

RONATI

2024 GUIDE



Online Marketplaces
For Sellers of Art, Vintage and Antiques

DEVELOPED
IN PARTNERSHIP WITH



LAPADA
THE ASSOCIATION OF
ART & ANTIQUES DEALERS



STACEY TIVERON

FOUNDER & CEO
RONATI



We build technologies to help, connect, uplift and inspire those who appreciate, preserve and purvey the unique.

We are delighted to bring you this guide to online marketplaces for sellers of art, vintage and antiques.

We partnered with LAPADA (The Association of Art & Antiques Dealers) to create a comprehensive guide to more than 30 online marketplaces, both major and niche.

Its purpose is to provide you with the information you need to select the best online fit for your stock and thereby expand your global reach.

May you use this guide, as a buyer or as a seller, to find avenues for you to buy, sell, be inspired, and collaborate.

Stacey Tiveron

 @world_of_ronati

 www.ronati.com

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FREYA SIMMS
CHIEF EXECUTIVE
LAPADA



» According to the Art Basel Report 2023, global art and antiques sales in 2022 rebounded to exceed pre-pandemic levels, achieving the second highest totals ever recorded.

The accompanying Hiscox Online Trade report 2023 noted a 6% rise in online sales to \$10.8 billion, accounting for 16% of all global trade in art and antiques, and 29% of all dealer sales. Importantly, Hiscox also notes that trust in online transactions grew significantly during the pandemic, with 44% more people buying online now than in 2019.

The costs of dealing have risen significantly owing to various factors, making online marketplaces an even more attractive option. As more dealers move much of their business online, there is an increasing need for more targeted services for those dealers. Having recognised this some time ago, Ronati is ready to help them streamline their activity with Ronati Studio, a suite of tools that will help them save time, attract new customers and maximise profit potential.

At LAPADA, the Association of Art & Antiques Dealers, we recognise that these trends make an excellent working knowledge of online

marketplaces a must for our members, as they look to expand their interests. These marketplace guides are part of that process, and we welcome their clarity and usefulness, which together illustrate the focused approach our partnership with Ronati adopts. Together we recognise that dealers want to spend their time sourcing the best possible stock and selling it on to an appreciative audience – in doing so, technology and logistics must act as their servants, not their masters.

This 2023 guide joins its predecessors in being intuitive and useful for art and antiques dealers who want to navigate and benefit from the hugely successful multiple platforms available online today.

Freya Simms

 @lapada_association

 www.lapada.org

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Using the Guide

In this guide you will find 30+ online marketplaces that cater to art, vintage and antiques, serving the US, UK, EU and broader global community.

OVERVIEW + INDEX



On the Overview pages, marketplaces are listed alphabetically. Use these pages to get an idea of which online marketplaces may be right for you.

Use the Guide Index to jump directly to the marketplace you are most interested in. Just click on the relevant marketplace name.

LAPADA



LINKS



Where information is available online, we've included links and buttons to help connect you to the marketplaces featured in this guide. Use the links to jump directly to the information you need.

www.lapada.org 

APPLY TO START SELLING

LEARN MORE ABOUT PRICING

Overview A–F

MARKETPLACE	FOCUS	SET-UP COST	FEES	COMMISSION
1stDibs	Global	Set-up cost varies	Monthly fee \$1,000+	Commission varies
Antiques Boutique	UK	None	Monthly fee \$109.99	None
Antiques.co.uk	Global	None	Listing fee of £9 per item (pay-as-you-go, unlimited) OR Yearly fee £54 for 10 items, £240 for 100 items, £600 for unlimited items	None
ArtNet	Global	None	Listing fee \$150 for reserve price of \$15,000 and under	None for items above \$15,000 15% for \$3,000-\$5,000 10% for \$5,001-\$10,000 5% for \$10,001-\$15,000
Artsy	Global	Set-up cost varies	Monthly fees based on inventory	Commission varies
BADA	Global	None	Annual fee of £940 +VAT	None
Chairish	USA	None	None for Consignors and Professionals; Monthly fee \$99 for Plus, \$149 for Elite.	Consignor = 45% on all products Professional = 30% on all products For Plus and Elite: 20% for up to \$2,500 12% for \$2,501-\$25,000 3% for \$25,001+
Decorative Collective	UK + EU	None	Monthly fee of £165 + VAT	None
The Decorative Fair	USA	None	Monthly fee £150 + VAT	None
eBay	Global	None	Listing fee: none for first 25, then \$0.35 per listing and per category	12% starting commission (varies) plus \$0.30 per sold item
Etsy	Global	None	Listing fee \$0.20 Monthly fee (optional) \$10 for Etsy Plus	Commission varies

Please note: All costs, commissions, and requirements listed are subject to change. Individual marketplaces have their own terms and conditions which are subject to change at any time. Some marketplaces have optional and mandatory sales and promotions that dealers are asked to participate in.

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Overview H-P

MARKETPLACE	FOCUS	SET-UP COST	FEES	COMMISSION
Facebook Marketplace	Global	None	None	5% selling fee per shipment OR Flat fee of \$0.40 for shipments of \$8.00 or less
Hemswell Antique Centres	Global	£100 set-up cost	Listing fee: none for first 25, then Bronze £2.00 (£100 for 50) Silver £1.60 (£200 for 125) Gold £1.33 (£400 for 300)	5% on web listings uploaded by dealer 10% on web listings uploaded by Hemswell
Hoarde Vintage	UK + EU	None	Annual membership fee: £75 + VAT	None
Hunt Vintage®	UK + EU	None	None	15% commission
Incollect	Global	Set-up cost varies	Monthly fees: \$295, \$395 and \$495	None
Instagram	Global	None	None	5% selling fee per shipment OR Flat fee of \$0.40 for shipments of \$8.00 or less
LAPADA	Global	None	Monthly fee £50 + Annual membership fee of £550	None
Lorforfs	UK	None	Monthly fees vary based on size of stand	17% flat commission
LoveAntiques	UK	None	Listing fee between £0.27 and £0.10 as follows (+VAT for all the below): £39.99 for 150; £44.99 for 300; £49.99 for 400; £54.99 for 500; £59.99 for 600	None
MasterArt	Global	None	Yearly fees vary	None
Pamono	UK + EU	None	Monthly fee: £59 for basic, £89 for pro, £179 for premium	10% £10,001+ 15% for £6,001-£10,000 20% up to £6,000

Please note: All costs, commissions, and requirements listed are subject to change. Individual marketplaces have their own terms and conditions which are subject to change at any time. Some marketplaces have optional and mandatory sales and promotions that dealers are asked to participate in.

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Overview R-Z

MARKETPLACE	FOCUS	SET-UP COST	FEES	COMMISSION
ReCapturit	USA	None	None for up to 20 products Monthly fee for 20+ products: \$49 for up to 200 \$79 for unlimited	7.5% unlimited products 10% up to 200 products 17% up to 20 products
Ruby Lane	Global	None	None for 15+ items and/or first month Monthly maintenance fee of \$25 if less than 15 items added per month	9.9% capped at \$250 (charged on purchase price, not incl. sales tax)
Salvo	Global	None	Annual membership fee of £125 +VAT	5% flat commission
Selency	UK + EU	None	None	15% (18% incl. tax) for professionals 20-25% incl. tax for private sellers
Selling Antiques	USA + UK	None	Monthly fee based on per listing fee of £1.20 to £0.95 as follows: £90 for up to 75 listings, £124 for 150, £225 for 250, £331 for 350	None
Shopify	Global	None	Monthly fee after 14-day free trial: \$29 Basic; \$79 Shopify; \$299 Advanced; \$2,300 Plus	None
Sotheby's	USA	None	None	Commission varies
Stylish	Global	None	None	20% commission + 3% transaction fee
Vinterior	UK + EU	None	None	15%-17% commission

Please note: All costs, commissions, and requirements listed are subject to change. Individual marketplaces have their own terms and conditions which are subject to change at any time. Some marketplaces have optional and mandatory sales and promotions that dealers are asked to participate in.

