

KETTERER KUNST

A family business with a global reach



Success based on trust
and communication



Dear art lovers,

2024 was a year of contrasts. While many in our industry struggled with insecurities, we experienced moments of strength, growth, and team spirit. This year showed that success depends not only on sales figures but also on an unwavering commitment to goals – not to mention good listening skills.

We are the only German auction house in the global Top 10 for the third consecutive year. But this is more than just a number. It is a message emphasizing that enthusiasm, quality, and reliability still have their place in a rapidly changing world – and that we not only stand our ground but also continue to grow and stand new tests. With more than half of the bids from abroad and seven of the ten highest hammer prices in Germany in 2024, we have clearly shown that we are a strong partner – for national and international collectors.

Achievements like these do not come about in auctions alone. A crucial part of our work lies in private sales – sales that we execute for our clients with discretion outside public auctions. A service in ever-increasing demand, private sales prove how vital trust and personal relationships are in our industry.

What are we driven by? The answer is simple: People. Our team of experts is the heartbeat of our company. It combines in-depth knowledge with dedication and the ability to respond to each customer's specific needs. Our employees make us who we are – and they make us successful. You will get to know our team on the following pages and learn why they are so special.

We have no fixed plans for 2025, but we have goals. We want to inspire and surprise our customers again and take on the market challenges ahead. We want to prove that tradition and innovation can go hand in hand and that a family-run company can compete with the world's major players without losing sight of its values.

We look forward to a new year of stories, encounters, and triumphs.

Join us.

*Gudrun Ketterer and Robert Ketterer
The Auctioneers*

Challenges and opportunities

The international art market faced extraordinary challenges in 2024. The hitherto flourishing industry was confronted with political friction and economic uncertainties. The market was oversaturated with art fairs and met with ever-changing consumer expectations. In this environment, Ketterer Kunst was able to prove that consistency and the ability to adapt are key to success. With an annual turnover of 90.2 million euros and record proceeds, the company continues to rank among the top 10 internationally, retaining first place among the leading German auction houses for over six years now.

Global economic crises have had varying effects. It would be too simplistic to speak generally of waning interest among buyers. While some investors took a more cautious approach, US buyers were boosted by the strength of the dollar. Their interest in the German and European markets increased noticeably – and played into Ketterer Kunst's hands. As a result, the European and German markets became even more attractive for this target group. Admittedly, collectors are proving increasingly selective, but they are still investing in high-quality, well-researched works. Their focus is clearly on long-term value appreciation and artistic substance. Much-hyped trends such as "Wet Paint" rapidly lost their significance.

Despite its growing international network, Ketterer Kunst remains anchored in its original values. The auction house places great emphasis on providing personal advice, maintaining long-term relationships and fostering a familial atmosphere. By combining a personal touch with a global perspective, it meets the needs of consignors and buyers alike. Careful research and sound expertise, coupled with innovative concepts, have convinced collectors and cultural institutions worldwide. It takes this very commitment to break records and achieve hammer prices in the millions.

Private sales have become an essential part of our business alongside the classic saleroom auctions. Customers preferring a more private and customized experience appreciate this professionally managed, flexible, and discreet alternative to public auctions.

The coming years will continue to be characterized by profound changes. The reduction in the oversupply of fairs, responding to buyer needs and increasingly global bidder participation will remain the central topics. Ketterer Kunst shows how a clever combination of tradition and innovation can contribute to staying relevant in the long term – not through perfection, but through reliability, commitment, and a willingness to embrace change.

Annegret Erhard, Art and art market journalist

ARE YOU LOOKING TO SELL?

"2024 showed that it is not the timing that makes the difference, but our expertise and the right approach – whether selling at auction or in a private sale."

Robert Ketterer

Our team of experts will advise you – discreetly and in person.

Get in touch with us.

2024 ART WORLD FACTS

The longest bidding battle, in minutes **17**

Three art lovers competed for Claude Monet's "Nymphéas" (1914–1917) at Christie's in New York on November 19.

Number of artworks sold for more than € 1 million in German auctions

In total	16
Lempertz	1
Grisebach	2
Ketterer Kunst	13

World's most expensive fruit, in million US\$ **6,2**

Maurizio Cattelan's work "Comedian" (2019) – a banana taped to a wall (Sotheby's in New York on November 21, 2024.)
The new owner then ate the banana declaring it tasted "much better than other bananas".

Average price of an artwork, in €

Christie's	204,249
Ketterer Kunst	154,110
Dorotheum	12,552

Visitors to the Louvre who take a selfie in front of the Mona Lisa, in % **> 80**

Time visitors spend in front of the Mona Lisa, in seconds **50**

Number of artworks sold for more than €100,000 in German auctions

Karl & Faber	28
Van Ham	55
Grisebach	51
Lempertz	46
Ketterer Kunst	128

The longest journey an artwork traveled, in km **385,000**

Jeff Koons sent his artwork "Moon Phases" on a trip to the moon with the "Odysseus" space probe. It was installed in a transparent cube.

Source: Artnet Price Database Fine Art since 1800, as of January 19, 2025. Artnet Analytics Top 50 auction houses by total sales value for artworks created after 1800. As of January 21, 2025. Sothebys.com and information provided by the Louvre.

Ketterer Kunst – Who we are

An unbeatable team



Together with Nicola Gräfin Keglevich, I lead the twelve-strong acquisitions team of art historians. Our job is to devise customized strategies for every single work of art and collection. We gain assurance through joint deliberation, we can rely on one another and have each others' backs. I started working in my husband Robert's company in 2006 and have been able to contribute my knowledge and experience from day one. As an art historian, I learned my trade from the bottom up, working at the Berlin auction house Bassenge for many years. Ketterer – our name is our joint responsibility. As a family enterprise, my husband and I always follow this guiding principle. That is why we attach great importance to ensuring that everything – from initial consultations, market classification, and scientific research to the professional handling and inspiring presentation of an artwork – is entrusted to the experts within our company. As spouses and business partners, Robert and I support and encourage each other in our day-to-day work, especially when implementing innovative ideas. What I particularly enjoy about my job is conducting an auction, concentrating on coordinating bids submitted through various channels, timing the auction and keeping the excitement in the room at an ideal level, responding to the vibes I get from the audience, and enjoying the smooth course of the auction, constantly aware that I can entirely rely on my team. Of course, an auction looks so effortless because it is coordinated and choreographed by employees working in seamless harmony with one another – a recipe for success with which our entire team is utterly familiar.

Gudrun Ketterer

Our expertise – Your key to success



Kenneth Noland

Via Media (Suddenly). 1963. 259.1 x 330.2 cm.
Evening Sale on December 6, 2024
Estimate: € 600,000
Sold for:

€ 1.4 million

Ketterer Kunst – Who we are

Inspiring encounters with art and people



It was over three and a half years ago that I answered Robert Ketterer's call and seized the opportunity to join the management team at his company. I brought with me my knowledge of art history and almost two decades of experience in the international art market. These form the basis for making decisions in a company that is run with a great deal of creativity – as does learning from encounters with people. Gudrun Ketterer and I work together closely to manage our acquisition team of highly qualified specialists. Our team is equipped not only with in-depth knowledge and essential soft skills such as empathy and openness, but also with a keen sense for the individuality of the collector. To learn from our collectors, we listen carefully and appreciate the nuances that make for a successful collaboration. Drawing on decades of experience, our core business is based on our expertise in Modern Art. But it is becoming clear that we also represent an alternative, a counterweight to London and New York, in the increasingly important area of Contemporary Art. Indeed, over the last few years, we have auctioned the most expensive works in company history in both categories. We have achieved our goals thanks to a superb, well-coordinated team effort. The secret of our success, lies quite simply in communication and our ability to connect with people. It's not just a matter of collecting contacts, but of maintaining close relationships – at least, that's the approach I've long found most rewarding.

