“As we prepare for our annual 2018 sale, we set out to build upon observed strengths from the previous year. Most prominently, SFAA has realized robust sales of modern works by artists associated with the American Southwest. Of particular note was Raymond Jonson’s *The Night, Chicago*, which sold in our November 2017 sale above its high-end estimate, and which set a record for sale of a Jonson work at auction. Looking to the thriving market for this and similar works, we aim to expand upon the genre whilst maintaining the high standard of excellence in classical Western art for which we are renown.”

—Jenna Kloeppel, Santa Fe Art Auction

“It will be interesting to see what trends hit the Western art market in 2018. I believe the market will continue to thrive and prices for premier examples by hard-to-find artists such as Blumenschein, Ufer, Leigh, Dixon and Remington will remain competitive. Our established buyers have built strong collections over the years and, at this point, are only pursuing works of the highest quality. With the hopes of making Western art accessible to new collectors, we have recently implemented an *Art of the West* auction that will include mid-range works by renowned and emerging Western artists.”

—Alissa Ford, Heritage Auctions

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**Market Uptick**

*Western art forecasts, trends and expectations from top auction experts.*

“The art market is improving. The overall economy and the stock market have been on the rise this year. The middle- and entry-level art market is trending upward, and more new collectors are entering the marketplace. My recommendation to buyers is ‘do your homework.’ There is more information on the internet about art’s secondary market values than ever before. Purchase an askART membership and subscribe to art-related publications. And of course enjoy the journey.”

—Richard Altermann, Altermann Galleries & Auctioneers
“Consumer confidence seems to be the rule for projecting an art market for 2018. American Western art continues to be the strongest segment with fresh eyes and an institutional sense of history. Russell, Remington, Leigh and the Taos Founders contribute to the foundation and a past generation of leaders [including] Tom Lovell, John Clymer, Howard Terpning, Kenneth Riley, Jim Reynolds, G. Harvey, Bob Kuhn, Clark Hulings and others are still eagerly sought as they currently pass the mantle to new leaders such as Richard Schmid, David Leffel, John Coleman and Martin Grelle. Collectors are becoming more discriminating among deceased masters and the top-tier contemporary artists, which makes the second-tier market, which is soft at the moment, fertile ground for purchase opportunities.”

—Jack Morris, Scottsdale Art Auction

“We feel the market is getting stronger all the time, especially in the arena of flat art. We’re not back where we were pre-2008, but there are a lot of new, young artists who are making big names for themselves and now is the time to invest in those assets. March in Montana consistently offers quality works, not only by past masters, but by these young ‘up and comers.’”

—Bob and Charla Nelson, March in Montana

“We see the market for American illustrators and wildlife artists trending up and expanding. There has been some opportunity as of late to purchase some exemplary examples of these artists works on the auction block. My advice is to not miss a chance to add an important work to your collection as no one ever knows when the opportunity will present itself again.”

—Roxanne Hofmann Mowery, Jackson Hole Art Auction

“We see the market for quality Western paintings as quite strong right now. Our 2017 auction enjoyed over a 95 percent sell-through rate which is always a good barometer. We’re already seeing substantial consignments come in for 2018...It seems the high end of the contemporary market is really taking off for a select group of artists. The extremely limited supply of works by period artists such as Charles M. Russell and Frederic Remington has caused their prices to go through the roof, making top paintings by artists such as Howard Terpning, Martin Grelle, and others seem quite reasonable. These artists also resonate with many of the newer collectors entering the market.”

—Mike Overby, Coeur d’Alene Art Auction
Masters of the American West challenges such artists as George Carlson, Z.S. Liang, Kyle Polzin, Thomas Quinn, Mian Situ, Tucker Smith, Curt Walters, Morgan Weistling and others to exhibit their very best work. Featuring paintings and sculptures by 69 top artists, Masters includes landscapes, seascapes, wildlife, historical themes and other subjects inspired by the American West.

**Upcoming auctions:**

Masters of the American West  
February 10-March 25  
Los Angeles, CA

**Kim Wiggins,** *Stampede at Castle Gap*, oil, 40 x 60"  
**Tony Abetya,** *Village Landmark*, oil, 54 x 74"
Old West Events is celebrating the 28th annual Old West Show & Auction in Mesa, Arizona, January 20 and 21. More than 175 vendors in authentic Western art, antiques and design will be featured at the weekend dealer show and sale; and over 300 lots of fine Western art and artifacts will cross the block at the live, Saturday night auction.

Artists of note at auction include Edward Borein, Wilson Hurley, William Gollings, Harry Jackson, John Moyers, Terri Kelly Moyers and many more.