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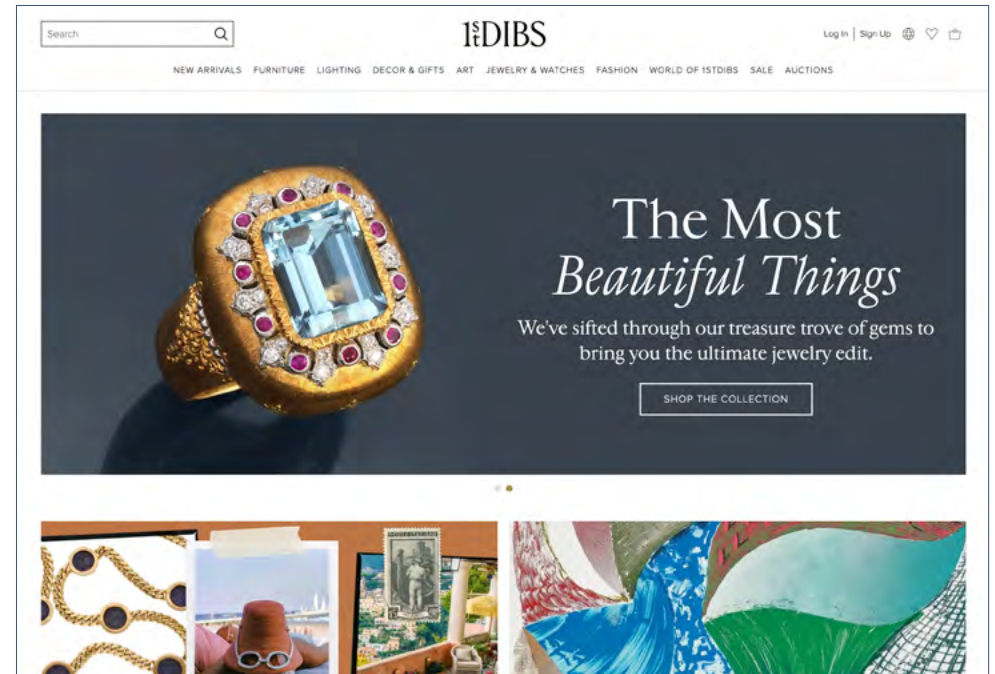
Developed in Partnership with LAPADA

1stDibs is a globally recognized marketplace founded in 2001. With over a million pieces offered on its e-commerce marketplace, 1stDibs is a go-to site for interior designers and discerning buyers who are looking for high-end designer furniture, art, jewelry, and clothing. While mostly specializing in antique and vintage pieces, 1st Dibs also allows items by up-and-coming artists and designer brands. Remember one thing when listing on 1stDibs: luxury. As a global marketplace, 1stDibs has offices in several countries, and each dealer is assigned an account representative.

BUYERS	Interior designers and customers with high-level budgets.
WHAT SELLS	High-end designer pieces including antique, vintage, and new furniture, lighting, decorative accessories, art, jewelry, and fashion.
REQUIREMENTS	Must apply online and have industry references to join.
PRICING	Monthly fee \$1,000+; set-up cost and commission varies.

IN THE WORDS OF 1ST DIBS

» “1stDibs could be the ideal marketplace for seasoned dealers who have established themselves in the industry and built a high-level inventory that caters to their client base. All dealers are vetted, and pieces listed on this platform are expected to be authentic, described correctly, and of high quality. 1stDibs dealers are provided with a dedicated account manager to help them succeed on the site.”



APPLY TO START SELLING

ANTIQUES . BOUTIQUE

ANTIQUES.ART.VINTAGE

www.antiquesboutique.com

UK

Antiques Boutique is an international online marketplace showcasing antiques, vintage, art, and decorative items to thousands of buyers. Enquiries are sent directly to the dealer, with a no-commission structure. Antiques Boutique also offers web design services. Antiques Web Design by ph9, who specialize in creating websites for antiques, art, vintage and militaria dealers. Full-time, established dealers are preferred.

BUYERS	Professional decorators, designers, the trade and public.
WHAT SELLS	Antique, vintage and decorative objects; rare and unusual pieces.
REQUIREMENTS	Applications must be made online and are by approval only.
PRICING	Monthly fee £109.99; no set-up cost and no commission.



LEARN MORE ABOUT PRICING

APPLY TO START SELLING

IN THE WORDS OF ANTIQUES BOUTIQUE

» "Antiques Boutique showcases a world of beautiful antiques, art, decorative and vintage items. Our mission is to make the sustainable world of antiques and vintage accessible online."

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Established 1996

www.antiques.co.uk

Global

This UK-based site is one of the industry's highest-ranking antiques sites on search engines. It is perfect for getting high visibility and for selling a wide range of antiques. Antiques.co.uk sends out newsletters featuring the best and most popular antiques to over 30,000 subscribers monthly, consistently bringing customers back to view your items. Buyers can also set up automated searches to notify them by email of new items matching their searches.

BUYERS A wide range of customers including private buyers, collectors, and interior designers.

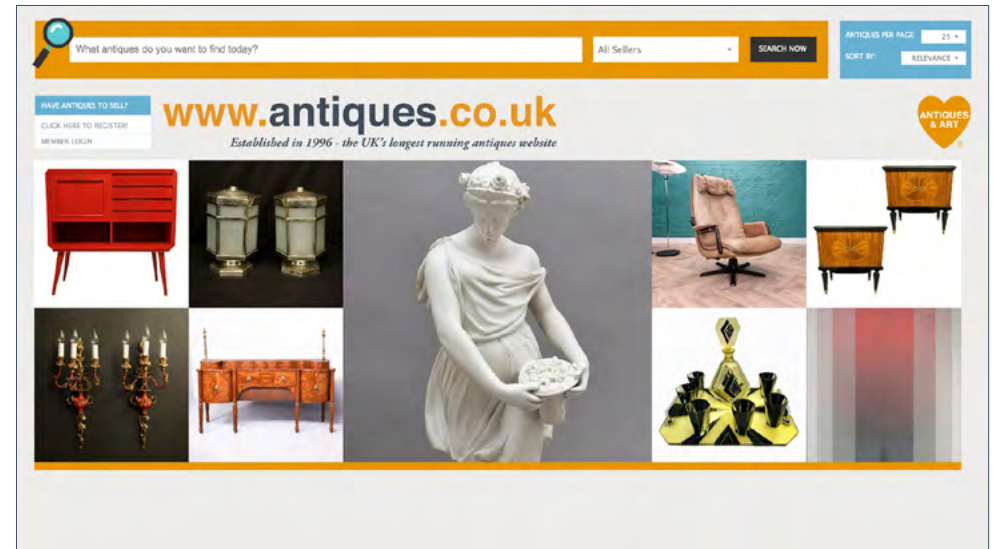
WHAT SELLS A wide range of antique and vintage pieces including furniture, lighting, art, decorative accessories, tabletop, architectural pieces, and jewelry.

REQUIREMENTS Must apply online.

PRICING Listing fee of £9 per item (pay-as-you-go, unlimited)
OR Yearly fee £54 for 10 items, £240 for 100 items,
£600 for unlimited items.
No set-up cost and no commission.

IN THE WORDS OF ANTIQUES.CO.UK

» "If you're a dealer who is just starting to sell online, this could be an ideal fit. With good online visibility and no commission on sales, antiques.co.uk allows you to start selling online to a broad audience. They also offer a pay-as-you-go option for dealers who want to try selling online but aren't ready to commit to a subscription account."



LEARN MORE ABOUT PRICING

SIGN UP TO START SELLING

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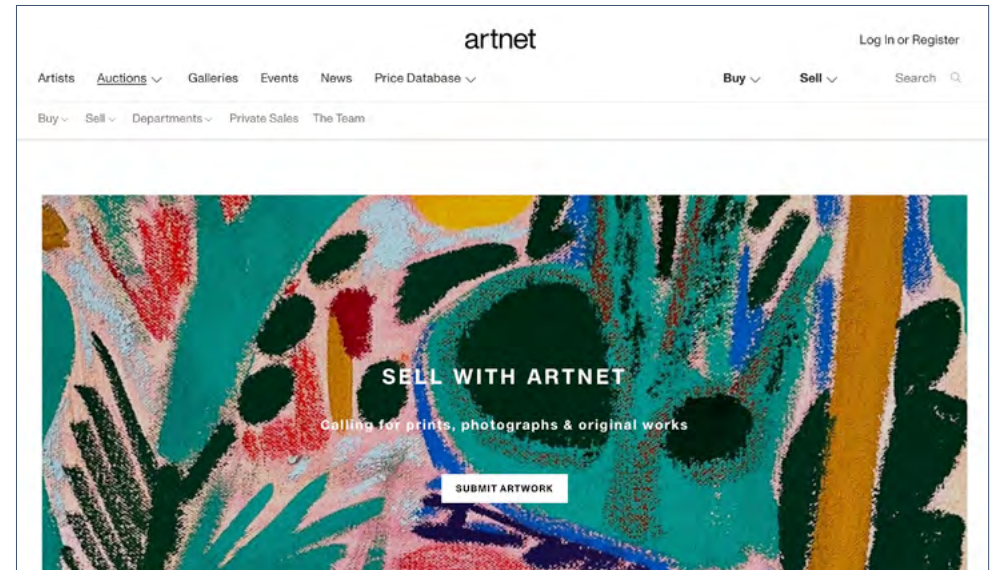
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Artnet offers online auctions and immediate purchases of modern and contemporary paintings, prints, photographs, and more. Art galleries can apply to become a member of The Gallery Network, which allows you to gain global visibility by promoting your artists and events to Artnet’s 31 million annual users. Individual sellers can also submit their artworks for approval by Artnet. As a seller on Artnet, you are assigned a dedicated specialist who can help you set an estimate for your piece and provide you with a sales strategy.