Nicola Gräfin Keglevich, Senior Director in Munich

Our expertise – Your key to success



Alexej von Jawlensky

Spanische Tänzerin. 1909. Oil on cardboard. 100 x 69,5 cm.
Evening Sale on June 7, 2024
Estimate: € 7 million
Sold for:

€ 8.3 million

Highest hammer price in Germany in 2024
Highest hammer price worldwide for a work by Jawlensky in over 15 years

Ketterer Kunst – Who we are

A lively exchange



After stops at a museum, an art association, a gallery, and in the art trade, I took over the Ketterer Kunst branch in Berlin in 2015. I have been living in Berlin since 1995. For more than a century, the city has been home to some of the most important artistic movements and avant-garde trends like the Berlin Secession, Expressionism, Dada, Verism, Bauhaus, and the Junge Wilde, to name just a few that have provided vital impulses. The works these movements have yielded can be found in Berlin's diverse museums, and they are also the basis for a lively collecting scene. I am always impressed by the expertise of our customers when they come to our gallery for auction previews and to engage in discussions. Berlin is a center of production for artists from all over the world. Apart from my regular activities in the auction business, it is my pleasure to organize exhibitions at our beautiful premises. Among other things, we have shown works from the Museum of Concrete Art in Ingolstadt; we presented the Kurt Fried Collection of the Ulm Museum and works from the collections of Lenz Schönberg, Olbricht, and Hoppe-Ritter. We showed the work of Joseph Beuys, Karl Hagemeister, Antonio Calderara, and Oskar Holweck in solo exhibitions. This is how Ketterer Kunst attracts attention in the Berlin region and makes an established contribution to a lively, diverse, and open scene, such as the annual Gallery Weekend.

Dr. Simone Wiechers, Berlin Representative

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Our expertise – Your key to success



Sean Scully

Cut Ground Orange. 2009. 213 x 305 x 6 cm.
Evening Sale on June 7, 2024
Estimate: € 800,000
Sold for:

€ 1.3 million

Ketterer Kunst – Who we are

Common ground

Clients in my department are changing, which is a highly encouraging development for art and the art market. The sell-through rate of 85 percent, which has been stable for several years, is proof of the increasing interest in art movements from the past 120 years. Meanwhile, buyers' interests overlap, meaning that Modern and Contemporary Art collectors have set their sights on the 19th century, Romanticism, fine landscape painting, and Symbolism. Our concept of presenting works from different eras in a single catalog supports such synergies. For example, and perhaps surprisingly to some, there are fascinating parallels between Carl Spitzweg and Neo Rauch, who reflect their time's history and everyday culture in their works. Since 2011, I have dealt with the historical works that Ketterer Kunst is entrusted with for auction. My team and I know that, in addition to our knowledge of art history, we need to recognize and interpret the market context with its complex socio-cultural and economic aspects to match buyers with sellers successfully. Our clients know that we include all the paths and traces we encounter in our thorough assessment and evaluation of a work of art. That is what it takes to build long-term loyalty and trust.



Sarah Mohr, Head of 19th Century Art in Munich

Our expertise – Your key to success



Max Slevogt

Der verlorene Sohn. 1899. 110,5 x 98 cm.
Evening Sale on December 6, 2024
Estimate: € 150,000
Sold for:

€ 560,000

Carl Spitzweg

Der Postbote. Around 1860. 27,2 x 20,8 cm.
19th Century Art Sale on December 9, 2023
Estimate: € 280,000
Sold for:

€ 360,000

Ketterer Kunst – Who we are

With expertise and new impulses to success



My work relies on exchanging expert knowledge and the invaluable quality of swarm intelligence. Although I have a PhD in art history and vast art market know-how acquired in more than 15 years at Ketterer Kunst, I appreciate the tremendous importance of versatile expert teams. This concentrated potential is indispensable for our scientific work. What is even more important and satisfying, however, is that this exchange provides valuable new impulses. Anyone thinking we wallow in research, poring over catalogs, and writing essays in the seclusion of our extensive library is only partly correct. There is so much more going on at this central interface of the house: we are responsible for the internal and external examination processes and obtain expert opinions from estates, archives, studios, and art scholars. We are in constant exchange with museums and collections, as well as with distinguished restorers, to prepare well-founded condition reports. We, and of course, potential buyers, seek to understand the zeitgeist and environment in which the artwork was created. This often requires a critical examination of art-historical attributions that go far beyond the norm, an intensive immersion into realms that lie beyond the trodden paths.

Dr. Julia Scheu, Head of Scientific Cataloging in Munich

Our expertise – Your key to success



Robert Ryman Max Beckmann

General 52" x 52". 1970. 132.1 x 132.1 cm.
Evening Sale on December 6, 2024
Estimate: € 1 million
Sold for:

€ 1.3 million

Großer Clown mit Frauen und kleiner Clown. 1950. 128 x 77 cm.
Evening Sale on December 6, 2024
Estimate: € 1.4 million
Sold for:

€ 3.7 million

Ketterer Kunst – Who we are

Creative strategies

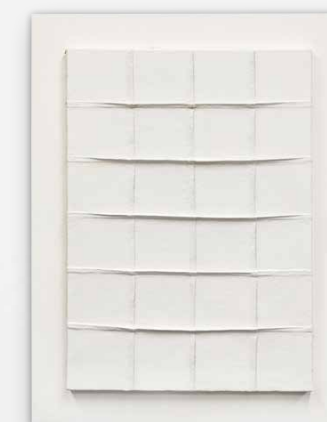


After a good decade in marketing and communications with Axel Springer and the Süddeutsche Zeitung, I was eager to take on a new and challenging assignment again. That worked out in every respect. Needless to say, I benefited from the experience I had gained in leading positions. When I started at Ketterer Kunst two years ago, my love and knowledge of art came in sound, while the art market itself was still a vast field to explore. However, it was precisely this new challenge that drove me. Robert Ketterer's trust in my ability to adapt fast got me on track in no time.

Today, I devise marketing strategies in close collaboration with my art-historically adept colleagues. My longstanding close contacts with the editorial offices of influential media outlets facilitate access to key advertisers. A virtually inexhaustible desire to develop compelling ideas for an above-average level of commitment in the competition for worldwide attention has proven successful. One thing is clear: Implementing such strategies successfully would not be possible without my strong team. What's more, a house like Ketterer Kunst can rely on impressive facts when it comes to communication – an invaluable advantage.

Anja Häse, Head of Communications and Marketing in Munich

Our expertise – Your key to success



Alberto Burri

Legno P 1. 1958. 100 x 85,5 cm.
Evening Sale on December 6, 2024
Estimate: € 900,000
Sold for:

€ 1.1 million

Piero Manzoni

Achrome. 1959/60. 70 x 50 cm.
Evening Sale on December 6, 2024
Estimate: € 400,000
Sold for:

€ 510,000

Ketterer Kunst – Who we are

With expertise and empathy



My career at Ketterer began with a bang some 17 years ago. Robert Ketterer sold “Nadja” – a long-lost portrait of a woman by Emil Nolde from 1919 – for €2.5 million, the first million-euro hammer price in the auction house’s history. Today, I am head of the contemporary art acquisition team and can look back on many sales in the millions. I quickly learned that art historical knowledge and a keen eye for quality are key prerequisites for the job. Still, above all, customers must be met with commitment, authenticity, and a human touch. Emotions are at least as important as facts and figures because our business is all about the art that matters to collectors. Sometimes, it is closely connected with a family history that goes back generations. Collectors grant us access to a private part of their lives and will only do so if you are willing to engage in the same way. Acquisition is not a one-way street; it demands patience and empathy. There is no manual telling you how to go about it. You have to love dealing with people and unexpected situations, and then collectors will trust us and allow our house to sell their art successfully.

