

# Mark J. Prendergast

## Summary of Qualifications:

Mark J. Prendergast, AAA has been closely involved in the Art, Antiques and Collectibles market for over 20 years, providing consulting, sales and valuations to private, institutional and corporate clients. Beginning his career in the arts as an art consultant with a national dealer/gallery, he joined Christie's in 1998 and advanced to the position of Vice President. In 2009, he joined Heritage Auctions as director of Trusts & Estates. In 2017, Mark started his own appraisal, auction consulting and auctioneering company. He is a regular speaker to arts organizations and Trusts & Estates professional groups on the topics of the art market, the factors of valuation of art and the IRS requirements for proper appraisal practice. Mark graduated Vanderbilt University with a Bachelors of Arts in Art History, is a licensed auctioneer in the state of Texas and has passed the Uniform Standards of Appraisal Practice Exam for 2020-21.

## Work and Appraisal Experience:

Art Consultant, Lisa Kurts Gallery	Memphis	1996 to 1998
Vice President, Christie's	Houston/Regionally	1998 to 2009
Director of Trusts & Estates, Heritage Auctions	Houston/Nationally	2009 to 2017
Director, Simpson Galleries	Houston	2019 to 2020
President/Owner of MJP Art Services	Houston/Nationally	2017 to present

## Specializations:

American Art - 19<sup>th</sup> & 20<sup>th</sup> Century; Fine Art, Antiques and Collectibles

## Education:

Vanderbilt University, Bachelor of Arts in Art History, 1994

The Wharton School of the University of Pennsylvania, Executive Negotiation Program, 2003

Auctioneering School and Licensed Auctioneer, Texas, 2013 to present

Uniform Standards of Professional Appraisal Practice 15-hour course, current through February 2021

Appraisal Writing Course, Appraisers Association of American, 2018

## Professional Affiliations:

Estate Planning Council of New York City, member

Licensed Auctioneer, Texas

Appraisers Association of American, Certified Member ("AAA" designation)

## Publications, Media, Presentations and Articles

*The Collector's Handbook – Tax Planning, Strategy and Estate Advice for Collectors and Their Heirs*  
- 2009 to 2017 – co-author

Appraiser at on-site events: Heritage Appraisal Days, Theta Antiques Show, Junior League of Houston

*The Art & Collectibles Show* – Radio Host for call-in appraisal show – KTRH740 AM – Houston – 2012 to 2015

*Intelligent Collector Magazine*, numerous articles on estate planning, appraisals, collecting – 2010 to 2017

"Charitable Giving with Art and Collectibles", *Planned Giving Today*, March 2017

"A Family Legacy Art Collection", *Planned Giving Today*, September 2019

"An Investor's Perspective on Art and Collectibles" – *Private Asset Management Magazine* – April 2013

*Trusts & Estates Journal* – 2009 to 2017 – editor, art director and writer - articles include:

"The Factors of Value for Art & Collectibles"	"Donation Considerations"
"Defining Appraisals"	"The Art of Donating Art"
"Perceptions of Value"	"Demystifying the Auction Process"
"Impressionist Masterpieces of Texas"	"You Bought It - But Do You Own It?"

**Presentation Audiences:** San Angelo Museum of Art, McNay Museum of Art, AIG Insurance, Bank Of America Estate Administration, Tolleson Wealth Management, Rotary Club of Tulsa, Museum of Fine Arts – Houston, Texas Bankers Association, Texas Auctioneers Association, Gateway Financial, American Academy of Attorneys-CPAs, Dallas Bar Assoc, Estate Planning Councils from Beverly Hills and Boston to Tucson and Chicago.