy are motivated by an interest in specific artists, so dealers with in-demand artworks will do well."



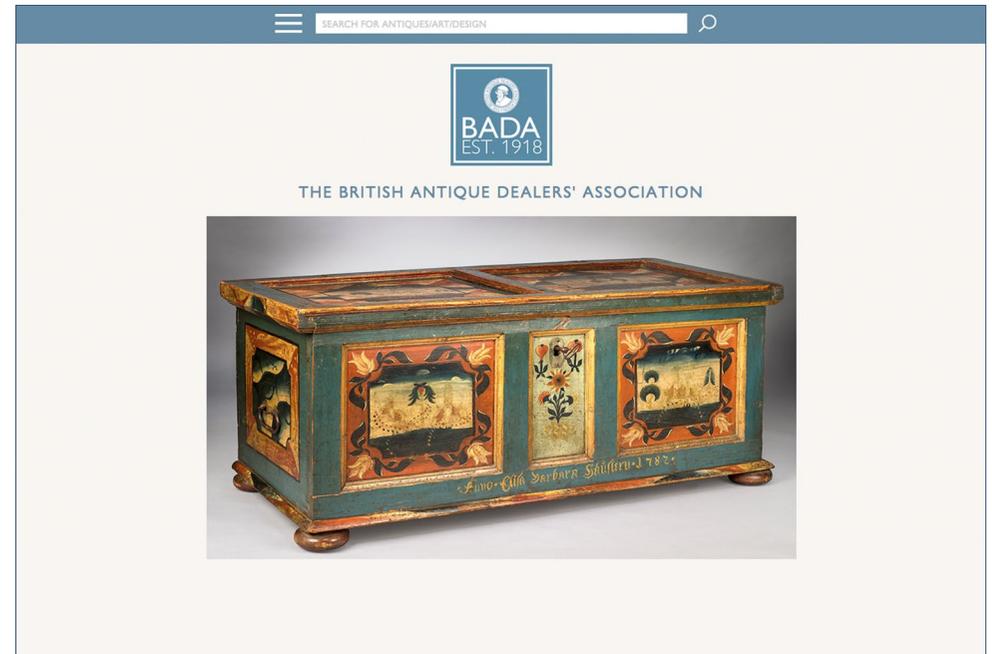


The British Antique Dealers Association (BADA) was founded in 1918 to bring together the most experienced, and most trusted antiques, fine art, and high-end design dealers in the UK. BADA now allows dealers with a similar profile based outside the UK to become members. Members are carefully vetted and selected for their wealth of experience, professional integrity, and the exceptional quality of their stock. Many BADA members are internationally recognized for having unparalleled knowledge in their chosen fields. Launched in 2018, bada.org is a high-end showcase platform, designed exclusively for the use of the association's members and is a complimentary benefit of membership. No transactions occur on the site – an interested buyer is put directly in touch by email with the dealer who has listed the item.

BUYERS	A wide range of national and international collectors.
WHAT SELLS	Antique items of high quality and established provenance including furniture, lighting, art, and more.
REQUIREMENTS	Vetted application process, at least 3 years experience in the trade, VAT registered.
COST	Set-up cost £0, £800 +VAT yearly fee, no commission.

IN THE WORDS OF BADA

» "With more than 1,000 new objects uploaded every month, bada.org is the fastest growing platform within the fine art and antique sector and has built an online inventory of 30,000 items in its first two years of operation. All items are eligible for a Certificate of BADA Provenance and buyers are protected by the association's strict code of conduct, to which all members must adhere."



Chairish

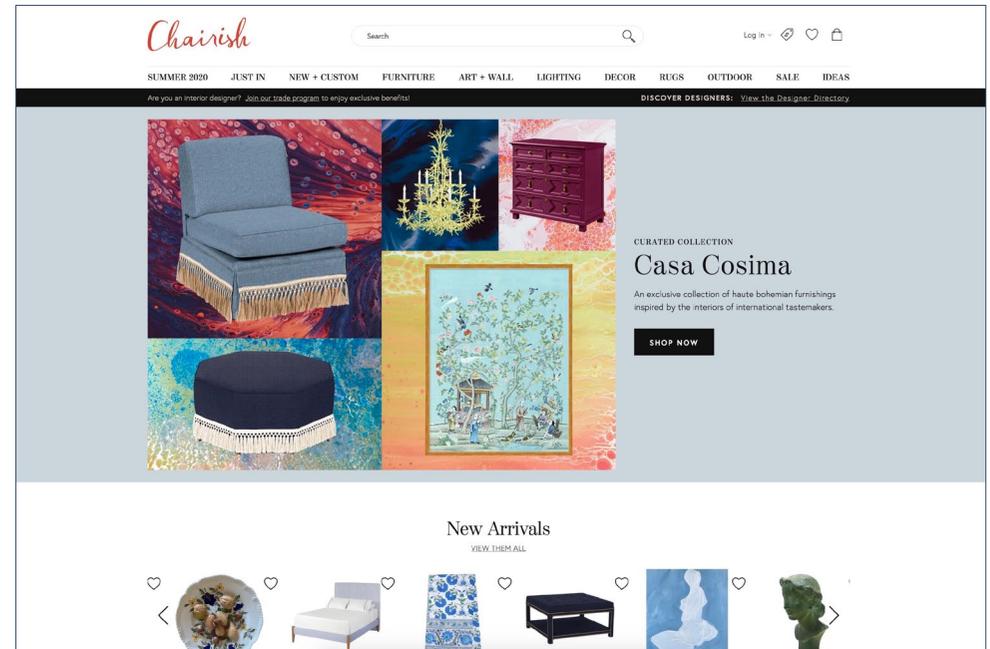
www.chairish.com

US

Chairish is an excellent site for selling antique and vintage furniture, art, decorative accessories, and jewelry. It has a robust online presence and offers special curation tools to support market listings. Chairish is design-centric and curates featured sales regularly, highlighting listings from its dealers in special marketing campaigns. It is also free to sign up and post items. Chairish appeals to a young upper-middle-class crowd who wants to decorate with trendy, vintage furniture, and art.

BUYERS	Interior designers and clients with mid to high budgets.
WHAT SELLS	A wide range of antique and vintage pieces with a strong focus on decorative value including furniture, lighting, art, decorative accessories, rugs, and outdoor pieces.
REQUIREMENTS	Items must be submitted and approved by Chairish curators.
COST	Set-up cost \$0 Three levels of sellers: Consignor has 1-9 active listings and no monthly fee Professional has 10+ active listings and no monthly fee Elite has 10+ active listings and \$149 monthly fee (when accepted) Commission ranges are \$1-\$2500: 20%, \$2501-\$25,000: 12%, \$25,000+: 3%

» Chairish is a great place for dealers to advance their online presence with no start-up cost. Use this site for mid to high priced pieces that are ready for immediate use. With its strong focus on decorative value and quality, Chairish has become a go-to resource for interior designers.



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DALTON
BAIN

www.daltonbain.com

US

Dalton Bain is an online marketplace based in the USA that brings a tried-and-true brick and mortar model into the digital age without sacrificing the integrity of a legacy art form. Dealers selling on Dalton Bain cater to discerning private clients as well as interior designers. This site encourages direct communication between buyers and sellers and utilizes an advanced shipping network to ensure timely and affordable shipping options.