BUYERS	Art collectors and buyers with high-level budgets.
WHAT SELLS	Modern and contemporary fine art.
REQUIREMENTS	Register an account and submit a seller’s application online.
PRICING	For reserve price of \$15,000 and below: Listing fee \$150 + commission: 15% for \$3,000-\$5,000; 10% for \$5,001-\$10,000; 5% for \$10,001-\$15,000. No set-up cost and no commission for items over \$15,000.

IN THE WORDS OF ARTNET

» “As a seller on Artnet, your lots are eligible to be sent out in Artnet Auctions weekly newsletters, Artnet monthly newsletters, and published on their high-traffic homepage. This is an ideal way to get your pieces in front of potential buyers who are looking for specific styles or works by particular artists.”



[LEARN MORE ABOUT SELLING](#)

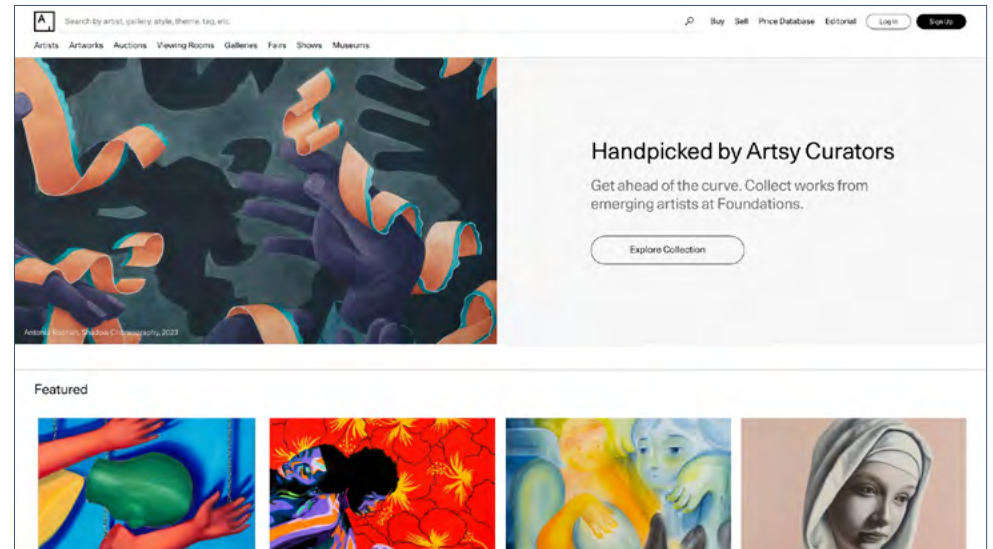


Artsy is an art-centered online marketplace that is focused on helping buyers find pieces of fine art for their collections. To list an artwork on Artsy, you must either become an Artsy partner or submit an artwork to be consigned by an existing partner. Sellers wishing to become an Artsy partner must apply online and satisfy inventory quality requirements. Approved partners can have unlimited listings with a variety of e-commerce and inquiry-based selling options. These listings are served to Artsy's 2.2 million-plus art collectors through personalized discovery and curation on Artsy's website and iOS app. Sellers may also consign an artwork on Artsy. For details about the consignment process, see Artsy's website.

BUYERS	Art collectors in the USA and around the world, with art dealers, galleries, and auction houses also taking works for consignment.
WHAT SELLS	High-level art by iconic and emerging artists.
REQUIREMENTS	Partner applications and consignment submissions approved by Artsy.
PRICING	Monthly fees based on inventory; set-up fees and commission vary. For consignments, there is no fee for Artsy to assess your piece and match you with interested partners.

IN THE WORDS OF ARTSY

» "If you are an experienced art dealer, Artsy is a great site to get exposure to new clientele and sell your desirable pieces. Collectors on Artsy are motivated by an interest in specific artists, so dealers with in-demand artworks will do well."



[LEARN MORE ABOUT SELLING](#)

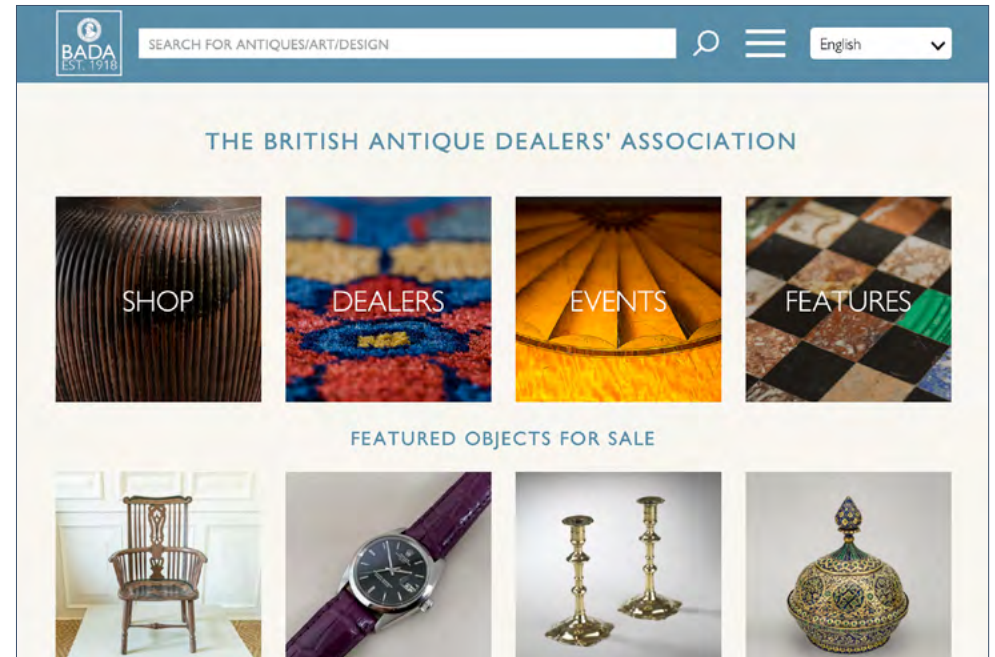


The British Antique Dealers Association (BADA) was founded in 1918 to bring together the most experienced and trusted antiques, fine art, and high-end design dealers in the UK. BADA now allows dealers with a similar profile based outside the UK to become members. Members are carefully vetted and selected for their experience, professional integrity, and the quality of their stock. Launched in 2018, bada.org is a high-end showcase platform, designed exclusively for the use of the association's members. No transactions occur on the site – an interested buyer is put directly in touch by email with the dealer who has listed the item.

BUYERS	A wide range of national and international collectors.
WHAT SELLS	Fine art and antiques of high quality and established provenance including paintings, sculpture, furniture, decorative objects and more.
REQUIREMENTS	Vetted application process, at least three years of experience in the trade, and demonstrable expertise within field of specialism.
PRICING	Annual fee of £940 +VAT; no set-up fees and no commission.

IN THE WORDS OF BADA

» "With more than 40,000 objects on offer, bada.org remains the fastest growing platform within the fine art and antiques sector. All items are eligible for a Certificate of BADA Provenance and buyers are protected by the association's strict code of conduct, to which all members must adhere."



[CONTACT TO APPLY](#)

Chairish

www.chairish.com
USA

Chairish is an excellent site for selling antique and vintage furniture, art, decorative accessories, and jewelry. It has a robust online presence and offers special curation tools to support market listings. Chairish is design-centric and curates featured sales regularly, highlighting listings from its dealers in special marketing campaigns. It is free to sign up and to post items. Chairish appeals to a young upper-middle-class crowd who wants to decorate with trendy, vintage furniture and art.

BUYERS Interior designers and clients with mid- to high-level budgets.