Julia Haußmann, Head of Contemporary Art in Munich

Our expertise – Your key to success



Alex Katz

Tara. 2003. 183 x 152.5 cm.
Evening Sale on December 10, 2021
Estimate: € 350,000
Sold for:

€ 900,000

Andy Warhol

Friedrich II. 1986. 214 x 183 cm.
Evening Sale on December 8, 2023
Estimate: € 500,000
Sold for:

€ 890,000

Ketterer Kunst – Who we are

Joint solutions



As a trained art dealer and a knowledgeable consultant for consignors, collectors, and buyers, I have been wholeheartedly committed to Ketterer Kunst for many years. In 2007, I left Munich to return to my home region, where I have since been managing the representative office in the Heidelberg area. Personal contact, reliability, and trust are the hallmarks of my customer relations. I have worked with many of my long-standing clients for years – sometimes even over generations. I welcome new collectors and art enthusiasts with openness, providing comprehensive and comprehensible advice. Together, we work out solutions that are both individual and sustainable. One of my key concerns is to support the restructuring of premium collections. In doing so, I act with discretion and analytical skills and, where necessary, provide essential support. My profound market knowledge and vast experience enable me to assess developments with a clear eye – always aiming to achieve the best for “my” clients. Among the highlights of the auction year are the preview exhibitions I get to organize twice a year at a different, renowned Frankfurt gallery – each time a special event, and for many clients, a set date in their calendar. And it’s also the ideal opportunity to get to know Ketterer Kunst and me personally. What drives me? The joy I feel when customers benefit from my expertise.

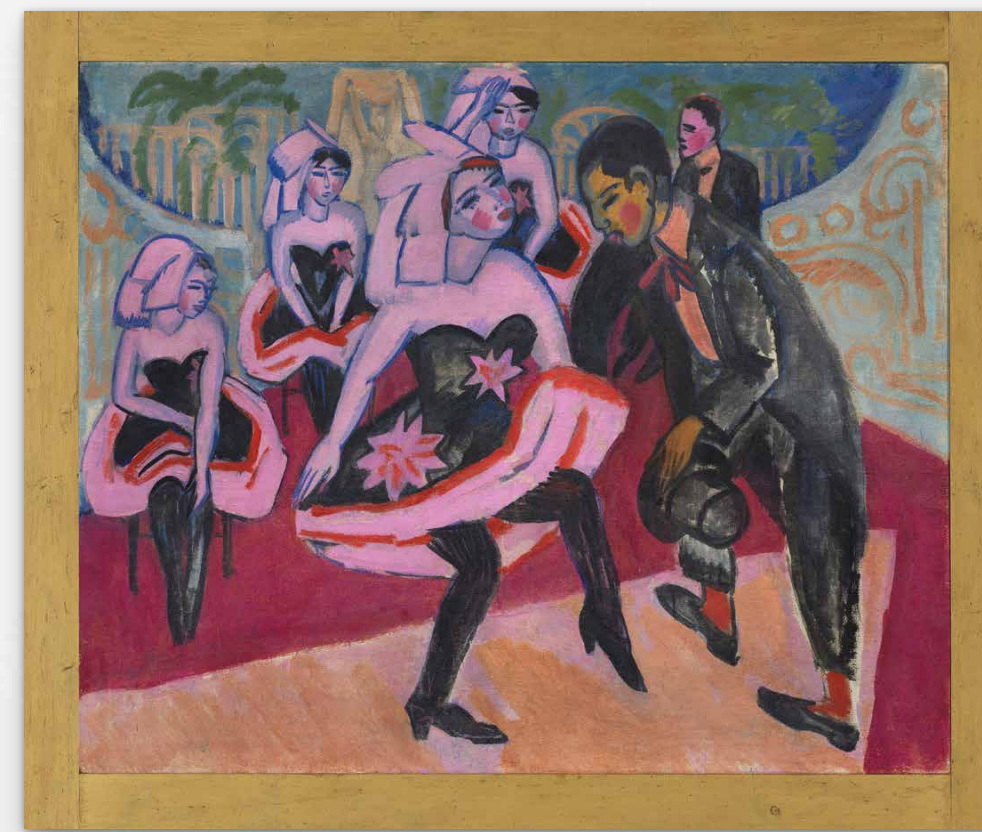
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Our expertise – Your key to success



Ernst Ludwig Kirchner

Tanz im Varieté. 1911. 121 x 148 cm.
Evening Sale on June 7, 2024
Estimate: € 2 million
Sold for:

€ 7 million

Sammlung Im Obersteg im Kunstmuseum Basel

Ketterer Kunst – Who we are

Prepared for anything



The diversity the job offers is tremendous and leaves no room for monotony. In my position as Head of Logistics, I particularly benefit from the practical experience I have gained over eleven years in several departments of the auction house. As an art historian and newcomer to the auction industry, I started as a trainee in the shipping department, followed by stints as a registrar and in the Department of 19th-Century Art, eventually joining the Logistics Department for good, as it offers a work environment where a solid knowledge of the trade and an appreciation of art complement each other perfectly. They combine with less inspiring yet critical organizational tasks, such as coping with paperwork, clearing customs, and navigating the bureaucratic obstacles of cultural property regulations. Import, collection, and delivery often require precise coordination under time pressure. My team and I are mentally and practically prepared for any imponderability and have attained a certain degree of routine. That much is true, but we are often compensated for our efforts by direct contact with valuable artworks, many of which are of museum quality, and by our contact with significant collections and discerning collectors with an appreciation of art. We willingly go above and beyond the average tasks expected of a logistics department when we organize re-framing or provide buyers with support for the presentation of a newly acquired work of art.

Andreas Geffert, Head of Shipping and Logistics in Munich

Our expertise – Your key to success



Antony Gormley

Big Witness. 2013. 308 x 63,5 x 45 cm.
Evening Sale on December 8, 2023
Estimate: € 400,000
Sold for:

€ 740,000



Henry Moore

Working Model for Sheep Piece. 1971. 103,5 x 152 x 108 cm.
Evening Sale on June 7, 2024
Estimate: € 600,000
Sold for:

€ 1.2 million

Highest price for a work by Henry Moore in Germany

Richard Serra

Corner Prop No. 6 (Leena and Tuula). 1983.
195 x 150 x 5 cm and 150 x 150 x 5 cm.
Evening Sale on December 9, 2022
Estimate: € 600,000
Sold for:

€ 1 million



Ketterer Kunst – Who we are

Seizing opportunities and the art of timing



An auction is like a premiere with no follow-up performance. A work of art enters the stage and has only one chance to shine. Then it disappears again. With a background in art history and theater studies, this metaphor is particularly compelling. In almost ten years at Ketterer, now as Head of Modern Art, I have understood the intricacies of the art market and how it requires constant adjustment and a keen sense of anticipation. There are many reasons why someone might want to part with a particular work of art or an entire collection.

In some cases, we are dealing with an estate or a community of heirs; in other cases, with a generational shift or a desire to refresh an existing collection. My job requires a sure instinct and a willingness to listen. However, I also have to point out a work of art's potential and provide assessments that are in line with market conditions. It's easy to find yourself walking a tightrope here. Timing is an important and sometimes tricky aspect of a sale. Over the years, I have had the opportunity to get to know wonderful collections and support their growth, and I have met many collectors with unique personalities. I have seen works of art that remain hidden from the public (for now). I have also learned that walking a tightrope does not necessarily have to be a walk on a razor blade. Especially not when you have a strong team behind you.