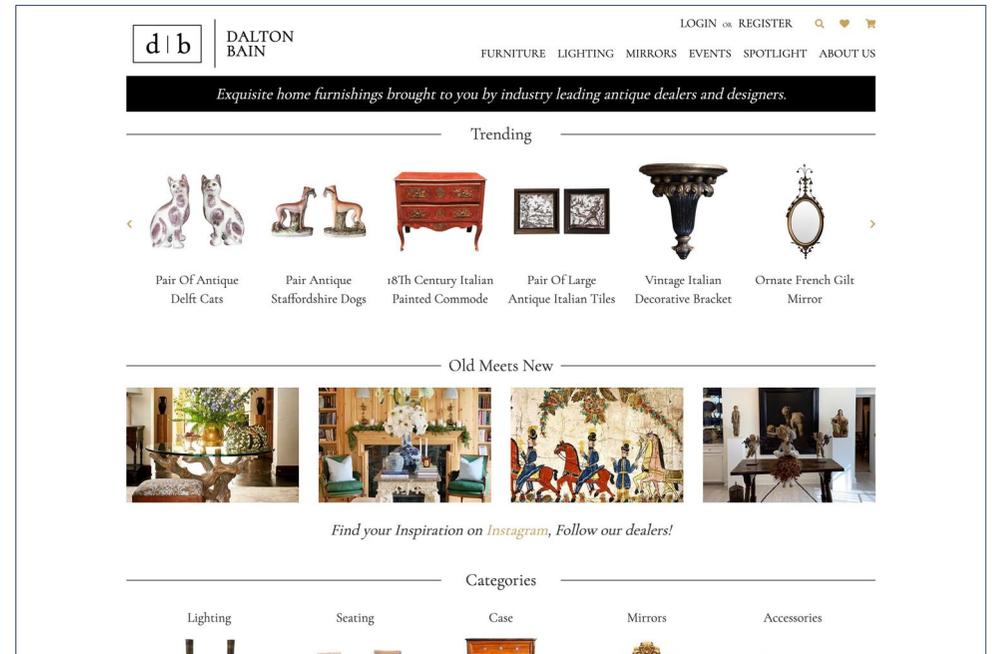
BUYERS Customers with mid to high-level budgets including interior designers and private customers.

WHAT SELLS Decorative to high-end antiques.

REQUIREMENTS Must apply online.

COST Retail and trade pricing with account, commission structure based on sales.

» If you're looking for a marketplace that allows interaction with customers, Dalton Bain could be right for you. All dealers are vetted and carry high-quality stock that is ready for immediate use and possesses a strong decorative value.



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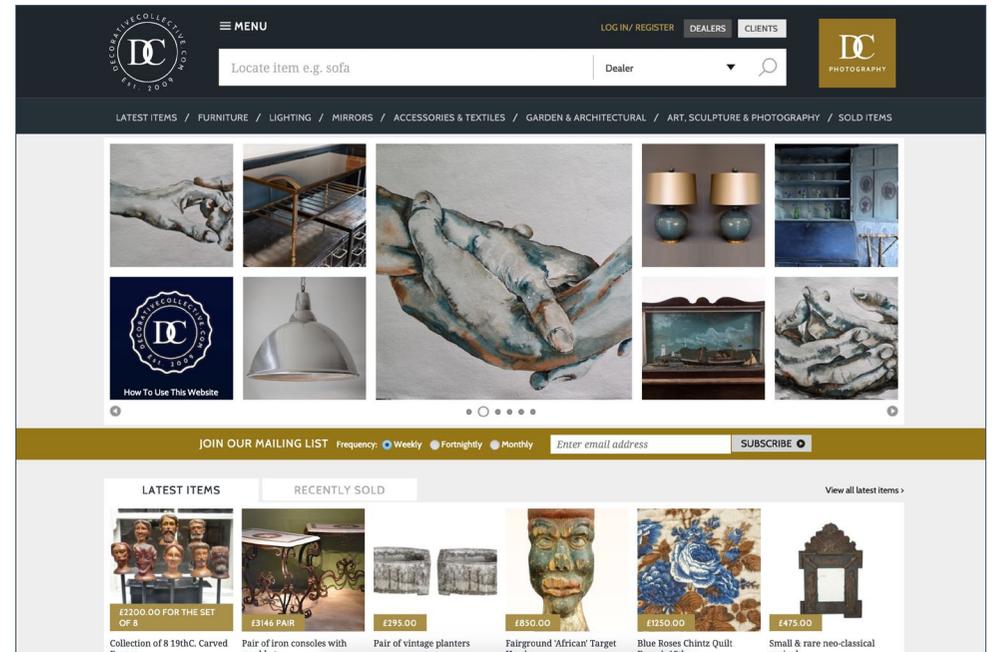
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Decorative Collective is an online marketplace for dealers based in the UK and Europe. This platform allows direct buyer to seller communication and vets pieces offered for sale. The style of inventory is unique and provides inspirational ideas for interiors and outdoor spaces. Decorative Collective hosts dealers that sell a wide range of pieces from antique to 21st century, small vases to large statues, bespoke lighting, and mid-century furniture, with new items added every day.

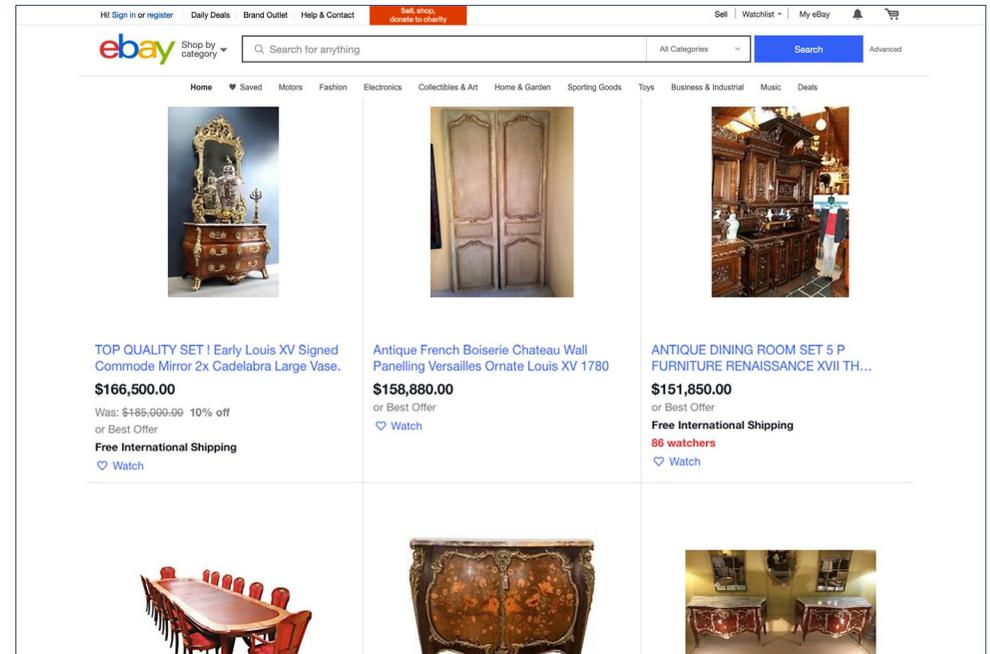
BUYERS	Customers with mid to high-level budgets.
WHAT SELLS	A wide range of antique pieces including furniture, lighting, art, decorative accessories, and garden and architectural.
REQUIREMENTS	Must apply online and be a full-time dealer.
COST	Price on application, monthly membership fee, no commission.

» If you're looking for good online visibility and a reputable site to sell on, Decorative Collective could be a good fit for you. Pieces are often featured in Decorative Collective's newsletter which is emailed to its global clientele.





eBay is a site to sell anything from collectibles to fine antiques – and much more. eBay makes it easy for buyers and sellers to connect. You can list your items auction-style or have a set 'Buy It Now' price. Sellers can also set an option allowing buyers to make an offer regardless of the sale process chosen. When a buyer buys an item, shipping is integrated as an additional cost. In order to maximize sales potential, you will need to supply the shipping cost to different countries when you list the item. Due to the typically vast number of items available in each category at any time, accurate keywords and descriptions, and good photography are particularly important.



BUYERS	A wide range of buyers.
WHAT SELLS	Collectibles, vintage, and antique pieces across all categories and periods.
REQUIREMENTS	It is advised to set up a business account if you want to sell professionally.
COST	Set-up cost \$0, 50 free listings then \$.30 per listing fee, varied commission starting at 12%.

» With a long history of being a go-to site for antique enthusiasts, eBay is great for dealers who specialize in collectibles and smalls. If you sell furniture, it's wise to have a trusted shipper so you can communicate shipping costs with the customer before the sale is complete.

Etsy is a site designed for handmade and vintage products. Its catalog has a very wide range of items, but is mostly known for clothing, jewelry, decorative pieces, and small furniture. The Etsy platform allows for the sale of multiple pieces, or for items that can be reproduced for resale.