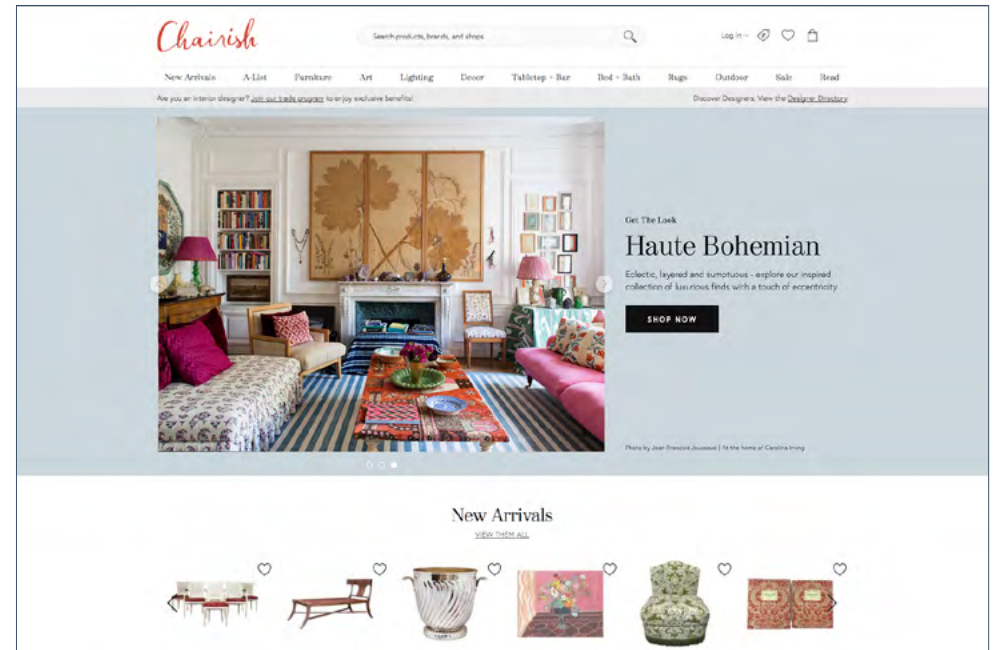
WHAT SELLS A wide range of antique and vintage pieces with a strong focus on decorative value including furniture, lighting, art, decorative accessories, rugs, and outdoor pieces.

REQUIREMENTS Items must be submitted and approved by Chairish curators.

PRICING No fee, commission only:
30% Professional
45% Consignor
OR Monthly fee \$99 Plus or \$149 Elite + commissions:
3% for \$25,001+
12% for \$2,501-\$25,00
20% for up to \$2,500

IN THE WORDS OF CHAIRISH

» "With free listing costs and low commission rates, Chairish is a great place to advance your online presence with no start-up cost."



LEARN MORE ABOUT PRICING

SIGN UP TO START SELLING

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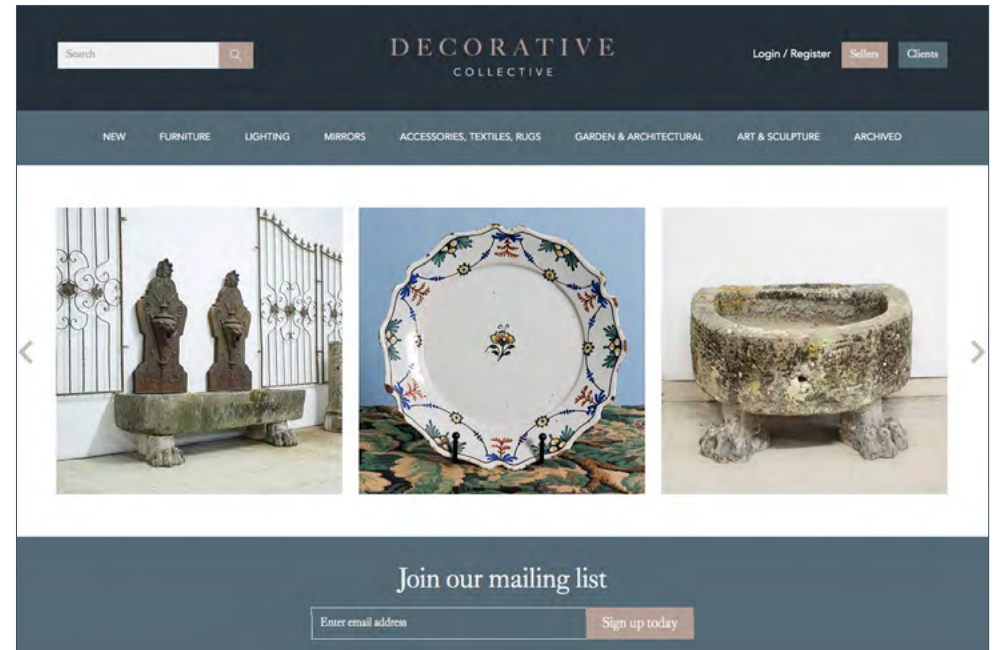
Developed in Partnership with LAPADA

Decorative Collective is an online marketplace for dealers based in the UK and Europe. This platform allows direct buyer-to-seller communication and vets pieces offered for sale. The style of inventory is unique and provides inspirational ideas for interiors and outdoor spaces. Decorative Collective hosts dealers that sell a wide range of pieces from antique to 21st century, small vases to large statues, bespoke lighting, and mid-century furniture, with new items added every day.

BUYERS	Customers with mid- to high-level budgets.
WHAT SELLS	A wide range of antique pieces including furniture, lighting, art, and decorative accessories, as well as garden and architectural pieces.
REQUIREMENTS	Must apply online and be a full-time dealer.
PRICING	Monthly £165 + VAT; no set-up fee and no commission.

IN THE WORDS OF DECORATIVE COLLECTIVE

» "If you're looking for good online visibility and a reputable site to sell on, Decorative Collective could be a good fit for you. Pieces are often featured in Decorative Collective's newsletter which is emailed to its global clientele."

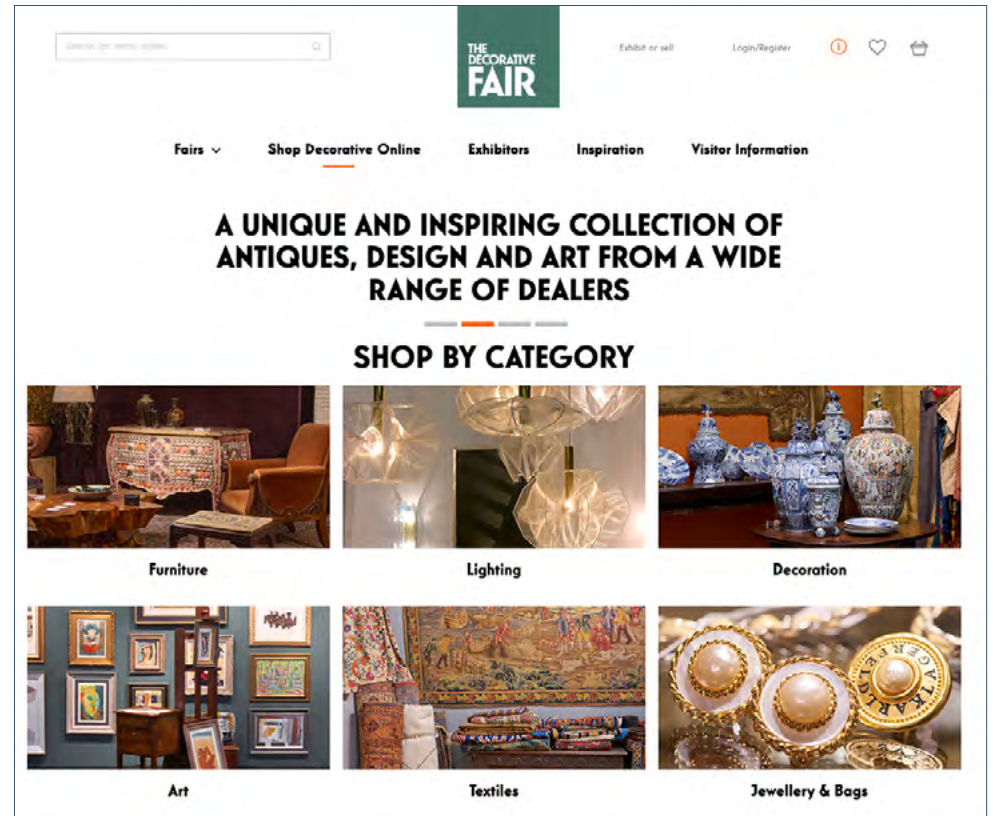


[APPLY TO START SELLING](#)



The Decorative Fair is a family-owned event that launched in 1985 to specifically unite the antiques and interior design trades. There are three events each year, and their online platform was developed to allow clients to purchase items between fairs.

BUYERS	Long-established client base, mostly from the UK, Europe and USA.
WHAT SELLS	Products with clear imagery and descriptions including all relevant information are the most popular.
REQUIREMENTS	Two references, one of which must be from a dealer known to The Decorative Fair.
PRICING	Setup and monthly listing fees £150 (+VAT). No commission.



APPLY TO START SELLING

IN THE WORDS OF THE DECORATIVE FAIR

» “Our online platform complements our in-person fairs, allowing clients to purchase products in between our three physical fairs. We encourage communication between our sellers and client base.”