The summer Old West Show & Auction is relocating this year. After three years in Fort Worth, Texas, the 29th Old West Show & Auction will be held in Santa Fe, New Mexico. The event is returning to its traditional dates as well (the fourth weekend in June), and will be held June 23 and 24 at the Santa Fe Community Convention Center. Owner Brian Lebel is excited about the move, saying “We’re eager to find ways to partner with local businesses and galleries, both to benefit them, and to bring more attendees to the show.”

**Upcoming auctions:**

- **28th Old West Show & Auction**
  January 20-21
  Mesa, AZ

- **29th Old West Show & Auction**
  June 23-24
  Santa Fe, NM
Now in its 17th year, the Briscoe Western Art Museum’s 2018 Night of Artists Art Sale & Exhibition brings together top Western artists, collectors and art enthusiasts for a weekend on the banks of the San Antonio River Walk. The exhibition showcases more than 280 works of painting, sculpture and mixed media by 75 of the country’s leading Western artists.

The 2018 opening weekend kicks off with the inaugural Briscoe Collectors Summit on March 23. Friday is the Exhibition Preview, Art Awards Dinner and Live Auction, which will feature works from more than 20 artists. The preview includes cocktails in the galleries, a seated dinner and the 2018 Artist Awards presentation with cash prizes for all award-winning artists.

Saturday marks the Night of Artists’ signature event—the Grand Exhibition Opening, Art Sale and Reception. This begins with the “Luck of the Draw” sale, where all artwork is available for purchase. The fun continues with food stations, libations and live music under the stars.

“Night of Artists has established itself as one of the region’s premier showcases for contemporary Western art and emerging artists,” says Michael Duchemin, president and CEO of the Briscoe Museum. “The caliber of artists at this show is exceptional and this year we are pleased to welcome new artists into the fold.”

The range of subjects reflects the vastness of the American West—from stunning landscape vistas and rugged cowboys to wildlife and detailed portraiture. Nationally recognized painters and sculptors include Martin Grelle, Mark Maggiori, Nicholas Coleman, Kim Wiggins, Bill Nebeker, Teresa Elliott, Z.S. Liang, Billy Schenck, Kent Ullberg and Gladys Roldán-de-Moras.

Night of Artists is the largest fundraiser for the Briscoe, with proceeds directly supporting the institution. After the opening weekend, the art is on display during a six-week public exhibition and available for purchase through May 6.

Upcoming auctions:

Night of Artists Art Sale & Exhibition
Opening Weekend Preview & Art Sale: March 23-24
Public Exhibition & Sale: March 25-26
San Antonio, TX
Join the C.M. Russell Museum to celebrate the 50th Russell Auction to benefit the museum. The Russell is widely recognized as one of the most prestigious and fun Western art events in the country. It is set to impress once again, offering competitive bidding for significant works by highly acclaimed historic and contemporary artists. Visitors can come experience the grandeur 50 years in the making and embrace this three-day journey discovering the spirit of the American West.

Upcoming auctions:

The Russell: An Exhibition & Sale to Benefit the C.M. Russell Museum
March 15-17
Great Falls, MT

Charles M. Russell (1864-1926), Buffalo Hunt No. 7, ca. 1895, oil on canvas, 21⅛ x 34¾”
The Coeur d’Alene Art Auction is the largest auction house in the country specializing in classical Western and American art. The auction partners have netted their clients over $310 million in sales in the last 15 years alone. The auction was recognized as “the nation’s biggest and most successful auction of Western art” by the Wall Street Journal.

Coming off a highly successful 2017 auction that realized more than $16.1 million, the 2018 auction will be held at the Grand Sierra Resort in Reno, Nevada. Major works will be offered this year by blue-chip artists such as Charles M. Russell, Maynard Dixon, Walter Ufer, Carl Rungius, William R. Leigh, Howard Terpning and Bob Kuhn.

Upcoming auctions:

Coeur d’Alene Art Auction
July 28
Reno, NV
For more than 20 years, the Santa Fe Art Auction has featured a carefully curated selection of paintings, works on paper and prints by the Taos Society of Artists, Santa Fe Art Colony and Los Cinco Pintores; important artworks by the Cowboy Artists of America; and exceptional offerings by contemporary masters. The Santa Fe Art Auction has proudly established market-setting results for works by Robert Henri, Ernest Blumenschein, Bert Geer Phillips, Willard Nash, Carl Rungius and Raymond Jonson, among many others.

**Upcoming auctions:**
Santa Fe Art Auction
November 2018
Santa Fe, NM
As one of the fastest-growing categories at Heritage Auctions, Western and California art has seen sales more than triple in recent years under the direction of Alissa Ford, Director of California Art, in San Francisco. Recent highlights include the famous Creek at Twilight, 1927, by Birger Sandzén, sold in 2017 for $516,500; A Ride in Autumn by Walter Ufer sold in late 2016 for $175,000; and The Pottery Connoisseur, circa 1930, by Eanger Irving Couse, sold May 2017 for $80,000.