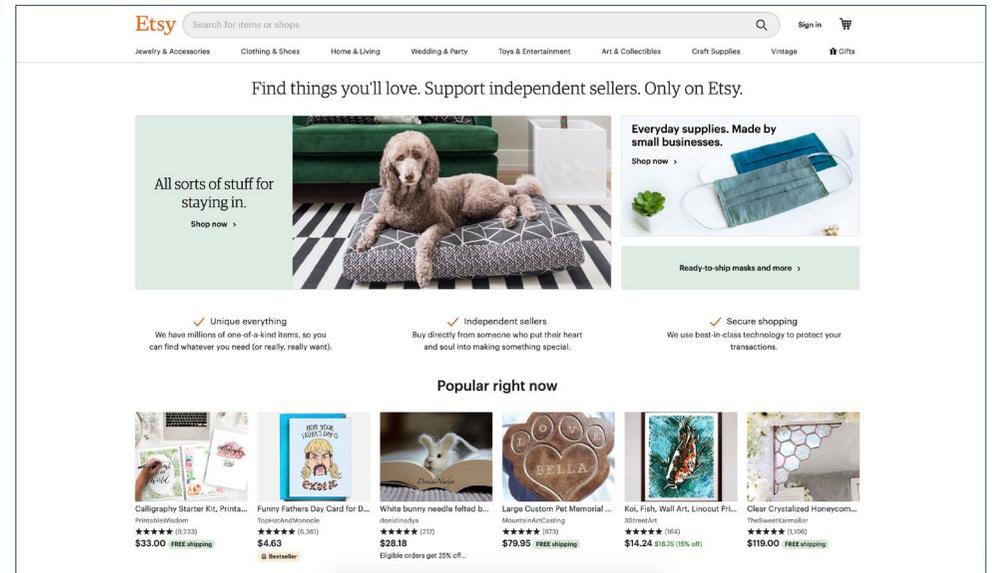
BUYERS A wide range but overall a younger customer base with smaller budgets.

WHAT SELLS Handmade and one-of-a-kind items including vintage and antique pieces such as furniture, lighting, art, decorative accessories, tabletop, and jewelry.

REQUIREMENTS No requirements to join.

COST Set-up cost \$0, no monthly subscription fee, \$15 monthly fee for Etsy Plus (when accepted), \$0.20 per listing fee, 8% commission on all sales below \$10k.

» While Etsy is known for its strong focus on handmade goods, dealers of antique and vintage pieces can also succeed on this site. Its open enrollment, low commission rate, and lack of a monthly subscription fee make it a great platform for dealers starting out. Seasoned dealers with a well-curated collection can turn large profits on inventory not suited for vetted sites.



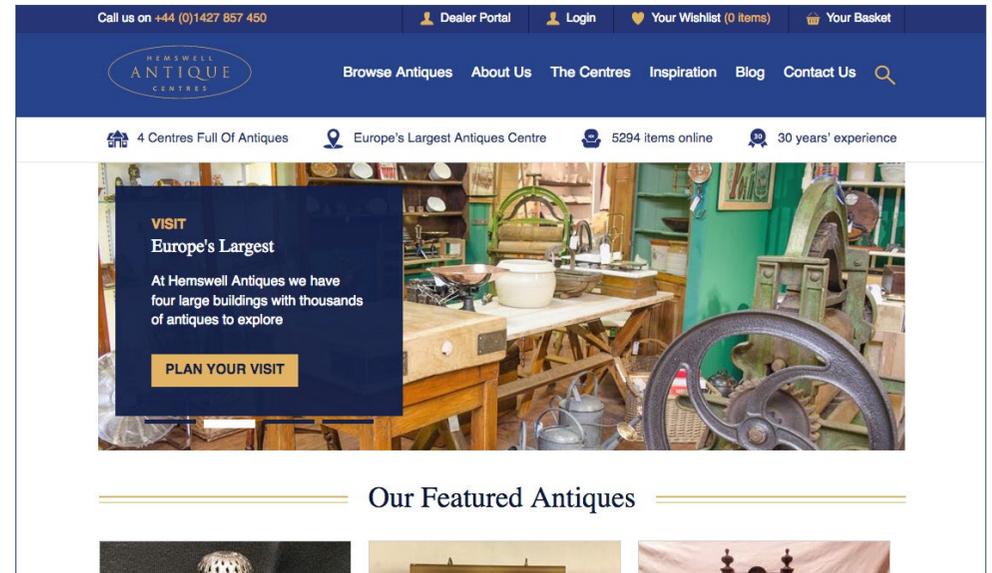


Established in 1986, Hemswell Antique Centres brings together dealers offering a wide range of pieces throughout four buildings. Their website brings those pieces online and showcases a comprehensive selection of antiques and collectibles which is added to daily. As a dealer on the website, you will have your own personal selling page within their high-ranking website without the hassle of creating your own.

BUYERS	A wide range of buyers including private clients as well as interior designers.
WHAT SELLS	A wide range of antique and vintage pieces including furniture, lighting, art, silver, jewelry, and more.
REQUIREMENTS	Must have a stand at Hemswell Antique Centres.
COST	Set-up cost £100, 5% commission if dealer uploads their listings, 10% if Hemswell uploads their listings.

IN THE WORDS OF HEMSWELL ANTIQUE CENTRES

» “Hemswell Antique Centres offers dealers a forward thinking, innovative and professionally managed operation. Join over 400 dealers who exhibit within four main buildings. Located just a few miles from the historic City of Lincoln, Hemswell Antique Centres is renowned as the largest antiques centre in Europe. Perfectly located 10 minutes up the road from the Lincolnshire Showground – home to Arthur Swallows Antiques & Home Shows.”

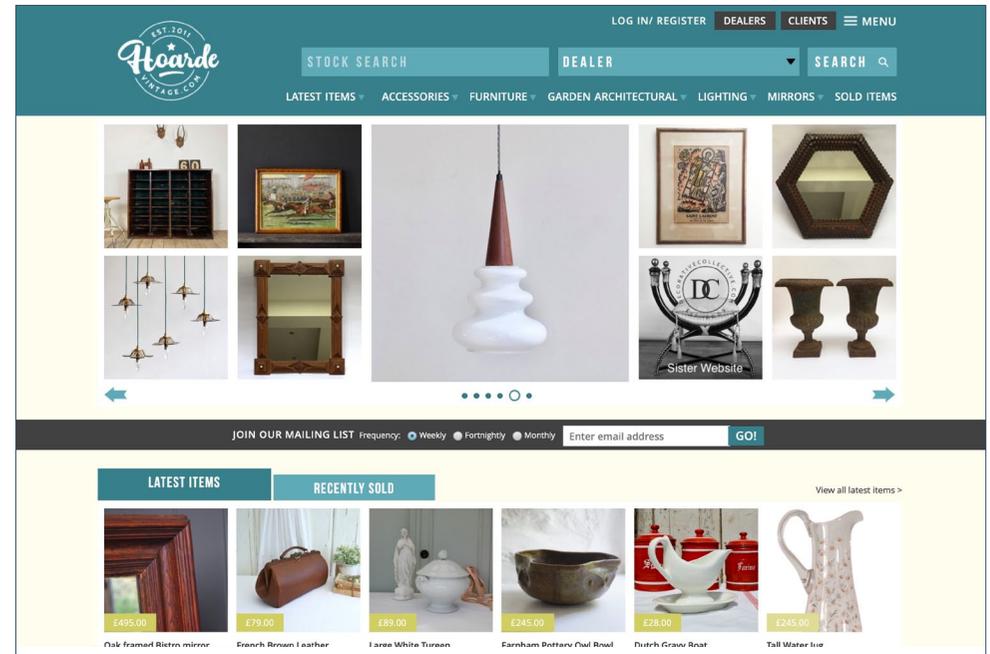




The Hoarde is Decorative Collective's sister site. On The Hoarde, there is a strong focus on vintage items rather than antiques. It is an ideal place for British and European dealers of quality vintage pieces to sell due to its vetting process and high online visibility. Pieces with a strong decorative value that are ready for immediate use are perfect for The Hoarde.

BUYERS	Customers with mid to high-level budgets.
WHAT SELLS	A wide range of quality vintage pieces including furniture, lighting, art, decorative accessories, and garden and architectural.
REQUIREMENTS	Must apply online and be a full-time dealer.
COST	Price on application, monthly membership fee, no commission.