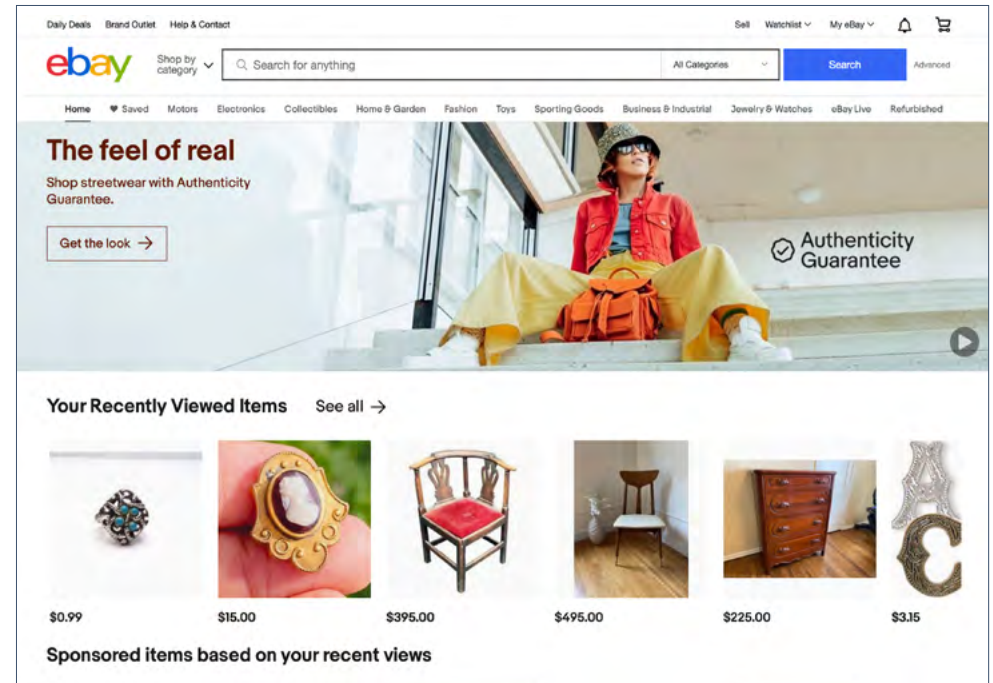


eBay is a site to sell anything from collectibles to fine antiques. eBay makes it easy for buyers and sellers to connect. You can list your items auction-style or have a set "Buy It Now" price. Sellers can also set an option allowing buyers to make an offer regardless of the sales process you select. When a buyer buys an item, shipping is integrated as an additional cost. To maximize sales potential, you will need to supply the shipping cost to different countries when you list the item. Due to the vast number of items available in each category at any time, accurate keywords and descriptions and good photography are particularly important.

BUYERS	A wide range of buyers.
WHAT SELLS	Collectibles, vintage, and antique pieces across all categories and periods.
REQUIREMENTS	It is advised to set up a business account if you want to sell professionally.
PRICING	Set-up cost \$0, first 250 listings free, then \$0.35 per listing per category, varied commission starting at 12% plus \$0.30 per sold item.

IN THE WORDS OF eBAY

» "With a long history of being a go-to site for antique enthusiasts, eBay is great for dealers who specialize in collectibles and smalls. If you sell furniture, it's wise to have a trusted shipper so you can communicate shipping costs with the customer before the sale is complete."



[LEARN MORE ABOUT PRICING](#)

[SIGN UP TO START SELLING](#)

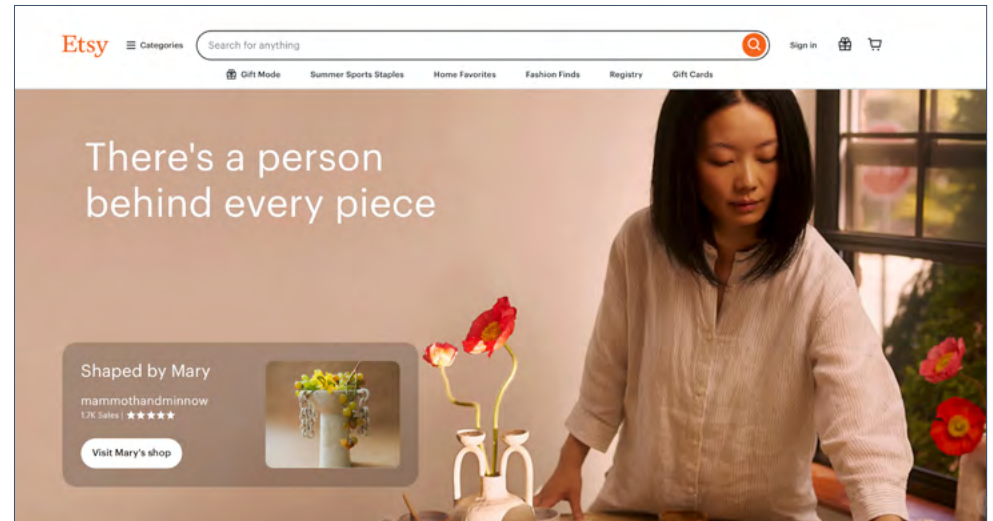


Etsy is a global online marketplace designed for handmade and vintage products. Its catalog has a very wide range of items, but is mostly known for clothing, jewelry, decorative pieces, and small furniture. The Etsy platform allows for the sale of multiple pieces, or for items that can be reproduced for resale.

BUYERS	A wide range but overall a younger customer base with smaller budgets.
WHAT SELLS	Handmade and one-of-a-kind items including vintage and antique pieces such as furniture, lighting, art, decorative accessories, tabletop, and jewelry.
REQUIREMENTS	No requirements to join.
PRICING	No set-up cost or monthly fees. \$0.20 listing fee, optional \$10 monthly Etsy Plus subscription. 6.5% transaction fee of sale price including shipping, 3% + \$0.25 payment processing fee, 12-15% offsite advertising fee when sale is made from Etsy Ad.

IN THE WORDS OF ETSY

» “While Etsy is known for its strong focus on handmade goods, dealers of antique and vintage pieces can also succeed on this site. Its open enrollment, low commission rate, and lack of a monthly subscription fee make it a great platform for dealers starting out. Seasoned dealers with a well-curated collection can turn large profits on inventory not suited for vetted sites.”



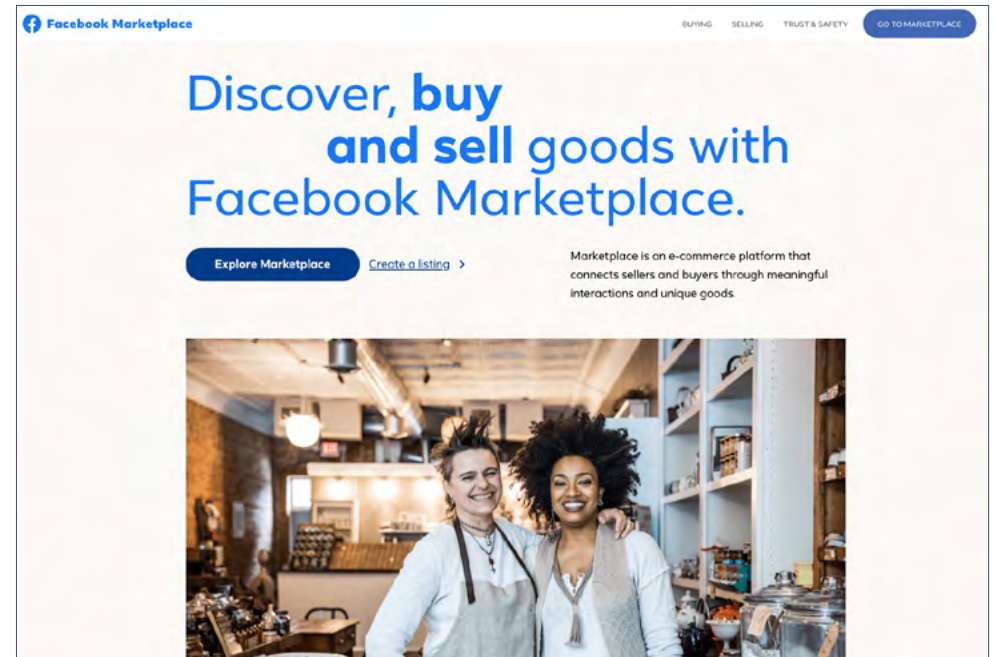
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One of the largest global social media platforms available across all devices, Facebook offers an online sales channel allowing people to discover, buy, and sell items. With a reported user base of 1 billion, Facebook Marketplace has become a destination for those seeking to broaden their customer base. The marketplace blends social with sales, offering several features, including direct messaging, sharing, and profile access.

BUYERS	A global community ranging in budgets, ages, and interests.
WHAT SELLS	A broad range of inventory, including antiques, art, and vintage pieces. All price points.
REQUIREMENTS	Must have a Facebook Business page.
PRICING	No set-up cost or monthly listing fees. 5% per shipment, or a flat fee of \$0.40 for shipments of \$8.00 or less.