Additional notable highlights include Alexandre Hogue’s Glen Rose, 1926—a tour de force by the Texas artist—sold in November 2017 for $78,125; Western art also claimed top-lot honors last year as Taos Indians, 1932, by Joseph Henry Sharp sold for $40,625.

Visit the auction house’s website to learn how they serve more than one million bidder-members from its United States offices in San Francisco, Beverly Hills, Dallas and New York, Chicago and Palm Beach.

**Upcoming auctions:**

**American Art**

May 4
Dallas, TX

**Birger Sandzén (1871-1954), Creek at Twilight, 1927, oil on canvas, 48 x 60" SOLD: $516,500**
Railside Galleries and the Gerald Peters Gallery are pleased to announce the 12th annual Jackson Hole Art Auction, scheduled for September 14 and 15 in Jackson Hole, Wyoming. Since 2007, the Jackson Hole Art Auction has been recognized as one of the premier wildlife and Western art events in the country, defined by the high standard of works offered by both contemporary artists and deceased masters. A signature event of Jackson Hole’s annual Fall Arts Festival, the JHAA attracts collectors from across the country as well as abroad.

For information, visit www.jacksonholeartauction.com or call (866) 549-9278.

Upcoming auctions:
Jackson Hole Art Auction
September 14-15
Jackson Hole, WY

Far left: Frank Tenney Johnson (1874-1939), Branding a Maverick, 1913, oil on canvas, 34 x 24" Estimate: $175/275,000

Left: Jenness Cortez, A Tale of Two Cultures, oil on mahogany panel, 30 x 36" Estimate: $75/125,000
Mark your calendar and join the standing-room-only crowd at the next action packed Scottsdale Art Auction on April 7. More than 300 lots of the finest in Western, wildlife and sporting paintings and sculptures will be on offer in their state-of-the-art facility in the heart of Old Town Scottsdale. American Masters like Charles M. Russell, Frederic Remington, Carl Rungius, Leon Gaspard and Bob Kuhn will be joined by the finest names in contemporary Western and American art: Howard Terpning, Martin Grelle, G. Harvey, Kyle Polzin and many more.

SCOTTSDALE ART AUCTION
7176 E. Main Street, Scottsdale, AZ 85251 • (480) 945-0225 • www.scottsdaleartauction.com

Upcoming auctions:
Scottsdale Art Auction
April 7
Scottsdale, AZ

Clockwise from top left:
Maynard Dixon (1875-1946), The Sheriff Rides, oil, 28 x 18” Estimate: $30/$50,000
Bob Kuhn (1920-2007), Seal Hunter, acrylic, 24 x 36” Estimate: $80/$120,000
Howard Terpning, Captured Ponies, oil, 30 x 48” Estimate: $400/$600,000
SOLD: $1,934,000
Manitou Galleries of Cheyenne, Wyoming, and Santa Fe, New Mexico, and the Coeur d’Alene Art Auction from Hayden, Idaho, have announced their 31st annual March in Montana Dealer Show and Auction to be held March 15 through 17.

The three-day boutique dealer show and two-day auction will be held in conjunction with a number of other events during Russell Week in Great Falls. All events are free and open to the public and will take place at the Elks Lodge #24.

An important segment of the sale will consist of items from the Dr. Delwin and Karen Bokelman collection, most of which are pictured in their photo essay book Precious Dreams. Collected over the course of more than three decades, the collection includes artwork and sculpture by current and past masters such as Frederic Remington, Carl Oscar Borg, Walter Ufer and Edward Borein. Cowboy collectibles will include two Dale Ford wagons, as well as braided items by Luis Ortega and Blind Bob. Indian artifacts were also a strong segment of this collection. Included in the 2018 sale will be a number of ceremonial and ethnographic items, weavings, weaponry and horse gear. Another highlight will be a complete miniature set by William “Bill” Heisman including a fully tooled saddle, bridle, wooly chaps, spurs and cuffs.

Offerings from several other collections from Montana, Colorado, New Mexico, California, Utah and Wyoming will include 10 silver saddles, including several by Edward Bohlin, as well as art and sculpture by Tom Lovell, Bradley Schmehl, R. Tom Gilleon, Richard Thomas, Karen Bonnie, Nancy Glazier, Sonya Terpening, Karl Bodmer, Steve Seltzer, Nancy Cawdrey, Scott Rogers, Larry Zabel, Ed Quigley, Sydney Laurence, Harley Brown, J.C. Dye, Chad Poppleton, Allan Houser, Robert De Leon, John Fawcett, Fred Fellows and dozens more.

Nearly 100 fine Navajo weavings will also be up on the block, varying from fine wearing blankets all the way up to Montana room-sized rugs.