» With a good reputation, The Hoarde is a great place to sell vintage pieces with a no commission structure, allowing you to negotiate directly with customers. Customers can search by keyword, category, or by dealer, giving you the opportunity to curate an online storefront without having to have your own website.



incollect

www.incollect.com

Global

InCollect can be a good option for selling top-tier designer furniture, art, jewelry, and new custom pieces. Catering to interior designers, collectors, and design enthusiasts, InCollect offers purpose-built search tools to help connect buyers with sellers. InCollect puts the dealer's shop in the forefront with an online space for your inventory. Also, InCollect does not charge a commission on sales, only a monthly subscription fee.

BUYERS Interior designers, collectors, and private clients with mid to high budgets.

WHAT SELLS High-level antiques, vintage, and designer pieces including furniture, lighting, art, decorative accessories, and jewelry.

REQUIREMENTS Requires industry references to join.

COST Set-up costs vary, \$150-\$200 monthly fee, no commission.

» InCollect is perfect for seasoned dealers that have established themselves in the industry and built a high-level inventory. Ideal pieces to sell on InCollect possess a strong decorative value and are ready for immediate use. It offers a unique no commission, monthly rate with emphasis on the dealer's store to help build long-term client relationships.



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Instagram

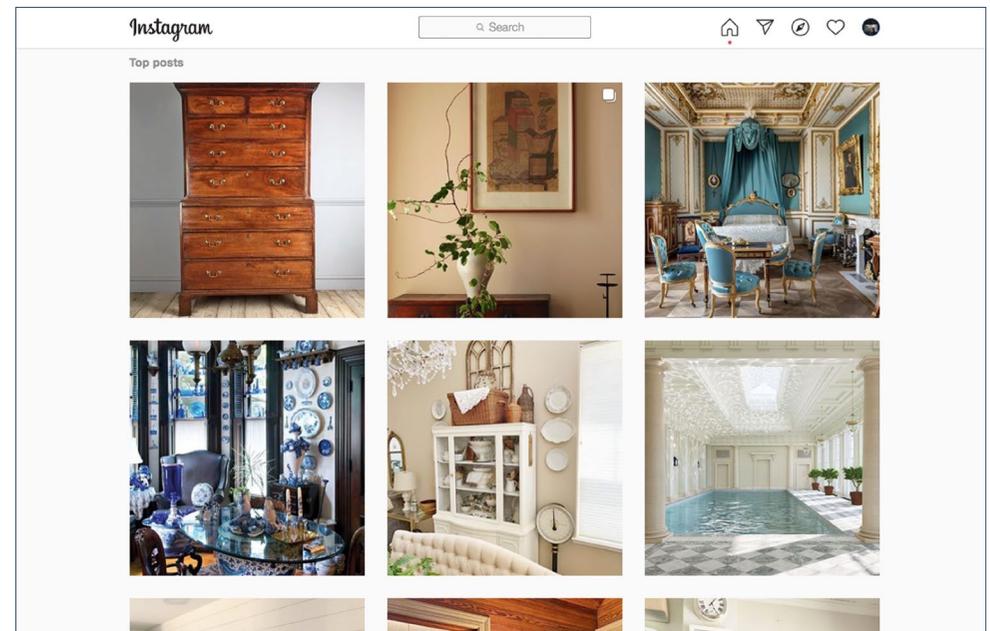
www.instagram.com

Global

Instagram offers a landscape to curate environments featuring antiques and vintage pieces. Its strong visual orientation and integrated shopping tools make it an appealing platform for reaching a captive audience of more than 1 billion active users. Instagram is currently the favored platform for Millennials and Gen Z. Posting free visual content, including video, can be a successful strategy to support your efforts on other marketplaces and attract a new generation of buyers.

BUYERS	The world's most popular social network with over 1 billion users.
WHAT SELLS	Decorative antiques and vintage pieces.
REQUIREMENTS	Must have Facebook and Instagram business account, should have knowledge of social media and marketing.
COST	While Instagram is free to use, ad campaigns can be run for a fee. Fees are based on the size of the ad campaign.

» Shopping on Instagram is easy for buyers. Their built-in tools give you the ability to upload your beautiful photography, link to items in your shop, and an inspiring lifestyle to potential buyers. Once items are added to your marketplace, you can sell your inventory while simultaneously growing your audience of potential buyers.



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LAPADA
THE ASSOCIATION OF
ART & ANTIQUES DEALERS

www.lapada.org
Global

LAPADA is the UK's largest association of art and antiques dealers with around 500 members in the UK and 50 members in 16 other countries. Membership is only open to those who meet the Association's requirements as to experience, quality of stock, and knowledge of their subject. The LAPADA website is only open to members, so dealers can be assured they are only selling alongside vetted peers.

BUYERS Clientele with high budgets and discerning taste.

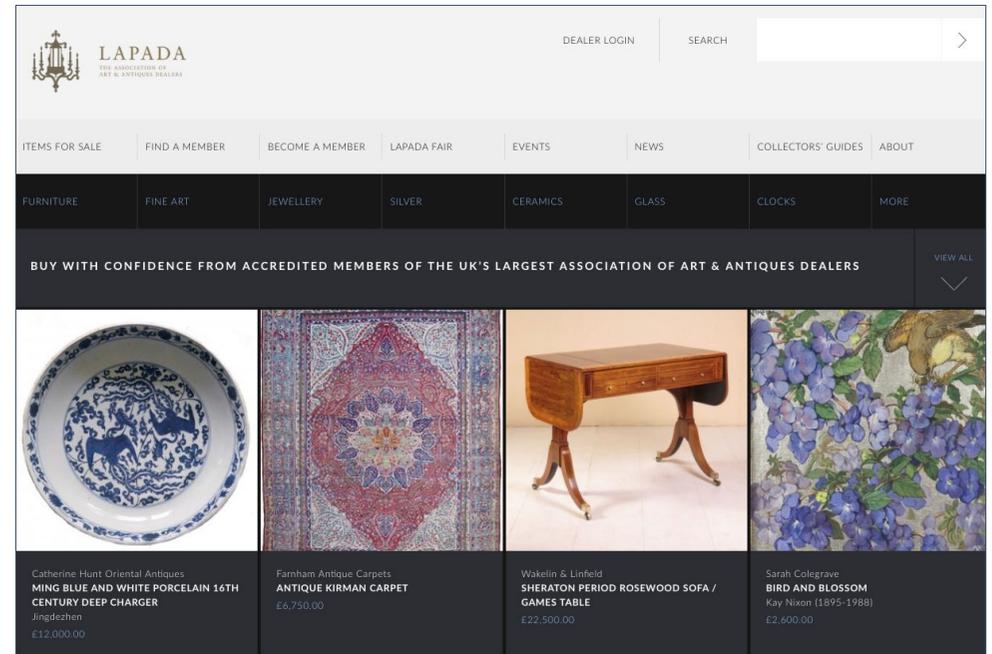
WHAT SELLS Fine art, furniture, jewellery, decorative pieces.

REQUIREMENTS Users must be members of LAPADA, requirements of which are three years trading, two dealer references, and VAT registration.

COST Set-up cost £200, £525 annual membership fee, £50 monthly fee, no commission.

IN THE WORDS OF LAPADA

» "LAPADA's marketplace is only open to Members, which means that dealers can be assured they are only selling alongside peers who hold themselves to the same standards of quality and expertise. LAPADA is operated for the benefit of members and therefore charges no commissions and is able to charge a minimal fee (£50/month) which is reinvested into marketing and development. We welcome applicants from all disciplines ranging from antiquities and jewellery to furniture and fine art. Applicants for membership must have been trading for a minimum of three years, be VAT registered and have two references, at least one of whom must be a LAPADA member."



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LORFORDS

www.lorfordsantiques.com
Global

Started by Toby Lorford in 2003, Lorfords is now comprised of the main showroom in Tetbury and two Antiques Hangers at the Babdown Airfield. Lorfords showrooms are highly curated and pieces possess both provenance and decorative value. In order to sell on Lorfords' website, a dealer must have a stand at one of their retail locations. Monthly fees cover in-house marketing, comprehensive sales support (including managing reservations and overseas shipping quotes), a personal contact for managing stock along with any ideas and new initiatives, a delivery team, and stock being featured on Lorfords website.