IN THE WORDS OF FACEBOOK MARKETPLACE

» “Facebook Marketplace connects interested buyers to products. It works seamlessly on any digital device and allows buyers to find what they’re looking for by filtering locations, categories, search terms, and prices. The in-application buying feature enables people to quickly and efficiently complete their purchases without ever leaving the app.”



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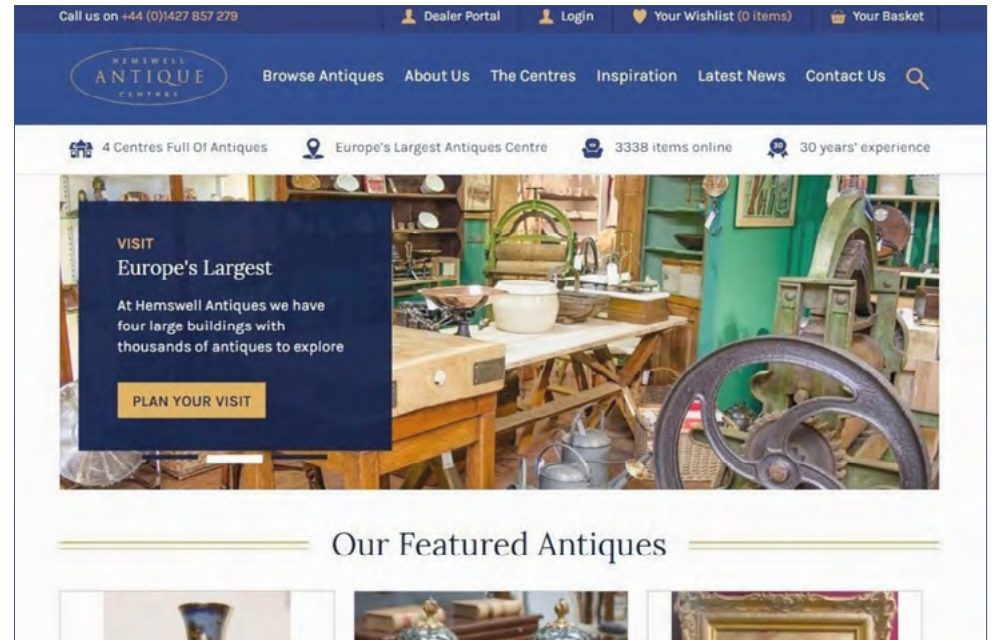


Established in 1986, Hemswell Antique Centres brings together dealers offering a wide range of pieces. Their website brings those pieces online and showcases a comprehensive selection which is added to daily. As a dealer, you will have your own personal selling page within their high-ranking website without the hassle of creating your own.

BUYERS	A wide range of buyers including private clients and interior designers.
WHAT SELLS	A wide range of antique and vintage pieces including furniture, lighting, art, silver, jewelry, and more.
REQUIREMENTS	Must have a display stand or cabinet at Hemswell Antique Centres.
PRICING	Free to set up 25+ introductory listings Bronze £100 per pack (50 credits £2.00 per listing) Silver £200 per pack (125 credits £1.60 per listing) Gold £400 per pack (300 credits £1.33 per listing) Commission range: 5% on web listings uploaded by dealer. 10% on web listings uploaded by Hemswell.

IN THE WORDS OF HEMSWELL ANTIQUE CENTRES

» "Hemswell Antique Centres offers dealers a forward thinking, innovative and professionally managed operation. Join over 400 dealers who exhibit within four main buildings. Hemswell Antique Centres is renowned as the largest antiques centre in Europe. Perfectly located 10 minutes up the road from the Lincolnshire Showground – home to Arthur Swallows Antiques & Home Shows."



LEARN MORE ABOUT PRICING

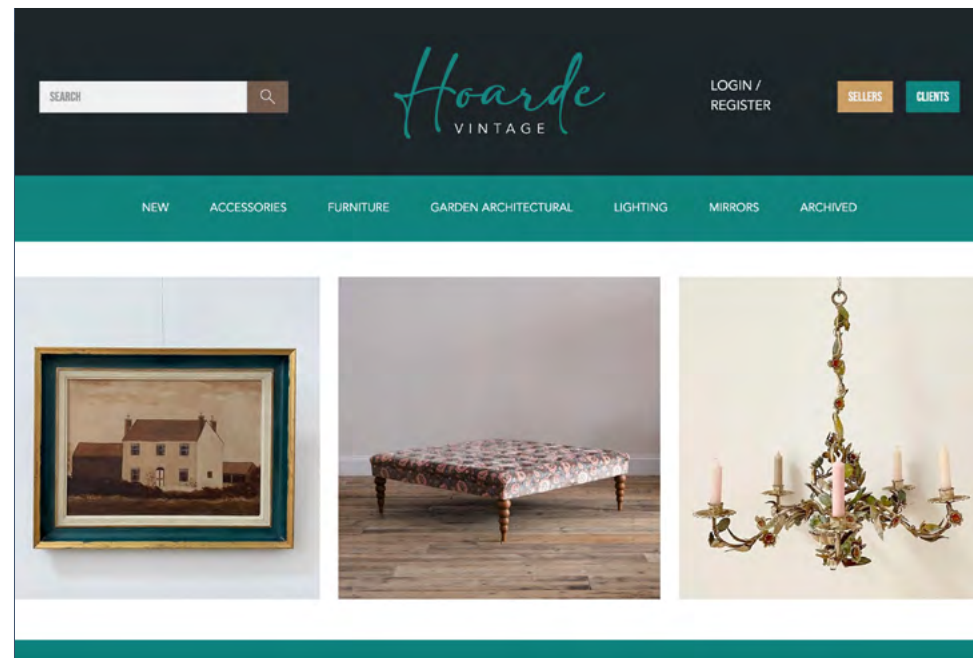
APPLY TO START SELLING



www.thehoarde.com
UK + EU

Hoarde Vintage is Decorative Collective’s sister site. On Hoarde Vintage, there is a strong focus on vintage items rather than antiques. It is an ideal place for British and European dealers of quality vintage pieces to sell due to its vetting process and high online visibility. Pieces with a strong decorative value that are ready for immediate use are perfect for Hoarde Vintage.

BUYERS	Customers with mid- to high-level budgets.
WHAT SELLS	A wide range of quality vintage pieces including furniture, lighting, art, and decorative accessories, as well as garden and architectural pieces.
REQUIREMENTS	Must apply online and be a full-time dealer.
PRICING	Monthly £75 + VAT; no set-up fee or commission.



APPLY TO START SELLING

IN THE WORDS OF HOARDE VINTAGE

» “With a good reputation, Hoarde Vintage is a great place to sell vintage pieces with a no-commission structure, allowing you to negotiate directly with customers. Customers can search by keyword, category, or dealer, giving you the opportunity to curate an online storefront without having to have your own website.”

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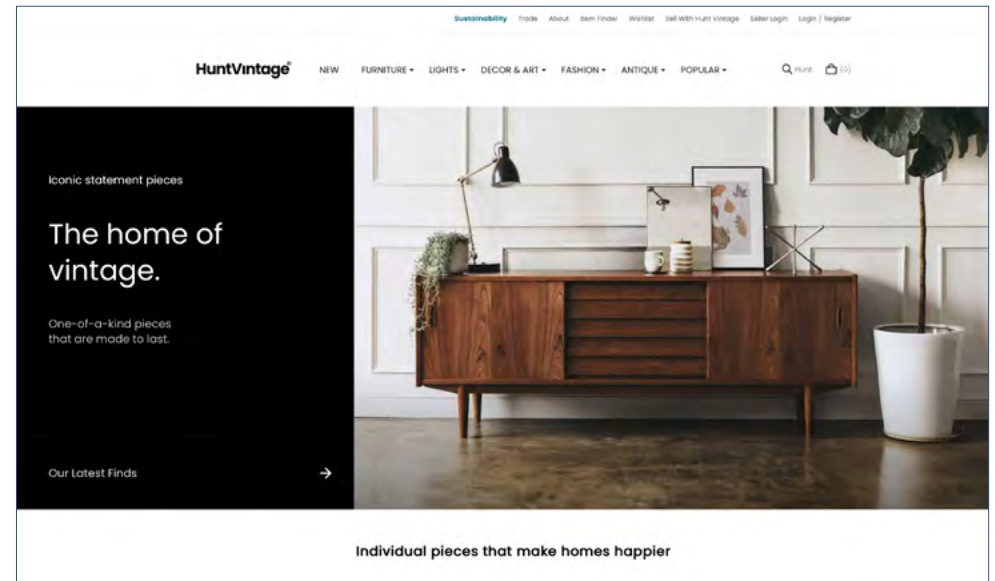
Hunt Vintage is a global marketplace that connects vintage and antique dealers with the right customers in a simple and easy-to-use platform, with direct checkout.