The boutique dealer show will run in conjunction with the preview and auction sessions beginning Thursday, March 15, 9 a.m. to 5 p.m. Preview times are Thursday and Friday, March 15 and 16 from 9 a.m. to 5 p.m. with first auction session at noon on Friday. The dealer show will be open Saturday, March 17 from 9 a.m. to 5 p.m. with the second session of the auction taking place at noon.

Upcoming auctions:
31st Annual Auction and Dealer Show
March 15-17
Great Falls, MT
Celebrating its 32nd anniversary, Trappings of Texas is the longest-running exhibit and sale featuring contemporary Western art alongside custom cowboy gear in the country. Trappings of Texas is recognized for its commitment to the best in Western art by showcasing works by up-and-coming artists with established artists who are members of the Cowboy Artists of America and Traditional Cowboy Artists Association. Trappings of Texas is pleased to announce that Chessney Sevier of Buffalo, Wyoming, is the 2018 Trappings of Texas Premier Artist.

Visit the museum’s website to learn more about the opening weekend events, parties, show and sale from April 12 through 14. There you will find the schedule of activities, sponsorship information and how to purchase tickets.

Upcoming auctions:
Trappings of Texas: Contemporary Western Art & Custom Cowboy Gear Exhibit & Sale
April 12-May 27
Alpine, TX
Buffalo Bill Cody on the museum grounds.

Works on view at the National Cowboy & Western Heritage Museum.

**NATIONAL COWBOY & WESTERN HERITAGE MUSEUM**

1700 Northeast 63rd Street, Oklahoma City, OK 73111
(405) 478-2250  •  www.nationalcowboymuseum.org

The National Cowboy & Western Heritage Museum is America’s premier institution of Western history, art and culture. Founded in 1955, the museum, located in Oklahoma City, collects, preserves and exhibits an internationally renowned collection of Western art and artifacts while sponsoring dynamic educational programs to stimulate interest in the enduring legacy of the American West.

**Upcoming auctions:**

- **Prix de West Art Exhibition & Sale**
  June 8-9
  Oklahoma City, OK

**WESTERN ART ASSOCIATION**

Ellensburg, WA  •  (509) 962-2934
www.westernartassociation.org

2018 marks the 46th anniversary of the annual National Fine Art Show Auction in Ellensburg, Washington, presenting the best art in the West by the best artists in the West. The doors open at 10 a.m. Friday, May 18, with a three-day schedule that includes a quick draw with auction, art demonstrations with auction and the Saturday auction of 70 pieces of original artworks. The association continues to follow their mission to preserve and promote Western heritage through art. Approximately 50 artists will be displaying and selling their art in the exhibit halls of the Kittitas Valley Event Center. Styles vary from realism to impressionism, depicting the West from Old West to contemporary West. Well-known Oregon artist **Sandra Haynes** has been selected as the 2018 Feature Artist. *Living Wild* is the image she created and will be the 2018 catalog cover and poster. Visit the association’s website for a schedule of events and to view all 70 pieces of art in the Saturday auction.

**Upcoming auctions:**

- **National Fine Art Show’s Auction**
  May 18-20
  Ellensburg, WA

*Sandra Haynes, Living Wild, oil, 18 x 24"*
The Yellowstone Art Museum’s auction was the region’s first auction of contemporary regional art. It is an exceptional way to support the living and working artists in and around Montana. Every year, the art auction supports artists and the exhibitions and educational programs that the Yellowstone Art Museum presents year-round.

This year is the 50th annual Yellowstone Art Museum Art Auction. More than 150 live and silent auction artworks will be part of an exciting event designed to celebrate the milestone event in style. With the generous support of sponsors, artists, attendees and nearly 100 volunteers, the YAM Art Auction raises funds to preserve Montana’s artistic heritage and promote exciting new artists’ work. The museum invites you to take part in the best kept secret in the art world: Montana’s many exceptional artists.

Upcoming auctions:
Art Auction 50
March 3
Billings, MT

ALTERMANN GALLERIES & AUCTIONEERS
345 Camino Del Monte Sol, Santa Fe, NM 87501
(855) 945-0448 • www.altermann.com

Altermann Galleries, established 1978 and specializing in American Western art and American art, conducts auctions throughout the year in Scottsdale, Arizona, and Santa Fe, New Mexico. The auctions offer a wide variety of art from historical to contemporary. In 2017, Altermann sold more than 889 lots ranging in price from hundreds to hundreds of thousands of dollars. A couple of highlights in 2017 were Fritz Scholder’s Chief #1, which sold for $74,000, and T.C. Cannon’s Beef Issues at Fort Sill that sold for $180,000. Both auction results were world records for the artists.

Upcoming auctions:
January 18-19
Scottsdale, AZ