BUYERS	Trade and private clients with mid to high-level budgets.
WHAT SELLS	A range of antique pieces including furniture, lighting, art, decorative accessories, tabletop, garden, and architectural pieces.
REQUIREMENTS	Must have a stand at Lorfords' retail space.
COST	Set-up cost £0, monthly fee based on the size of stand, 15% commission.

» If you are a dealer in the UK who sells antiques with high decorative value, Lorfords could be a great opportunity to get your stock in front of a large audience. With destination retail spaces that focus on curation and a website that reaches trade and private buyers, Lorfords offers both brick and mortar and online platforms to sell antiques.



RONATI

Developed in Partnership with LAPADA

LoveAntiques, which is part of IACF Ltd (International Antiques & Collectors Fairs Ltd) is a great site for selling accessible to mid-level furniture, art, and decorative pieces. It offers a simple, easy-to-use website, low pricing structure, along with free listing write-ups and search engine optimization done by specialists. It has a strong vintage, retro, and modern design selling base. There is also a personalized website service starting at £19.99 per month.

BUYERS A wide range of buyers with mid to high-level budgets.

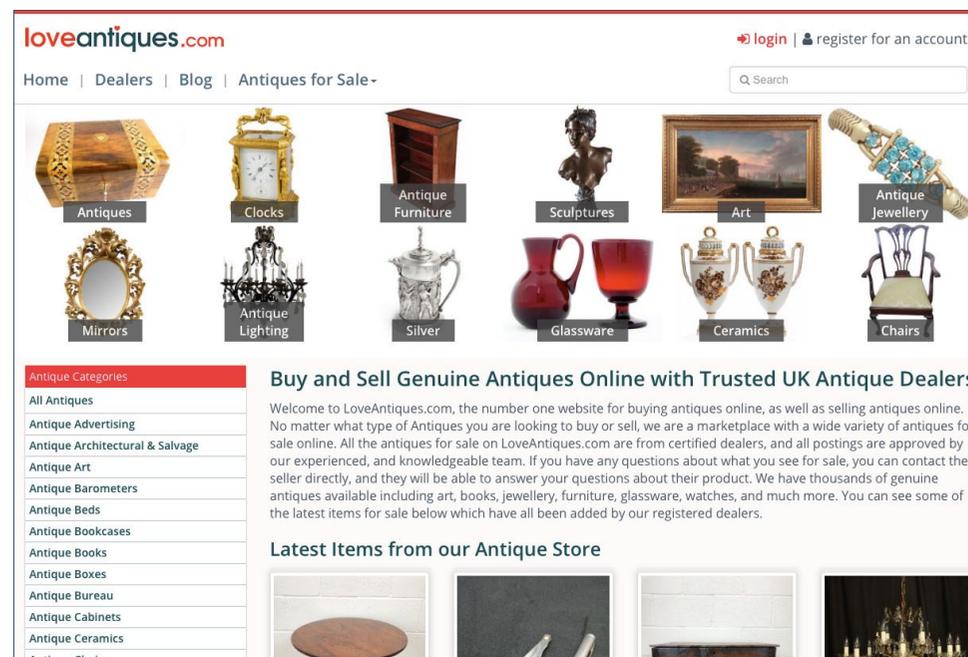
WHAT SELLS A wide range of antique and vintage pieces including furniture, lighting, art, decorative accessories, tabletop, jewelry, and more.

REQUIREMENTS Sign up via application on website.

COST Set-up cost is first month's fee based on number of listings, £39.99 +VAT monthly fee for 150 listings, £59.99 +VAT monthly fee for 600 listings, £19.99 monthly fee for a website, no commission.

IN THE WORDS OF LOVEANTIQUES

» "LoveAntiques is Europe's fastest-growing antiques marketplace. LoveAntiques offers dealers a wide audience at an affordable price. With 25% of website traffic coming from the USA, LoveAntiques is truly a global marketplace."



MASTERART

www.masterart.com
Global

MasterArt is an online platform that showcases more than 15,000 works of art from 300 of the world's leading art dealers and galleries. Their portal invites users to search for artworks by keyword (artist or maker), category or gallery and set email alerts about new acquisitions based on their specific search criteria. Their dealers are heavily vetted, long-established, and participate in prestigious international fairs. While direct sales do not take place on the site, buyers have the ability to request a price from a gallery.

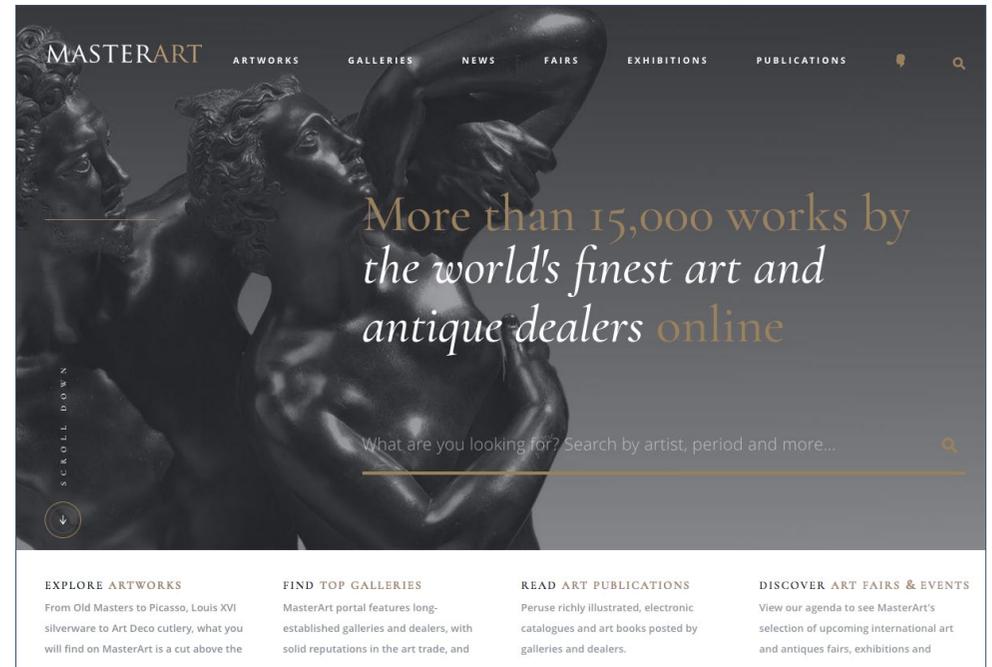
BUYERS Art collectors, museum and art professionals, and interior designers.

WHAT SELLS High-level authentic fine art.

REQUIREMENTS Your company must be registered as an independent company with the Chamber of Commerce, and has been for at least five years. You have established a reputation as a leading international art or antiques dealer. You participate or have participated in international, prestigious art fairs. The quality of your artworks is of the highest level.

COST Yearly membership fee.

» If you are an art gallery or specialize in fine art, MasterArt could be a good place to gain exposure for your pieces. With a vetting process in place and high-value placed on quality and provenance of pieces, MasterArt is an ideal place to connect with collectors and private buyers around the world.