Sandra Dreher, Head of Modern Art in Munich

Our expertise – Your key to success



Karl Schmidt-Rottluff

Lesende (Else Lasker-Schüler). 1912. 102 x 76 cm.
Evening Sale on December 9, 2022
Estimate: € 700,000
Sold for:

€ 4.1 million

On permanent loan at the Van der Heydt-Museum, Wuppertal

Ketterer Kunst – Who we are

A hundred things at once

Executive assistant – sounds a bit like a mix between a receptionist and a tea girl. In fact, it's more of a combination of a Tetris player, secret keeper, and lightning rod. While everyone else is absorbed in their work, I juggle deadlines, projects, and people – and try to cope with everything with a smile and composure.

During the year and a half that I have been here, I have worked out a system that is just as flexible and dynamic as the art market itself. Maintaining the equilibrium between the team, management, consignors, and, of course, Mr. Ketterer is not always easy, but who said it always had to be easy?

As a political scientist, I have learned how to understand political processes and act quickly and precisely – which is just as crucial in an auction house as in politics. The pace, the diversity, and the constant interaction with experts make my role a truly challenging one.

No two days are the same, and that's exactly what I appreciate. Of course, there are also days when the “to-do” field is just as daunting as the “what if” field. But that's when I try to stay calm and keep everything coordinated. Ultimately, it's always about mastering challenges as a team – and when things get heated, I try to extinguish the fire with a clear head. Or at least with a cup of coffee.

Linh Tran, PA to Robert Ketterer in Munich



Our expertise – Your key to success

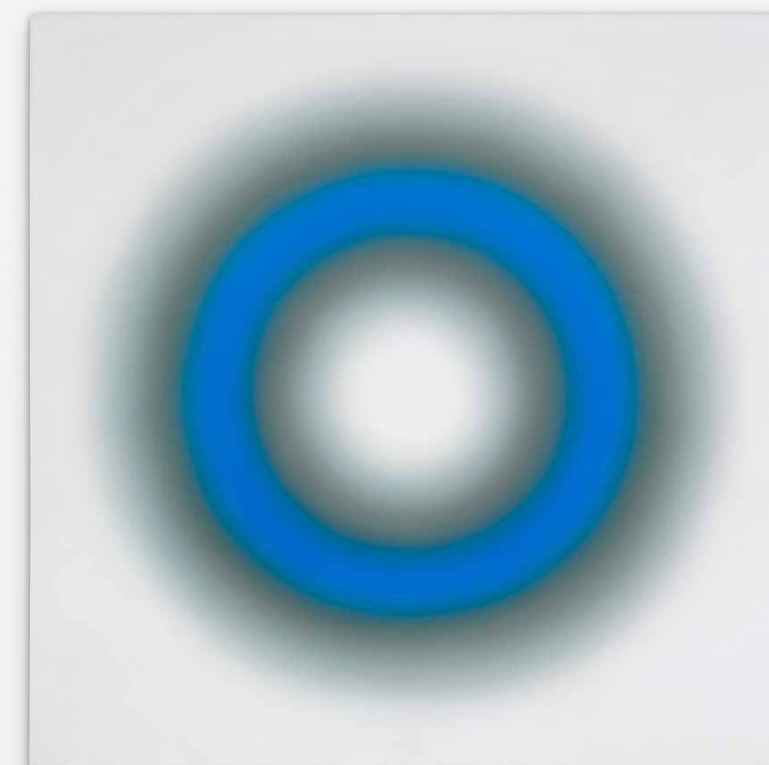


Renée Sintenis

Große Daphne. 1930. Height: 143.7 cm.
Evening Sale on June 7, 2024
Estimate: € 200,000
Sold for:

€ 580,000

World record



Wojciech Fangor

M 77-1968. 128 x 128 cm.
Evening Sale on December 6, 2024
Estimate: € 400,000
Sold for:

€ 510,000

Ketterer Kunst – Who we are

A traditional center of the art market



Our Cologne branch opened in May 2023. Ideally located in the splendid former premises of the famous Galerie Werner—a location firmly anchored in the minds of (not only) the collectors in the Rhineland. Naturally, as newcomers, we had to prove ourselves in the local scene. Yet, thanks to my long-standing experience in the art industry and as an exhibition curator, I was well-known in the Rhineland from the beginning, especially among the large number of collectors in the region. Now, Ketterer Kunst is another prominent player in the area. The local gallery scene and the appeal of Art Cologne, Germany's oldest art fair, promise synergies. Despite an established art market tradition, five-meter-high ceilings, and 260 square meters of exhibition space, the human touch remains decisive. Knowledge and dedication, a solid evaluation, and sound individual advice are among the many factors that play a crucial role in winning the trust of new customers, whether consignors or buyers. With temporary exhibitions that benefit from the location, the venue's tradition, and the surroundings, we will continue to emphasize the house's excellent reputation far beyond German borders. Our biannual auction preview exhibitions offer art enthusiasts the ideal opportunity to get to know Ketterer Kunst on-site.

Cordula Lichtenberg, Cologne Representative

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Our expertise – Your key to success



Pierre Soulages

Peinture 92 x 65 cm, 3 août 1954. 1954. 92 x 65 cm.
Evening Sale on December 10, 2021
Estimate: € 700,000
Sold for:

€ 2.2 million

Ketterer Rare Books – Who we are

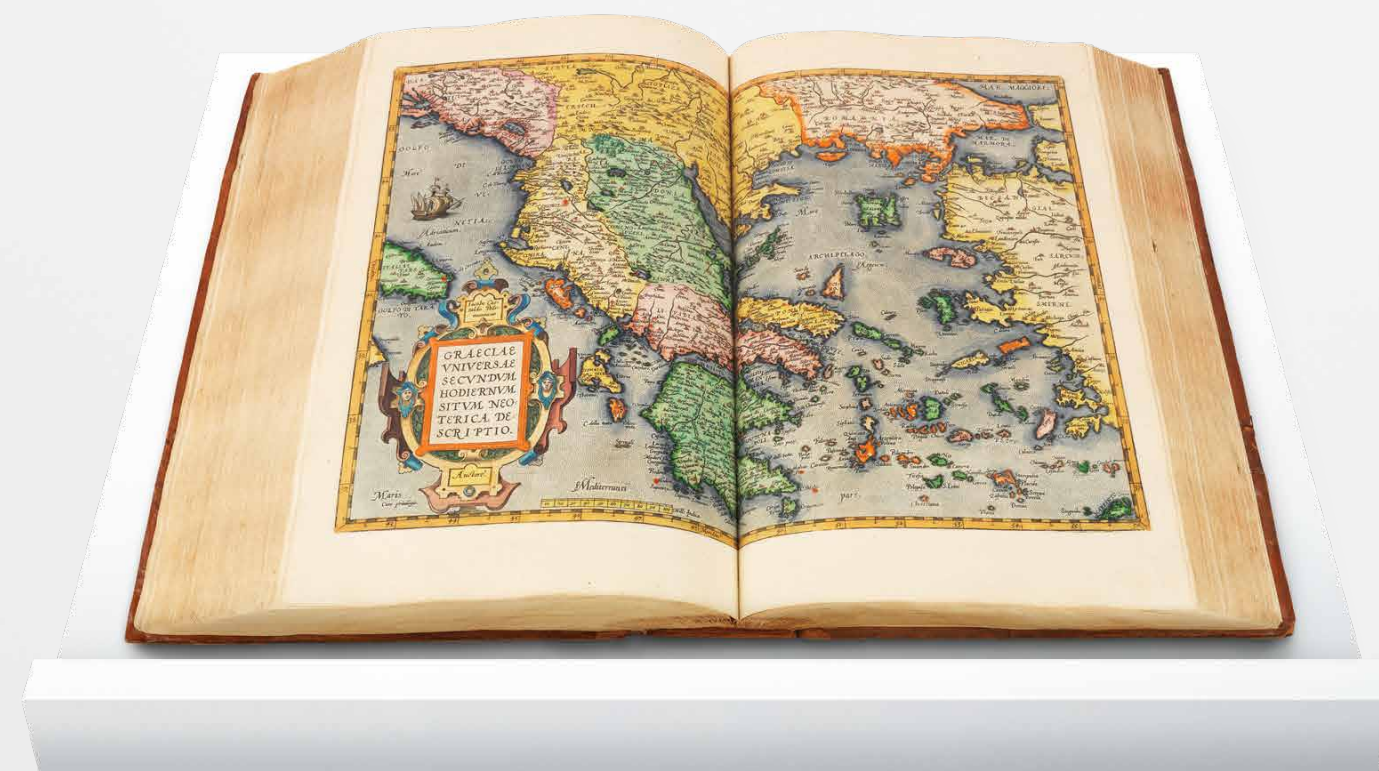
A love of bibliophilic treasures



In 1999, I applied for an internship as an art historian at Ketterer Kunst. However, only my second degree in German studies made me stay in the Department of Rare Books and Prints, which has been a Ketterer division since 1988 when it took over F. Dörling, a Hamburg book and art auction house dating back to 1795. What I enjoy most about my work is that it is so broad and dynamic; it often requires me to combine the knowledge I gained in both fields of study. Each day is different, which I enjoy very much. I love the variety, the connection between language and art, the focus on individual items, and the fascinating interactions with our customers. Like the book, our Hamburg department stands for tradition and consistency. The team at our Hamburg branch has been working together for over 20 years and enjoys engaging with this particular area of collecting. We are still looking for high-quality bibliophile prints, precious manuscripts, and rare first editions of a scientific nature. We have seen many changes over the years, but one thing has always remained the same: our customers trust our judgment and expertise. We each bring our knowledge and passions to our work every day. We are a strong team, strong for our customers, and united in our love of books.

Silke Lehmann, Expert for Rare Books in Hamburg

Our expertise – Your key to success



Abraham Ortelius

Theatrum orbis terrarum. 1601.
Auction Rare Books on November 29, 2021
Estimate: € 80,000
Sold for:

€ 163,000

Ketterer Kunst – Who we are

Old files are my World Cup final

My team in the Provenance Research Department and I investigate the origin of the art-works. Our primary concern is to determine whether a work is burdened with provenance issues from the Nazi era. In most cases, we can give the all-clear, but if a suspicion is con-firmed, we endeavor to find a discrete and legally sound solution.

It is the biographies of the collectors that fascinate us—and, of course, the stories behind the artworks, as the things that paintings and sculptures experience over the course of their lives are truly incredible. Part of our research involves reaching out to the descendants of the former owners, which is why meeting people from all over the world who open their photo albums and family archives is the most wonderful and inspiring part of a fascinating job that has been my life at Ketterer Kunst for over 15 years.

What does it take to be good at what I do? Patience and persistence, precision and diligence, extensive expertise – and, in addition to a love of art, a love of dusty old papers. A fragile bundle of old files is as exciting for me as a World Cup final is for others. A meticulous anal-ysis of every detail follows until we find the missing link. My family and my bright and wild garden provide an excellent balance to this painstaking forensic task.

Dr. Agnes Thum, Head of Provenance Research in Munich



Our expertise – Your key to success



Hermann Max
Pechstein

Die Ruhende. 1911. 75 x 101 cm.
Evening Sale on June 9, 2023
Estimate: € 1.2 million
Sold for:

€ 2.2 million

Max
Liebermann

Große Seestraße in Wannsee. Around 1925. 73 x 92.2 cm.
Evening Sale on June 9, 2023
Estimate: € 400,000
Sold for:

€ 1.7 million

Ketterer Kunst – Who we are

In the know



Call it a collector's gene if you like. I come from a family with a third-generation tradition of collecting Post-War and Contemporary art, which made studying art history in my hometown, Munich, an obvious choice. As a result of my socialization in the art world and an extensive network of contacts, I have drawn on a wealth of resources for my work from the outset. I am a board member of the Friends of the 'Haus der Kunst' in Munich, and a few years ago, I helped establish the network of 'Junge Freunde' (Young Friends) of the museum. My main focus is on Contemporary Art. Visiting galleries, art fairs, and exhibitions to meet collectors is not just a professional duty for me but also a way to satisfy my curiosity. I want to see beyond trends and tendencies, for which I observe international auctions, follow the secondary market, and keep a close eye on the commercial success of emerging artists. My clients value me as a reliable, trustworthy advisor with a deep understanding of building a collection based on my experience. I provide support in a spirit of partnership, taking all the factors accompanying a generation change into account, always with an eye on desired and perhaps necessary adjustments. I gained international experience in galleries and the auction industry while still studying and immediately after. Working at Ketterer Kunst, I have my finger right on the pulse of the industry.

Dr. Franziska Thiess, Expert for Contemporary Art in Munich

Our expertise – Your key to success



Andy Warhol

Flowers (10 sheets), 1970. Each 91.5 x 91.5 cm.
Evening Sale on June 7, 2024
Estimate: € 800,000
Sold for:

€ 1.9 million

Among the top three worldwide

Ketterer Kunst – Who we are

Figures, art, and the unexpected



Figures and art – what a combination. Finance and controlling are my profession. But in my professional life, beyond the indispensable precision, I need the omnipresence of a live object. My ability to focus and my powers of deduction are most effective in an unpredictable environment. My position as Head of Accounting comes closest to this ideal in a globally operating house such as Ketterer Kunst, where high-priced artworks are regularly up for auction. In addition, it requires a high degree of intercultural competence in dealing with customers and business partners, a skill I acquired during my studies. My colleagues and the in-house art experts have supported me in getting up to speed on the ins and outs of the international art market in just under two years. The year's highlights are seasonal auctions in early summer and late fall. I try to do my part to ensure that everything runs according to plan, supporting the auctioneer and the entire team with the customary reliable approach of a perfectly organized accountant. I remain objective, realistic, and sometimes amazed by unexpected price spikes. But, as I soon learned, these are an inevitable part of the auction business.