Founded with a passion for sustainability, the business is built on strong yet simple foundations: to engage consumers and designers by offering the highest quality curated vintage and antique items from across the world. Every seller is vetted, and every item is unique — full of character, history and charm. That's why Hunt Vintage has seen an ever-growing number of dedicated customers using the marketplace year-on-year.

BUYERS	A broad range of customers across the private and trade buyer sectors.
WHAT SELLS	One-of-a-kind vintage and antique items including furniture, art, lighting, accessories, jewelry and rugs.
REQUIREMENTS	The platform is for professional sellers only. All items must be approved by Hunt Vintage curators.
PRICING	Set-up cost £0, commission on sales 15%. No other fees.

IN THE WORDS OF HUNT VINTAGE

» "Hunt Vintage is a fast-growing online marketplace, offering antiques and vintage pieces from around the world. Our platform has been designed to make life easier and more transparent for dealers — there are no set-up fees, and we provide hands-on support along with a dedicated dealer profile and product creation service."



[APPLY TO START SELLING](#)

Incollect can be a good option for selling top-tier designer furniture, art, jewelry, and new custom pieces. Catering to interior designers, collectors, and design enthusiasts, Incollect offers purpose-built search tools to help connect buyers with sellers. Incollect puts the dealer's shop at the forefront with an online space for your inventory. Also, Incollect does not charge a commission on sales, only a monthly subscription fee.

BUYERS Interior designers, collectors, and private clients with mid- to high-level budgets.

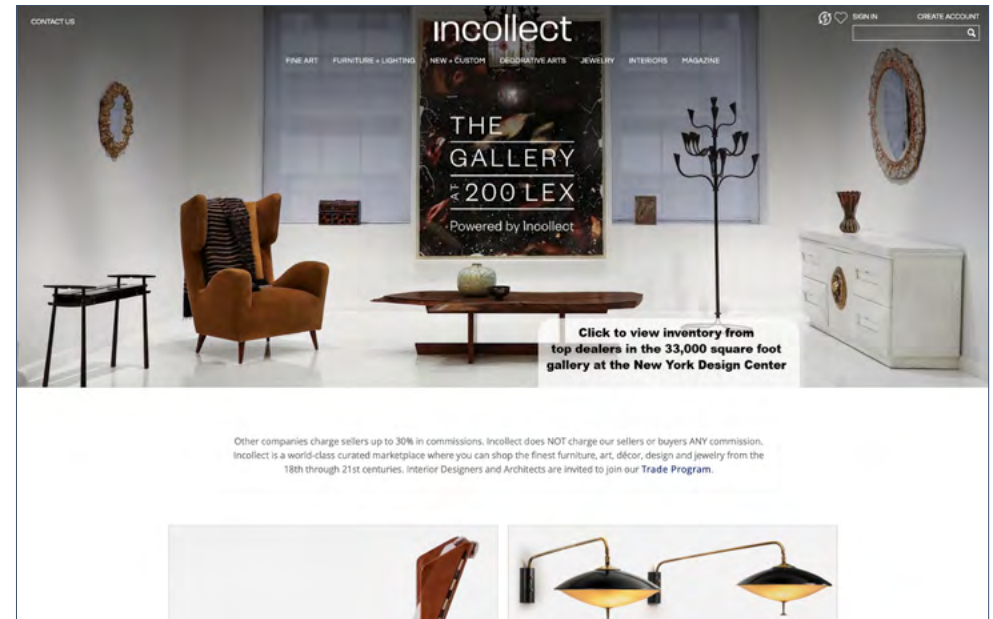
WHAT SELLS High-level antiques, vintage, and designer pieces including furniture, lighting, art, decorative accessories, and jewelry.

REQUIREMENTS Requires industry references to join.

PRICING Set-up cost varies; \$295, \$395 and \$495 monthly fees; no commission.

IN THE WORDS OF INCOLLECT

» "Incollect is perfect for seasoned dealers that have established themselves in the industry and built a high-level inventory. Ideal pieces to sell on Incollect possess a strong decorative value and are ready for immediate use. It offers a unique no-commission monthly rate with emphasis on the dealer's store to help build long-term client relationships."



[APPLY TO START SELLING](#)

Instagram

www.instagram.com

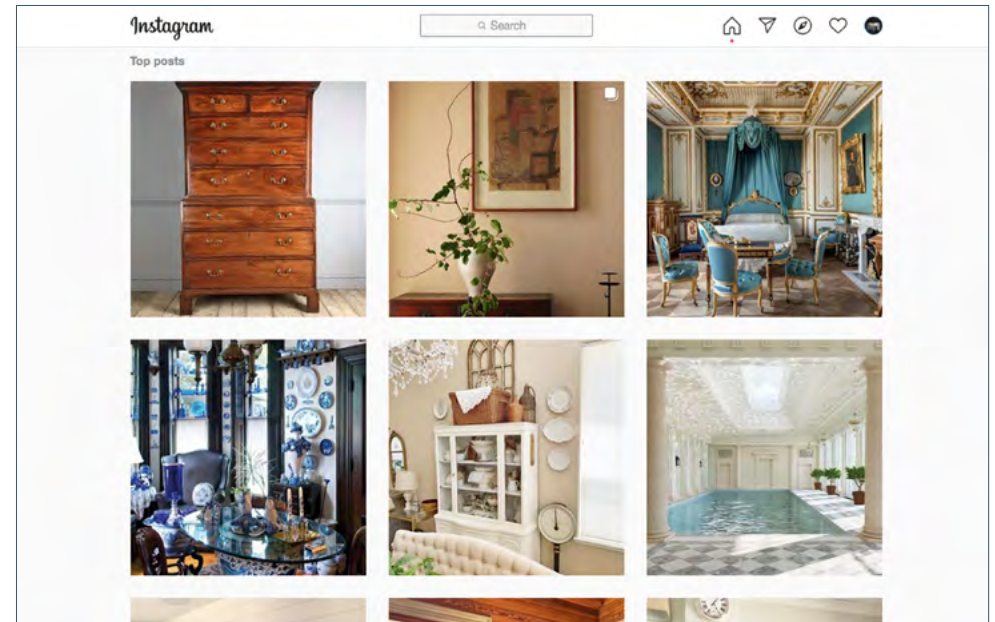
Global

Instagram offers a landscape to curate environments featuring antiques and vintage pieces. Its strong visual orientation and integrated shopping tools make it an appealing platform for reaching a captive audience of more than 1 billion active users. Instagram is currently the favored platform for millennials and Gen Z. Posting free visual content, including video, can be a successful strategy to support your efforts on other marketplaces and attract a new generation of buyers.

BUYERS	The world's most popular social network with over 1 billion users.
WHAT SELLS	Decorative antiques and vintage pieces.
REQUIREMENTS	Must have Facebook and Instagram business account, should have knowledge of social media and marketing.
PRICING	While Instagram is free to use, ad campaigns can be run for a fee. Fees are based on the size of the ad campaign. 5% selling fee, or flat fee of \$0.40 for transactions \$8.00 or less.

IN THE WORDS OF INSTAGRAM

» "Shopping on Instagram is easy for buyers. Built-in tools give you the ability to upload your beautiful photographs, link to items in your shop, and showcase an inspiring lifestyle to potential buyers. Once items are added to your marketplace, you can sell your inventory while simultaneously growing your audience of potential buyers."



[LEARN MORE ABOUT PRICING](#)

[LEARN MORE ABOUT SELLING](#)

RONATI

Developed in Partnership with LAPADA



LAPADA
THE ASSOCIATION OF
ART & ANTIQUES DEALERS

www.lapada.org
Global

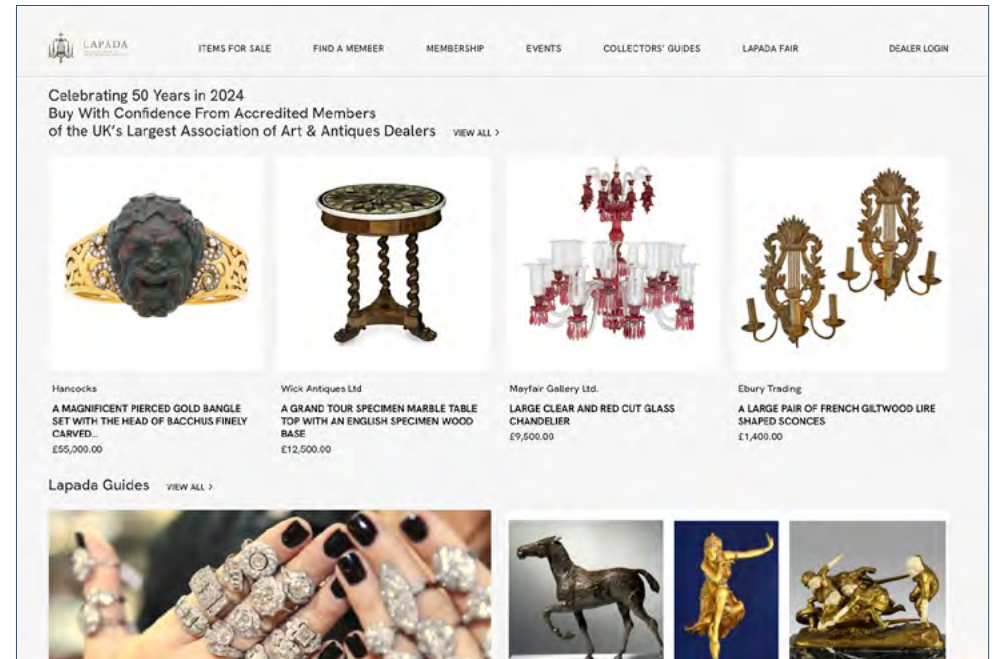
LAPADA is the UK's largest association of art and antiques dealers with around 500 members in the UK and 50 members in 16 other countries. Membership is only open to those who meet the association's requirements as to experience, quality of stock, and knowledge of their subject.