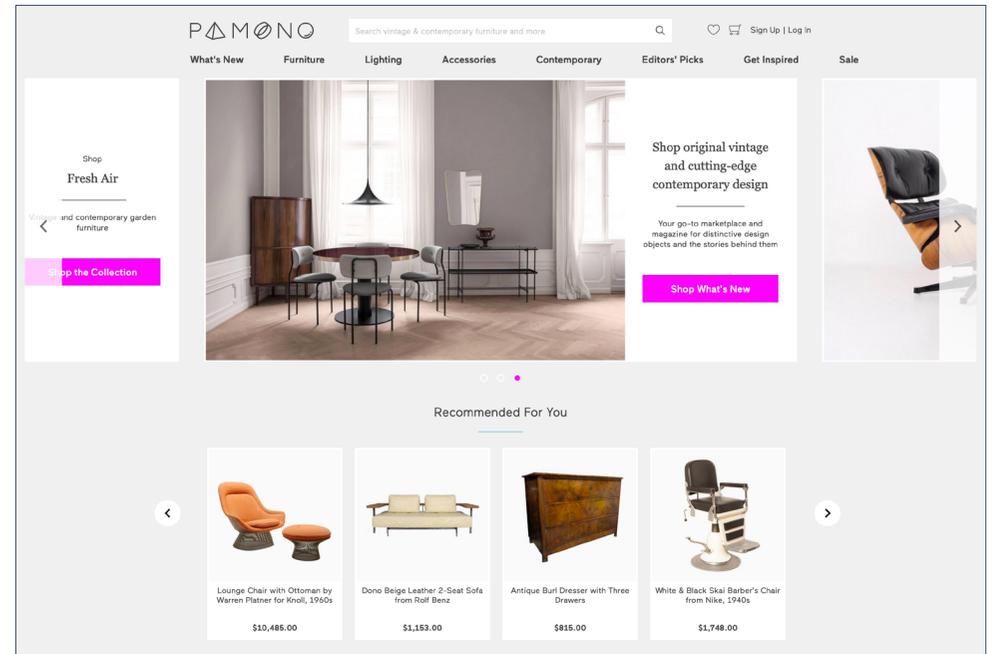
RONATI

Developed in Partnership with LAPADA

Pamono is a site where European and UK dealers can sell vintage as well as contemporary pieces. The site is known for unique, one-of-a-kind, and avant-garde statement pieces. Pieces on the site are curated from an international mix of high profile and underground galleries, shops, editors, artisans, and designers. Pamono appeals to a design-focused client base including interior designers.

BUYERS	Design focused clientele.
WHAT SELLS	Unique, designer, mid to high-level vintage and contemporary pieces including furniture, lighting, and decorative accessories.
REQUIREMENTS	Must apply online.
COST	Set-up cost £0 £59 monthly fee for the basic package £89 monthly fee for the pro package £179 monthly fee for the premium package £1- £6,000: 20% £6,001- £10,000: 15% £10,001 and above: 10%

» For dealers in the UK and Europe with stand-out designer pieces, Pamono could be a great choice. They focus on the story behind each item, giving customers as much information as possible. Dealers who specialize in conversation pieces that make a statement could be a good match for listing on Pamono.



Ruby Lane has been around since 1998. It is a great site for selling antique and vintage designer furniture and lighting, home accessories, art, jewelry, and clothing. This platform centers around objects with a decorative value as well as unique and rare collector's pieces. Many staff members of Ruby Lane are also seasoned online sellers in the antique and vintage industry.

BUYERS

A wide range of buyers with mid to high-level budgets including, design professionals, collectors, and savvy consumers.

WHAT SELLS

A variety of antique and vintage pieces including furniture, lighting, art, decorative accessories, tabletop, collectibles, jewelry, and fashion.

REQUIREMENTS

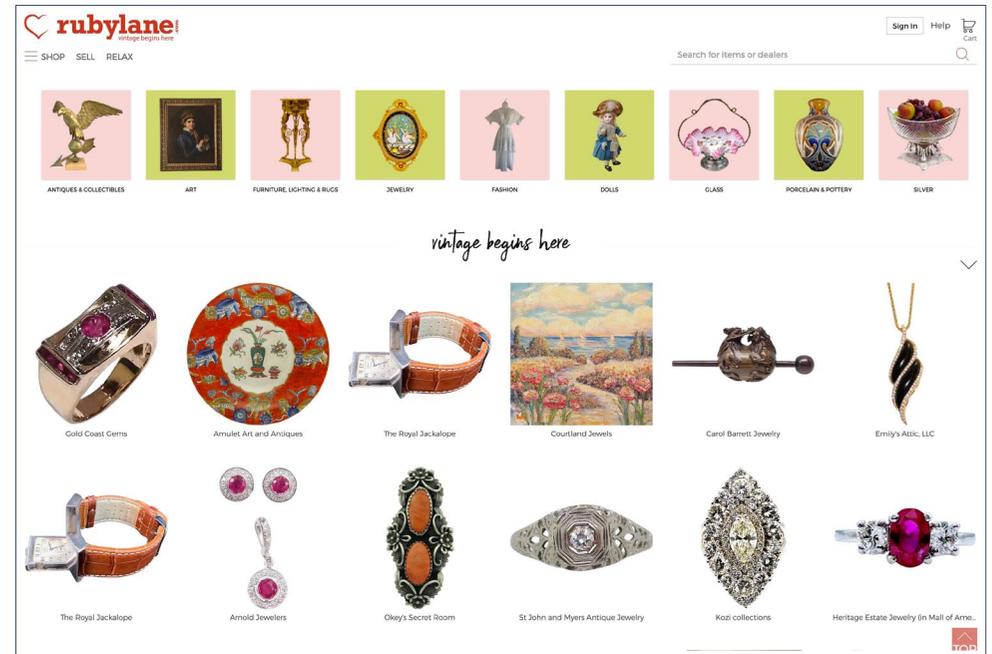
Sign up via application on the website.

COST

Set-up cost \$0, \$54 monthly fee, \$0.01 - \$0.30 per listing after your 50 items limit is met, 6.7% service fee on sales.



Ruby Lane can be a good option for dealers specializing in jewelry, decorative objects, and collector's items. Dealers in the process of building their brand may appreciate the low \$54 monthly subscription rate for listing items and 6.7% service fee on sales.

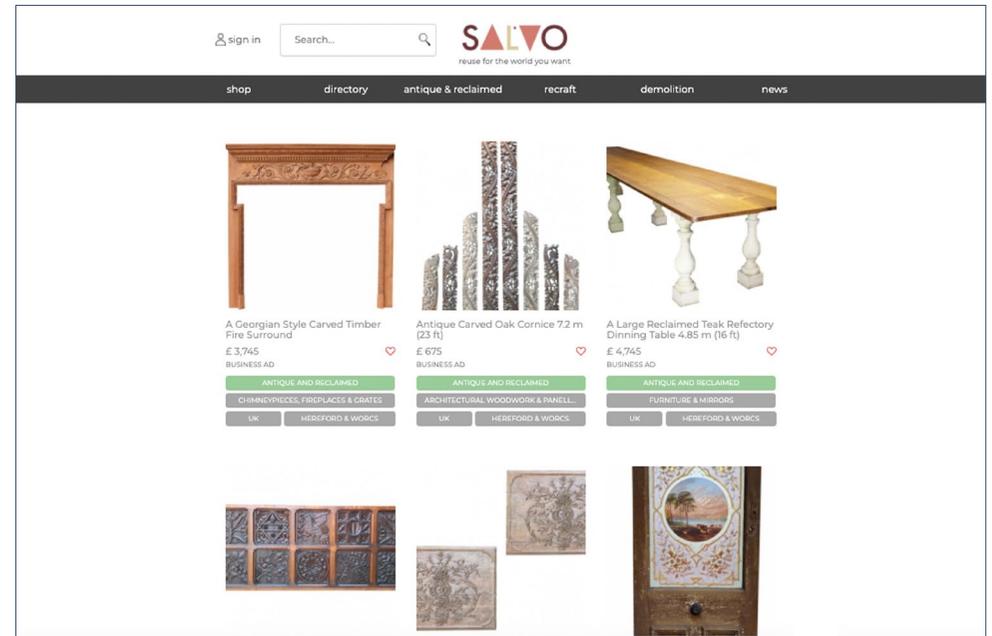


Reclamation and salvage has always been appreciated for its connection with history, but is increasingly appealing for the environmental benefits of reuse and an essential relationship with our future. Salvo is an online marketplace and worldwide directory for architectural, decorative and garden antiques, rural domestic industrial and institutional bygones, salvage and reclaimed building materials. A platform to share stock and connect dealers with private and professional buyers is essential to Salvo's mission of fostering reuse.

BUYERS	Builders, interior designers, and private clients looking to source unique antique architectural salvage and garden antiques.
WHAT SELLS	Architectural salvage, garden antiques, reclaimed building materials, and demolition salvage.
REQUIREMENTS	Apply online.
COST	Set-up cost for Salvo Business users £42 and no yearly fee. Set-up cost for Salvo Code members £150 and £150 yearly fee. Online shop for Salvo Code members, commission to be determined.