Lidija Pavlicic, Head of Accounting and Controlling in Munich

Our expertise – Your key to success



Keith Haring

Andy Mouse (4 sheets). 1986. Each 96.5 x 96.5 cm.
Evening Sale on June 18, 2021
Estimate: € 300,000
Sold for:

€ 1 million

Christo and Jeanne-Claude

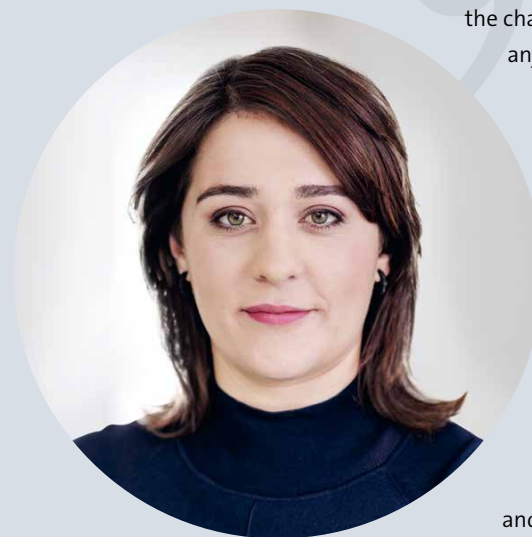
The Gates, Project for Central Park, NY (2 parts). 2002. 36 x 166 cm/108 x 166 cm.
Evening Sale on December 10, 2021
Estimate: € 350,000
Sold for:

€ 750,000

World record

Ketterer Kunst – Who we are

Anything but stagnation



With a degree in art history and a family background in the art and antiques business, I initially found myself in the event industry. What I enjoyed most was the challenge of staging the perfect setting and delivering on time, regardless of any adverse circumstances. Once I had gained experience as a student trainee, I was entrusted with a wide range of tasks at a small auction house. In hindsight, the time was an essential preparation for the responsibilities entailed in my work at Ketterer Kunst, where I have been part of the 19th Century and Modern Art acquisitions team since 2021. In addition to thorough research, my work also involves a significant amount of IT optimization to ensure that our acquisition programs run smoothly. I enjoy my job, love it when things happen, and loathe stagnation. There has been plenty of motion in the art market recently. The newly awakened interest in art of the 19th century has been sparked by collectors looking to expand their focus from modern and contemporary art. They start collecting in context and enjoy exploring how a subject has been approached over time. They cultivate a sense of stylistic similarities and the quality of how the same subjects were treated in different periods. In this context, I welcome Ketterer Kunst's decision to merge these segments in acquisitions, editing, and catalog publications.

Felizia Ehrl, Expert for 19th Century and Modern Art in Munich

Our expertise – Your key to success



Wassily
Kandinsky

Murnau. 1908. 32.9 x 40.5 cm.
Evening Sale on December 8, 2023
Estimate: € 1.5 million
Sold for:

€ 3.9 million



Franz Marc

Grünes Pferd. 1912. Tempera. 22.5 x 35.5 cm.
Evening Sale on June 9, 2023
Estimate: € 600,000
Sold for:

€ 2.5 million

Ketterer Kunst – Who we are

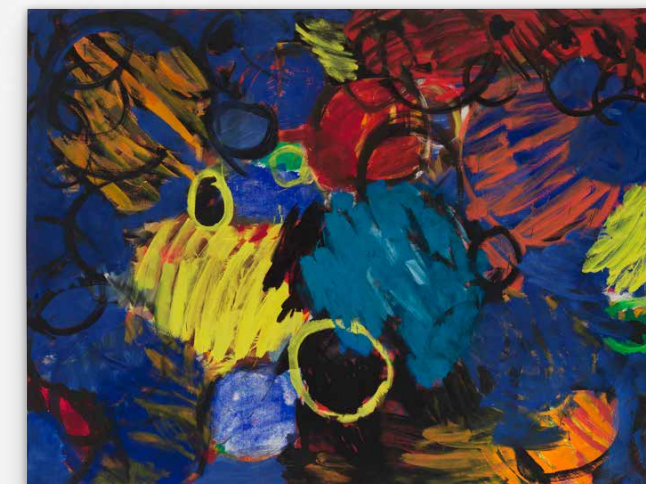
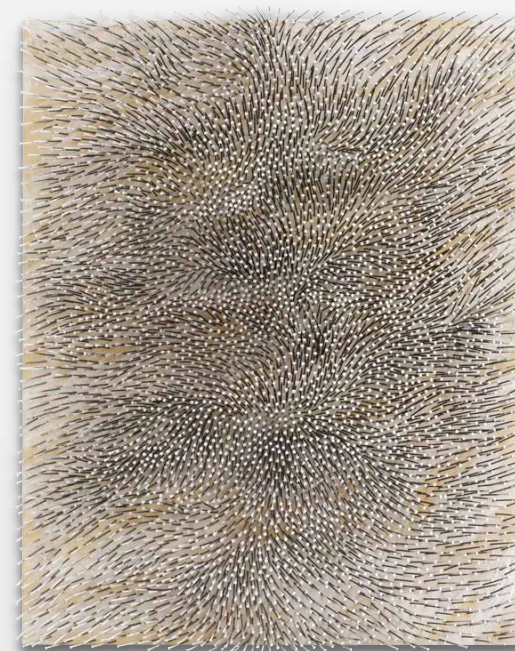
Ambition and a thirst for knowledge



My career at Ketterer Kunst began in 2008 as an art history student. Everything that came into the house passed through my hands. I was hooked. In addition to the academic knowledge I had acquired, I also came in contact with the practical side of the business. The learning curve was steep. I started trading graphics on a small scale and gradually developed that activity. From the start, I monitored auctions worldwide, their offers, results, top sellers, and flops. To this day, I still get a kick out of it. I am a trusted source of information on valuations for the company's acquisitions team (on which I am the only male member). In 2017, I returned to the north of Germany and began to support our clients in the region. I respond to inquiries, inspect artworks and collections on-site, advise, and prepare valuations. Among many other things, I have learned that Ketterer is more innovative than almost any other auction house. Above all, however, I have discovered that when dealing with clients (even more so in our industry), you have to be genuine and understand all the different reasons that lead to a sale. And you have to be passionate - well, on fire. as it won't work otherwise.

Nico Kassel, Representative Northern Germany

Our expertise – Your key to success



Günther
Uecker

Wind. 2005. 200 x 160 x 16 cm.
Evening Sale on December 8, 2023
Estimate: € 700,000
Sold for:

€ 950,000

Ernst Wilhelm
Nay

Motion. 1962. 150 x 200 cm.
Evening Sale on June 9, 2023
Estimate: € 400,000
Sold for:

€ 1.6 million

Ketterer Kunst – Who we are

Creating connections



I have been running the Hamburg branch for three years now. Before that, I had plenty of opportunities to gain experience in the art market, most recently at Artsy, the globally operating American online art platform. My expertise and the strong network I have established over many years make my acquisition work truly enjoyable. Being a native of Hamburg, I deeply understand the local art scene. My position on the 'Friends of the Deichtorhallen' board also allows me to maintain an active dialog with collectors. I am passionate about fostering meaningful exchange and a shared appreciation of art in this context. As a representative of Ketterer Kunst, my job is to convince collectors and buyers of the auction house's high level of professionalism and success and clearly communicate the values we embody. This requires expert knowledge of the international art scene and a deep understanding of current price trends and projects. In addition, successful consultation and appraisal of works of art requires trust and mutual respect. Regular auction preview exhibitions at partner galleries in Hamburg help raise our profile in the greater Hamburg area and create a setting ideally suited for a casual get-together.

Louisa von Saucken, Hamburg Representative

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Our expertise – Your key to success



Gerhard Richter

Alster (Hamburg), 1963. 62 x 84 cm.
Evening Sale on December 8, 2023
Estimate: € 1 million
Sold for:

€ 2.1 million

Ketterer Kunst – Who we are

Beyond the frame

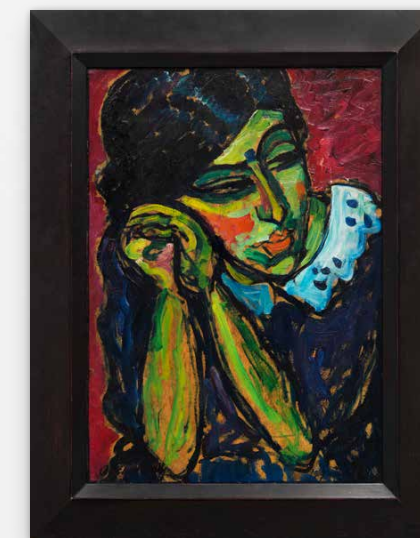


I have been working for Ketterer Kunst – an auction house, above all – for five years. What a brilliant shift of perspective for which my long-standing experience as an exhibition curator and collection manager at the Museum Folkwang in Essen has proved invaluable, and I experience the daily exposure to art at a house as diverse and internationally active as Ketterer Kunst in a very different and intense way. In particular, my trained eye, honed over years of academic and museum practice, helps me to look behind the frames, study the backs and plinths, examine color qualities, evaluate sources, and use networks to learn more about the provenance and history of a work of art. What I find particularly inspiring is the professional exchange with the Ketterer team, with experts from museums, galleries, archives, and at trade fairs worldwide.

