



**DOERR DALLAS
VALUATIONS**



Jenny Knott
Silver & Jewellery Specialist

THE ONE THAT GOT AWAY..

I don't recall the life-changing opportunity that was missed; perhaps that's just as well. It would be galling to know that one had passed up an opportunity to buy something that went on to make multiple times the purchase price.

I do remember seeing two wonderful pairs of enamel cufflinks being sold very inexpensively at an antiques fair. The seller was insistent that he would only accept cash, and as I didn't have that sum of money on me I asked him to hold them whilst I went to a cash point. When I returned, having extracted the maximum possible from three bank accounts, he nonchalantly informed me he'd sold them to someone else. Hard money on the spot clearly talks.

I also remember the insurance valuation I did for a couple who had recently downsized. Referring to a previous valuation schedule I queried the whereabouts of an impressive Victorian inkstand by a well-regarded maker. They informed me that they had had to dispose of a great deal in the move and they had sent the inkstand to a local charity shop, believing it to be silver plate and of little consequence. They were stoic about the discovery. No point in crying over spilt ink!



What has got away from me is trends. I wish I could have called the rise and fall of gold prices better. If only I'd known that as cigarette smoking fell from grace, there would be an unexpected rise in the popularity of cigars and cigar related memorabilia. Thirty odd years ago American Marvin R. Shanken launched Cigar Aficionado, and this venture set off perhaps the most unforeseen social craze of the 1990s — the renaissance of cigars and an explosion in the popularity of all cigar-related paraphernalia. This too has now largely fallen away.



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One of my career-long passions has been cufflinks. I have supplied literally thousands of pairs of antique and vintage cufflinks to organisations both here and in America. I've constantly been told that they would be going out of fashion and that no one would want the bother of double cuffed shirts anymore. However, even as the tie has fallen from grace, the tailored shirt has remained a wardrobe staple and notwithstanding the hiatus of the pandemic cufflink sales are on rise again as workers return to offices. I have just sourced an Art Deco dress set for a well-known film franchise that wanted the genuine article and not a modern copy. I'm really glad that one didn't get away.

The great thing about our world is that there is always tomorrow. There is endless speculation about where trends are going and what individual pieces might make. It's one of the things that makes the art world so interesting. We all bring our expertise to bear on determining accurate prices, but the marketplace can be capricious and that's what makes it exciting. Fashions come and go, and unexpected left-field shifts like the rise of NFTs can cause a significant change in thinking. Being able to foresee these repositioning of market forces would be a really useful superpower.

Eventually, most people are pragmatic about missed opportunities, which sometimes presents a chance to rethink and learn. I have a huge collection of single cufflinks that are partnerless. I shall let you decide if this collection should be viewed as the ones that got away or the ones that were saved. I prefer to think of them in the latter category, however, I'd be overjoyed to find their partners and restore the marriages.