IN THE WORDS OF SALVO

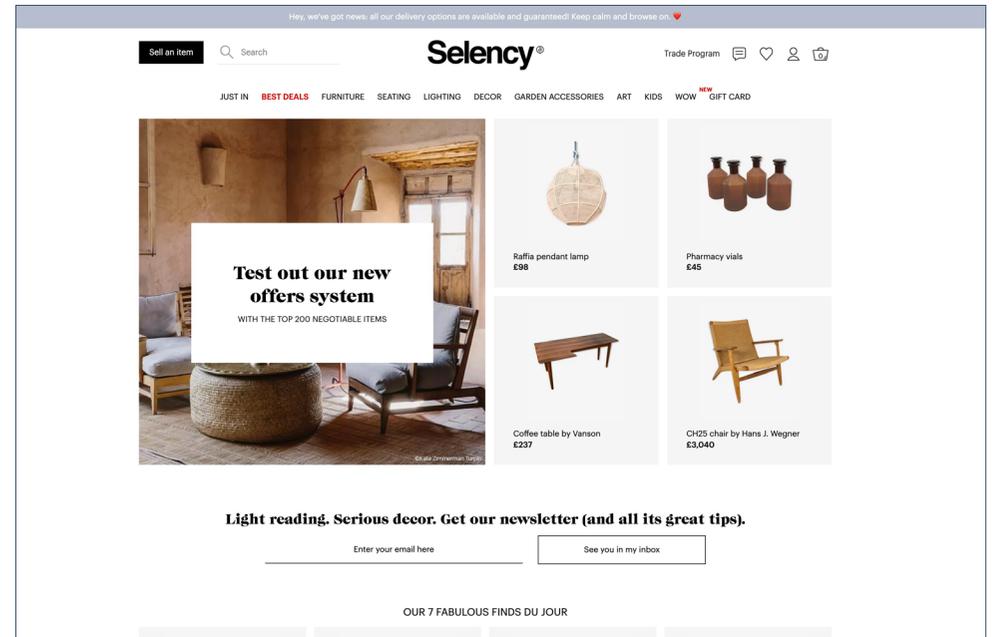
» "If you are a dealer who sells architectural, decorative and garden antiques, Salvo could be a great website to sell on. With a niche focus on reclamation and salvage, Salvo connects buyers and sellers, both trade and private."



Selency is a second-hand design platform serving Europe and the UK, with offices in the UK. Customers looking to source good quality second-hand and vintage pieces can find them on Selency. Quality furniture, lighting, and decorative accessories are what Selency is known for.

BUYERS	Commercial clients such as restaurants, hotels, and corporate offices. Also designers, architects, and freelancers.
WHAT SELLS	Second-hand and vintage furniture, lighting, decorative accessories, and garden pieces.
REQUIREMENTS	None
COST	Set-up cost £0, 18% commission including tax (15% excluding tax) for professional sellers, 25% including tax for private sellers.

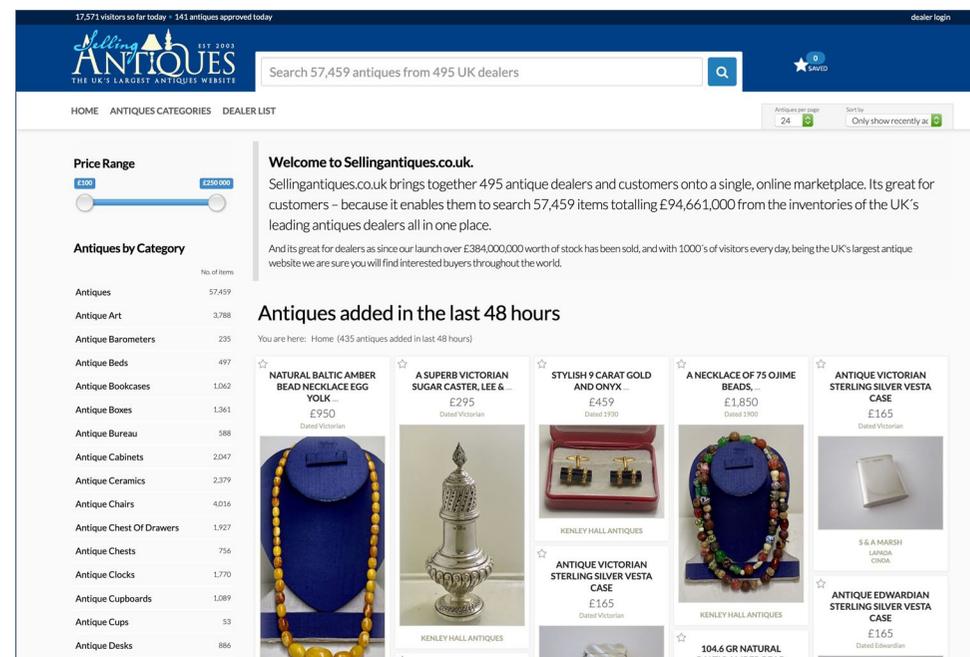
» If you're not a full-time dealer, Selency could be a good option to sell your second-hand items, as long as they are in good condition. With no start-up costs or monthly fees, Selency is an easy way to try your hand at selling online.



Selling Antiques is an online marketplace that offers a wide range of antique and vintage items priced across the board. For dealers in the UK looking for a large online audience, Selling Antiques could be a good option. Direct communication between buyers and sellers is encouraged. Interested buyers can contact the antique dealer directly using the contact details shown with the item. Buyers can also search based on keywords, categories, or by dealer.

BUYERS	A wide range of customers across the trade and private buyer sectors.
WHAT SELLS	A vast array of vintage and antique pieces, including furniture, lighting, art, decorative accessories, tabletop, and jewelry.
REQUIREMENTS	Enter your details, make the payment and your account will be available to upload stock immediately. You can cancel at any time; there is no contract to sign.
COST	<p>Set-up cost £399</p> <p>£24.95 +VAT monthly fee for under 75 listings</p> <p>£90 +VAT monthly fee for 76-150 listings</p> <p>£124 +VAT monthly fee for 151-250 listings</p> <p>£225 +VAT monthly fee for 251-350 listings</p> <p>£331 +VAT monthly fee for more than 350 listings</p> <p>£399 for a website</p> <p>No commission</p>

» For dealers looking to start selling online in the UK, Selling Antiques offers a broad audience with different seller packages. The breadth of styles and categories makes Selling Antiques open to various types of dealers and buyers alike.

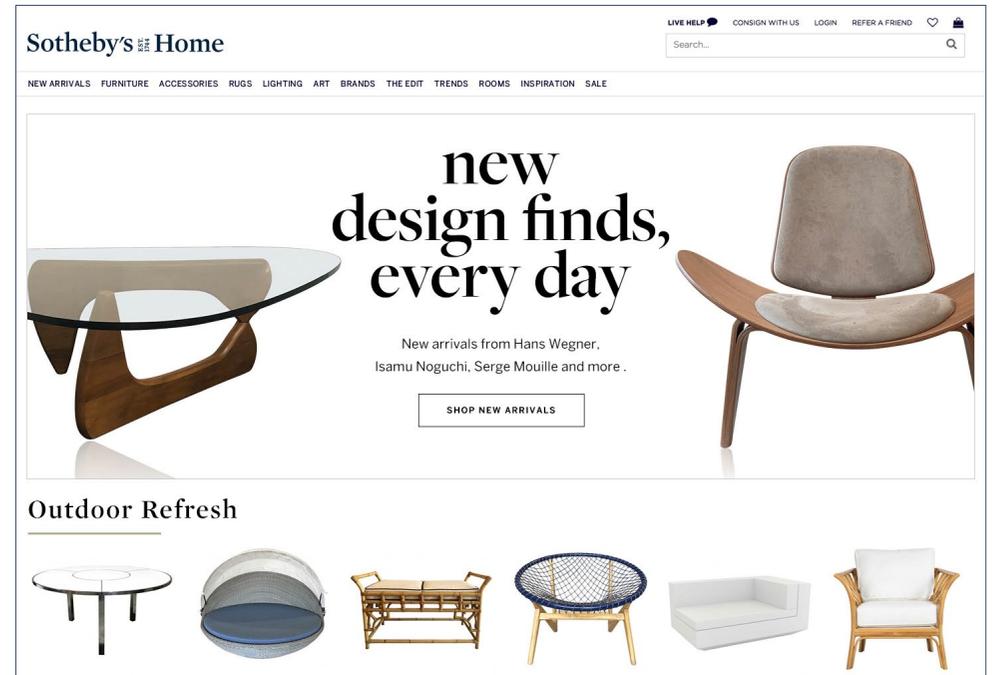


Think of Sotheby's Home as an online consignment platform for buying and selling exceptional pre-owned furniture, antiques, vintage pieces, art, lighting, collections, and everything else found in stylish homes across the country.

