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## Business Reference Guide Online



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### Art Galleries and Dealers

**SIC:** 5999**NAICS:** 453920**Number of Businesses / Units:** 20,000

This industry comprises establishments primarily engaged in retailing original and limited edition art works. Included in this industry are establishments primarily engaged in displaying works of art for retail sale in art galleries.

#### Rules of Thumb

30 percent of annual revenues plus inventory

#### General Information

According to IBISWorld (July 10, 2006) 78% of all art galleries/dealers have four or fewer employees.

#### Pricing Tips

In some galleries, much of the art work may be on consignment.

"A surprising number of people search for answers to these and similar questions in attempts to quantify the art market. The art market, however, is not quantifiable, and the answers to these questions don't exist. To begin with, art is not a commodity that can be regulated. Anyone can call him or herself an artist, anyone can call anything that they create 'art,' and anyone can be an art dealer. Anyone can sell art wherever, whenever and under whatever circumstances they please, and price or sell whatever they call 'art' for whatever amounts of money they feel like selling it for, as long as that art is offered without fraud or misrepresentation."  
Source: [www.artbusiness.com](http://www.artbusiness.com)

#### Additional Resources

##### Associations

- ▶ [Art Dealers Association of America](#)