No single piece we are entrusted with will be auctioned without the scrutiny of our team. And it is not only the more or less random compilation of artworks for an auction that always surprises anew. The striking abundance of objects showcases a short-term museum exhibition in which figurative and abstract art meet, where the most diverse artistic positions come together to create ever-new and fascinating moments. We examine, discuss, and present this wealth of artistic languages to arouse the curiosity of collectors and art lovers, inspire them, and tempt them to keep outbidding each other in their enthusiasm.

Dr. Mario von Lüttichau, Academic Consultant in Berlin and Munich

Our expertise – Your key to success



Alexej von Jawlensky

Mädchen mit Zopf. 1910. 69,5 x 49,5 cm.
Evening Sale on June 9, 2023
Estimate: € 3,5 million
Sold for:

€ 6.4 million

On permanent loan at the Kunstmuseum Bonn

Ketterer Kunst – Who we are

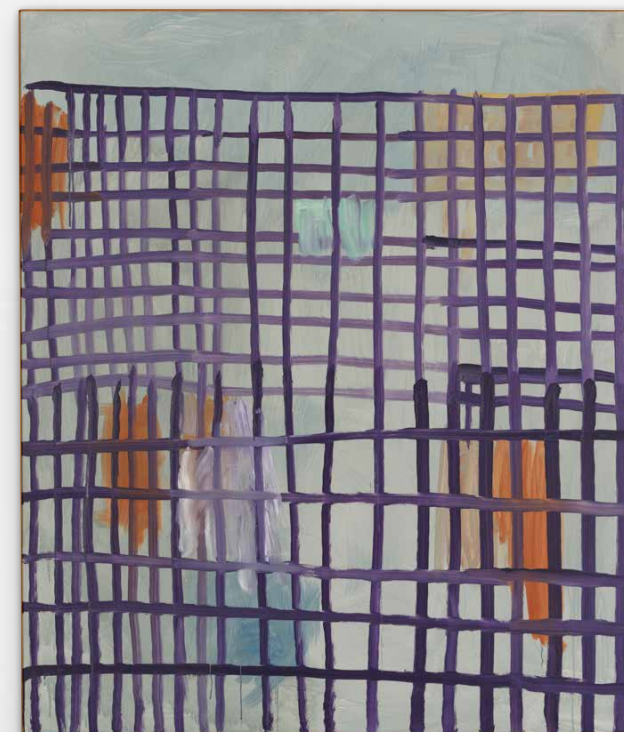
Inspiring people with quality and attention to detail



I took my first steps in the art world at TEFAF, the European Fine Art Fair in Maastricht, the premier indicator of economic sentiment and its impact on the art market. I attended Maastricht University as a cultural studies student, which made the job a perfect start in the art business at the highest possible level. It is a magnet for top dealers in antiques, precious arts and crafts, Old Masters, and outstanding works of Modern and Contemporary Art. Collectors and museum people from all over the world flock here, and I had the chance to meet and learn from so many of them. I built up a network and honed my skills. At the same time, my knowledge of 20th Century and Contemporary Art grew likewise. Eventually, I refined my focus. After gaining invaluable experience and inspiration at an international gallery, I joined Ketterer Kunst nearly two years ago. I found myself once again surrounded by the highest standards and expectations. As part of my responsibilities, I coordinate the monthly online sale, which is aimed at inspiring young collectors. Naturally, experienced collectors also regularly find treasures here. We feel great pleasure when we successfully sell our diverse and high-quality range of offers. It's like a perfect dinner invitation. You impress your guests with quality and attention to detail.

Bernadette Kiekenbeck, Expert for Contemporary Art in Munich

Our expertise – Your key to success



Günther Förg

Ohne Titel. 1992. 200 x 170 cm.
Evening Sale on December 6, 2024
Estimate: € 150,000
Sold for:

€ 480,000

Georg Baselitz

Fingermalerei - Birke. 1972. 162 x 130 cm.
Evening Sale on June 7, 2024
Estimate: € 800,000
Sold for:

€ 1.6 million

Ketterer Kunst – Who we are

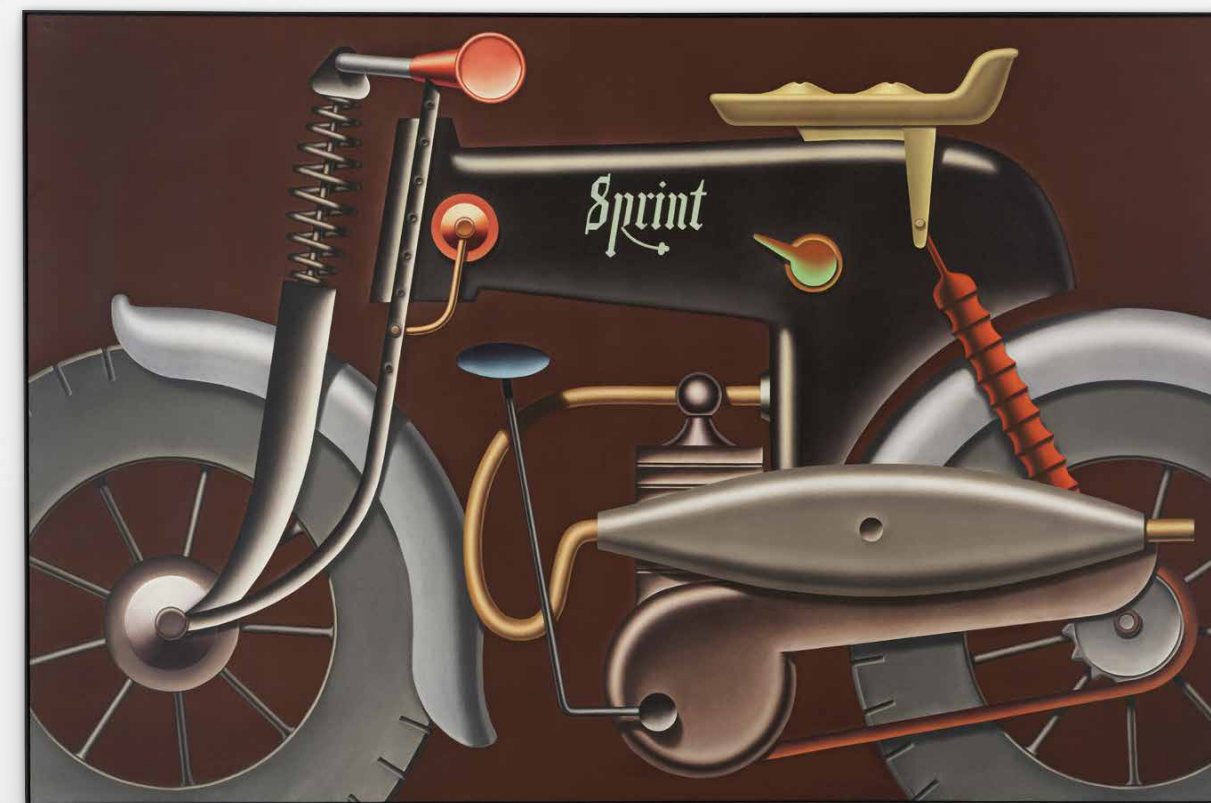
Dual approach – a pleasure



Studying art history while overseeing the digitalization of three departments – a task once reserved for the most sophisticated minds – was far from the norm in academic training over 13 years ago. And yet, it was this very combination that ultimately led me straight to my job as a system administrator at Ketterer Kunst. Once there, I refined the online auction program with the company's experts. They relied on my work, which at times seemed somewhat cryptic to them because, as a trained art historian, I was one of them. I am in charge of the company's entire IT. This includes all devices, all branch offices, and, in general, the technical side of Ketterer Kunst's digital parallel universe. The most challenging aspect of my work is managing and forwarding online bids during the saleroom auction. You have to be fast, submitting bids has to be accurate, and delays must be avoided. There has to be a plan B, an alternative strategy, a solution for every possible technical problem (telecommunications failure or similar mishaps). I love the tension in the air during an auction, the tension at the auction lectern, on the phones, and online. I love winding down during the hour-and-a-half drive home to my family in the Bavarian countryside. I draw inspiration from the great contrasts between my private and professional lives.

Nicolas Pfahler, Head of IT in Munich

Our expertise – Your key to success



Konrad Klapheck

Die Jagd nach dem Glück. 1984. 203 x 310 cm.
With a preliminary drawing on canvas in the same format.
Evening Sale on December 8, 2023
Estimate: € 400,000
Sold for:

€ 2.5 million

World record

Ketterer Kunst – Who we are

The need for good sportsmanship



Ultimately, art history came out on top. When it got down to choosing my future profession – or rather, my area of study – sport came in second place. Right after graduating, I gained extensive experience working at a private Munich museum with an online gallery. From the very beginning, I was entrusted with a wide range of responsibilities. It wasn't all about the lofty contemplation of art; I also learned a lot about the organization and administration behind the scenes of a museum. I realized that I was particularly fascinated by the art world's complex commercial side. Factors determining the value of a work of art and trends in the global market, many of which evolve exceptionally slowly. I have been a member of the acquisitions team at Ketterer Kunst for more than three years and enjoy the close exposure to art only an auction house can offer. I can study textures and painterly structures, technical refinements, and gain insight into how artists work. In a trusting relationship, I also learn about the peculiarities of collectors, their favorite artists, and periods. It is vital to respond to their individual collecting needs. Working in a team suits me well in all these matters and challenges. I have been an enthusiastic handball and volleyball player for many years, so I am well aware of the importance of a good team spirit for the success we strive for.

Julia Schlieder, Expert for Modern Art in Munich

Our expertise – Your key to success



August Macke

Mädchen mit blauen Vögeln (Kind mit blauen Vögeln), 1914. 60 x 82,3 cm.
Evening Sale on June 10, 2022
Estimate: € 2 million
Sold for:

€ 2.5 million

Our services

AUCTIONS

Profit from our expertise and experience, work with us to realize top prices for your art.

COLLECTION SERVICES

Our experienced art historians provide you with expertise and comprehensive support in building and developing your art collection.

COLLECTION EVALUATION

Let us appraise the quality and market value of your art – whether as part of an inheritance, to renew an insurance policy or to prepare for museum loans.

PROVENANCE RESEARCH & RESTITUTION

Adding value to your art: We offer qualified provenance research, discreet advice, solutions for art with a burdened past and legally secure clarification to exclude third-party claims.

CONSERVATION & RESTORATION

Our specialists advise you on topics related to the preservation, protection and restoration of art, including packaging, storage, framing and compiling condition reports.

ARRANGING MUSEUM LOANS

We are happy to arrange loans for temporary or permanent exhibitions at museums for you, including the preparation of condition reports.

DISPLAY OF ARTWORKS

We are happy to assist you not only with your art purchase, but also with the proper presentation and preservation of your treasures.

PRIVATE SALES

Our company's fastest growing segment: We match buyers and sellers with discretion and without publicity

DOCUMENTATION & CATALOGING

Up-to-date documentation of your collection is the basis of a diligent collection management.

COLLECTION CATALOGS

A tribute to the collector and a timeless piece of documentation: your own collection in a representative publication with art historical essays and high-quality images.

GENERATION TRANSFER

You would like to include your art collection in your estate planning? We will show you alternative solutions and work with you to develop a customized strategy.

ART HANDLING

We find solutions for all your needs regarding transport, the import and export of art and cultural property, as well as VAT matters.

EXHIBITIONS AT OUR BRANCHES

We regularly host exhibitions of special private and institutional collections at our attractive gallery spaces in prime downtown locations on Gertrudenstrasse in Cologne and Fasanenstrasse in Berlin.

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TAKING YOUR COLLECTION TO THE NEXT LEVEL

Whether it's about conservation measures, research or a private and discreet sale outside of an auction.

We will be happy to advise you.

Get in touch with us.

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No. 1 in Germany – in the global Top 10

Ranking of international auction houses for Contemporary, Modern and 19th Century Art

Rank	Auction house	Country	Total auctions	Total lots sold	Total revenue	Revenue/sold lot	Year-on-year variation
1	Christie's	Great Britain	220	12,712	2,596,417,338 €	204,249 €	▼ -4 %
2	Sotheby's	USA	224	10,250	2,071,569,370 €	202,104 €	▼ -26 %
3	Phillips	Great Britain	76	6,783	412,086,873 €	60,753 €	▼ -18 %
4	Bonhams	Great Britain	357	13,199	200,377,486 €	15,181 €	▼ -9 %
5	China Guardian Auctions	China	51	2,242	174,735,409 €	77,937 €	▼ -34 %
6	Galerie Kornfeld Bern	Switzerland	7	837	107,118,298 €	127,979 €	▲ +194 %
7	Heritage Auctions	USA	161	17,593	83,603,493 €	4,752 €	▼ -6 %
8	Ketterer Kunst	Germany	11	509	78,441,948 € *	154,110 €	▲ +3 %
9	XiLingYinShe Auctions	China	32	1,386	60,741,627 €	43,825 €	▼ -8 %
10	Yongle Auction	China	13	554	59,083,264 €	106,648 €	▼ -39 %
11	Piasa	France	50	3,073	55,583,863 €	18,088 €	▲ +12 %
12	Poly Auction	China	39	837	55,196,749 €	65,946 €	▼ -71 %
13	im Kinsky	Austria	15	1,392	52,580,181 €	37,773 €	● new**
14	Dorotheum	Austria	148	3,747	47,030,987 €	12,552 €	▲ +3 %
15	Desa Unicum	Poland	120	1,868	42,416,273 €	22,707 €	▼ -5 %
16	Cuppar Auction	China	17	535	39,585,577 €	73,992 €	▼ -40 %
17	Koller Auktionen	Switzerland	24	660	39,273,395 €	59,505 €	▲ +69 %
18	Shanghai Jiahe Auction	China	25	966	38,933,804 €	40,304 €	▼ -44 %
19	Artcurial	France	58	2,534	38,306,791 €	15,117 €	▼ -51 %
20	AstaGuru	India	11	822	36,617,215 €	44,546 €	▲ +56 %

Source: Artnet Analytics Top 50 Auction Houses by Total Sales Value for Fine Art Works Created after 1800, 2024 (includes paintings, works on paper, photography, prints and multiples, sculpture, installations, and 20th and 21st century design). As of January 21, 2025 and previous year.
*excl. Rare Books, Private Sales, Online Sales / **not among the top 20 in the previous year

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