BUYERS	Interior designers and private clients looking for designer pieces.
WHAT SELLS	Designer antique and vintage pieces including furniture, lighting, art, and decorative accessories.
REQUIREMENTS	Apply via form on website.
COST	Set-up cost \$0, Commissions start at 20% for express service, and at 25% for full service.

IN THE WORDS OF SOTHEBY'S HOME

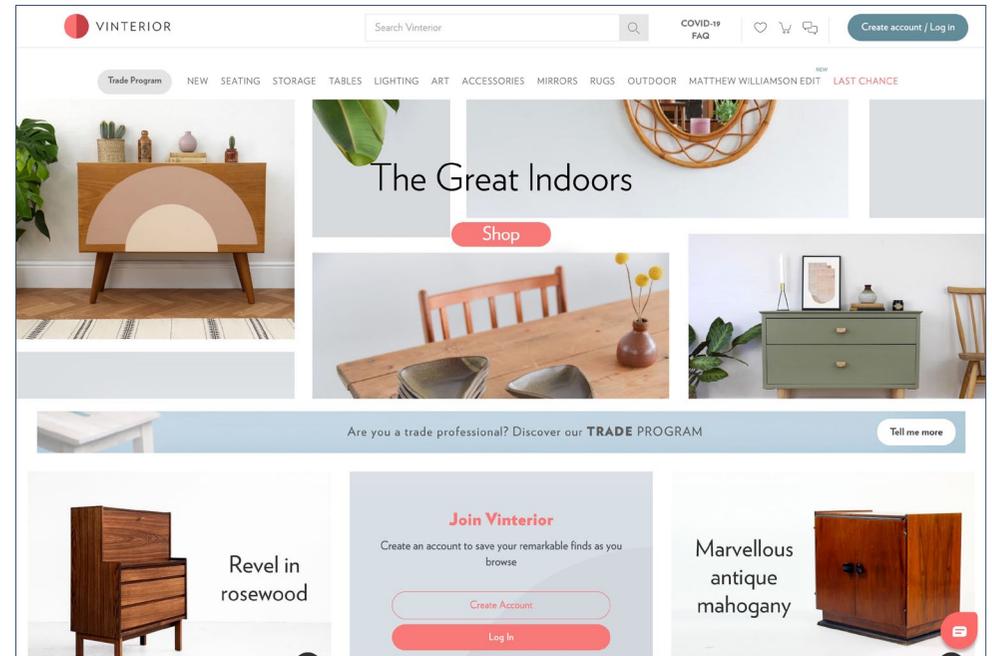
» "The Sotheby's Home reach – which includes sophisticated consumers, collectors and trade professionals – in combination with Sotheby's legendary name and digital prowess, make this marketplace the perfect platform to sell your items. Once you submit pieces for review, Sotheby's Home will review and notify you by email to let you know if your property is approved for listing. Your items will be professionally catalogued and priced by a Consignment Liaison, and you will be notified when your listing is ready for your review and approval."



Vinterior is a great site for selling vintage furniture, art, and decorative pieces based out of the UK. It has a low commission rate along with no up-front sign up costs or contracts. Included at no cost is their unique 'listing creation service' where a Vinterior specialist will write up your listing for you. There is a strong focus on vintage and mid-century modern pieces.

BUYERS	Late-Millennial customer base.
WHAT SELLS	Vintage and mid-century modern pieces including furniture, lighting, art, decorative accessories, and rugs.
REQUIREMENTS	Apply via application on website.
COST	Set-up cost £0, 15% commission.

» Vinterior is an English site with international reach, perfect for new and upcoming dealers. Its lack of a contract, no monthly fees, and low commission rate equate to a great pay-as-you-go selling structure. Vinterior doesn't make money unless you make money. Their "listing creation service" is a helpful feature for sellers who are starting the process of selling vintage and antique items online and still finding their niche.



RONATI™

For more information,
[click here](#)

www.ronati.com

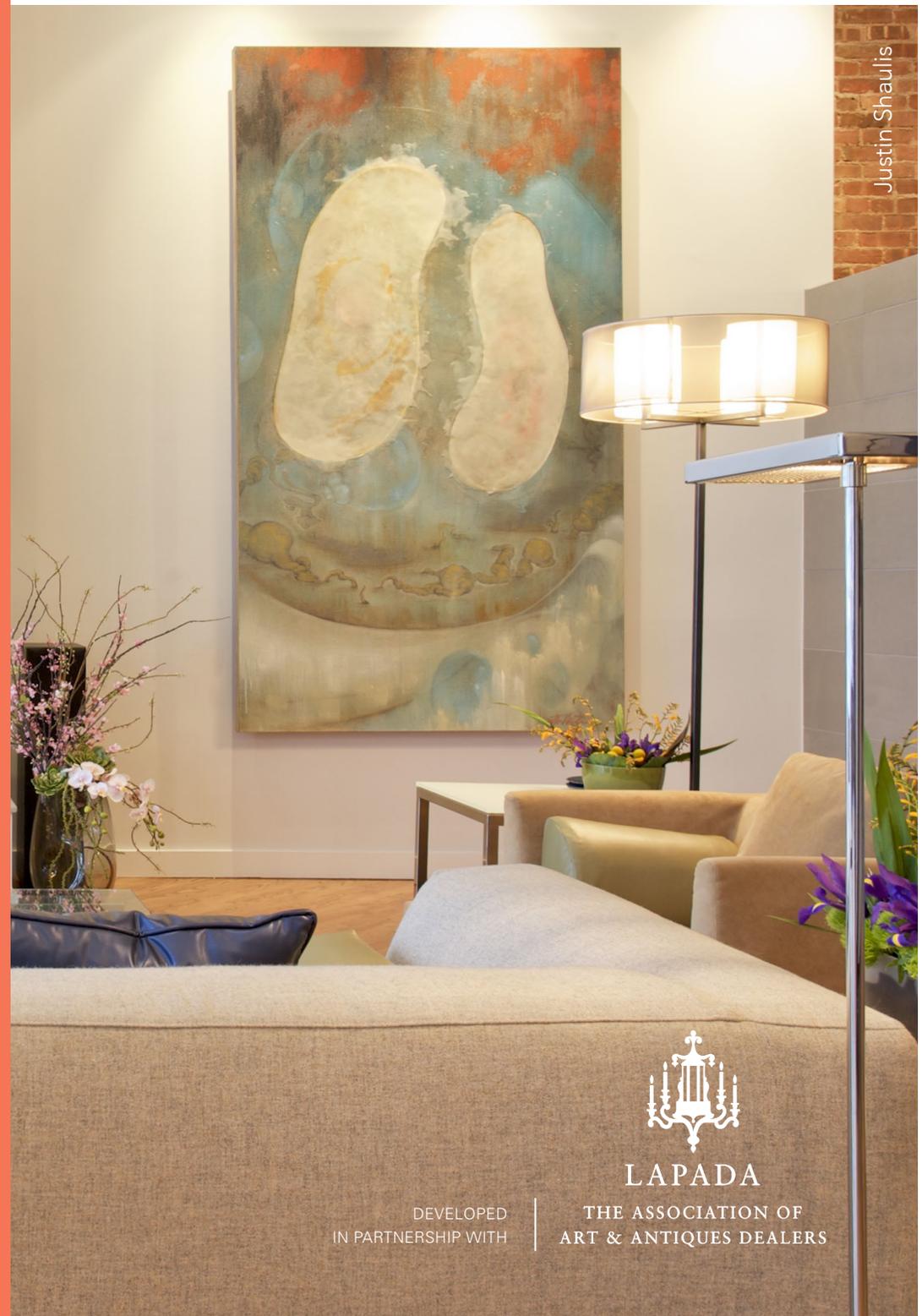
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Justin Shaulis



LAPADA

THE ASSOCIATION OF
ART & ANTIQUES DEALERS

DEVELOPED
IN PARTNERSHIP WITH