BUYERS Clientele with high budgets and discerning taste.

WHAT SELLS Fine art, furniture, jewelry, decorative pieces.

REQUIREMENTS Users must be members of LAPADA, requirements of which include: three years trading, two dealer references, and VAT registration.

PRICING Monthly £50 (in addition to annual membership fee of £550); no set-up fee or commission.



IN THE WORDS OF LAPADA

» "LAPADA's marketplace is only open to members, which means that dealers can be assured they are selling alongside peers who hold themselves to the same standards of quality and expertise. LAPADA is operated for the benefit of members and therefore charges no commissions and is able to charge a minimal fee which is reinvested into marketing and development. Applicants for membership must have been trading for a minimum of three years, be VAT registered and have two references, at least one of whom must be a LAPADA member."

APPLY TO START SELLING

RONATI

Developed in Partnership with LAPADA

LORFORDS

www.lorfordsantiques.com

Global

Started by Toby Lorford in 2003, Lorfords Antiques now comprises a main showroom in Tetbury as well as two large antique hangars at Babdown Airfield. The showrooms at Lorfords contain highly curated pieces that possess both provenance and decorative value. To sell on Lorfords' website, a dealer must rent a stand at one of their retail locations for a monthly fee. Monthly fees cover the following, in addition to the dealer's stock being featured on Lorfords' website: in-house marketing (including photography), comprehensive sales support (including managing reservations and overseas shipping quotes), a personal contact for managing stock, and a delivery team.

BUYERS Trade and private clients with mid- to high-level budgets.

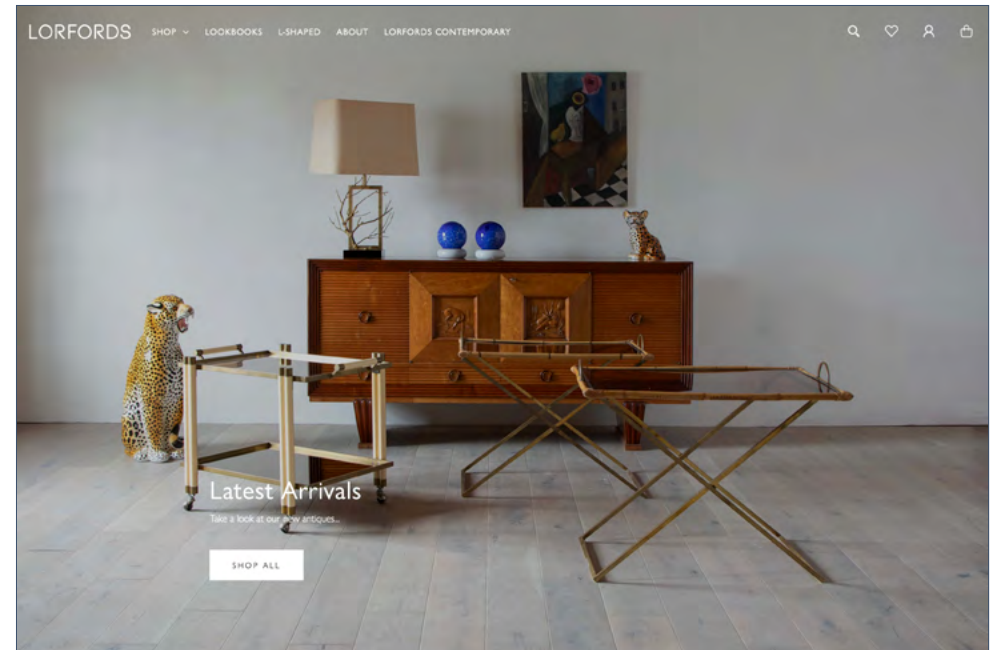
WHAT SELLS A range of antique pieces including furniture, lighting, art, decorative accessories, tabletop, garden, and architectural pieces.

REQUIREMENTS Must have a stand at Lorfords' retail space.

PRICING Set-up cost £0, monthly fee based on the size of stand, 17% commission.

IN THE WORDS OF LORFORDS

» "If you are a dealer in the UK who sells antiques with high decorative value, Lorfords could be a great opportunity to get your stock in front of a large audience. With destination retail spaces that focus on curation and a website that reaches trade and private buyers, Lorfords offers both brick-and-mortar and online platforms to sell antiques."



[CONTACT TO APPLY](#)

RONATI

Developed in Partnership with LAPADA

LoveAntiques, which is part of IACF (International Antiques & Collectors Fairs) Ltd. is a great site for selling accessible to mid-level furniture, art, and decorative pieces. It offers a simple, easy-to-use website and low pricing structure, along with free listing write-ups and search engine optimization done by specialists. It has a strong vintage, retro, and modern design selling base. There is also a personalized website service starting at £19.99 (+VAT) per month.

BUYERS A wide range of buyers with mid- to high-level budgets.

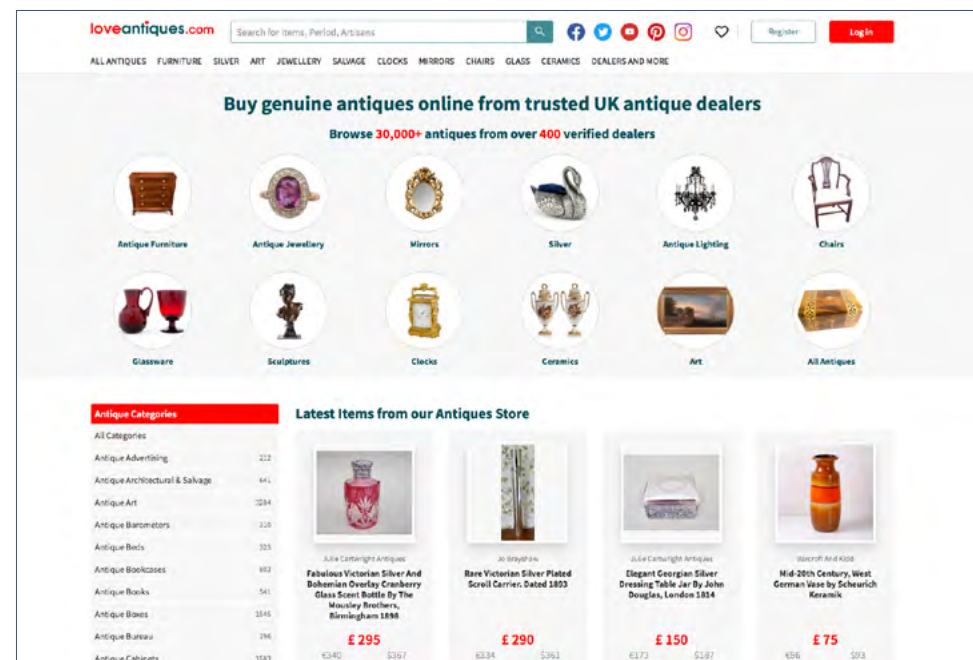
WHAT SELLS A wide range of antique and vintage pieces including furniture, lighting, art, decorative accessories, tabletop, jewelry, and silver.

REQUIREMENTS Sign up via application on website.

PRICING Set-up cost is first month's fee based on number of listings.
 Up to 150 item listings: £39.99 (+VAT)
 Up to 300 item listings: £44.99 (+VAT)
 Up to 400 item listings: £49.99 (+VAT)
 Up to 500 item listings: £54.99 (+VAT)
 Up to 600 item listings: £59.99 (+VAT)
 No commission.

IN THE WORDS OF LOVEANTIQUES

» "LoveAntiques is Europe's fastest-growing antiques marketplace. LoveAntiques offers dealers a wide audience at an affordable price. With 25% of website traffic coming from the USA, LoveAntiques is truly a global marketplace."



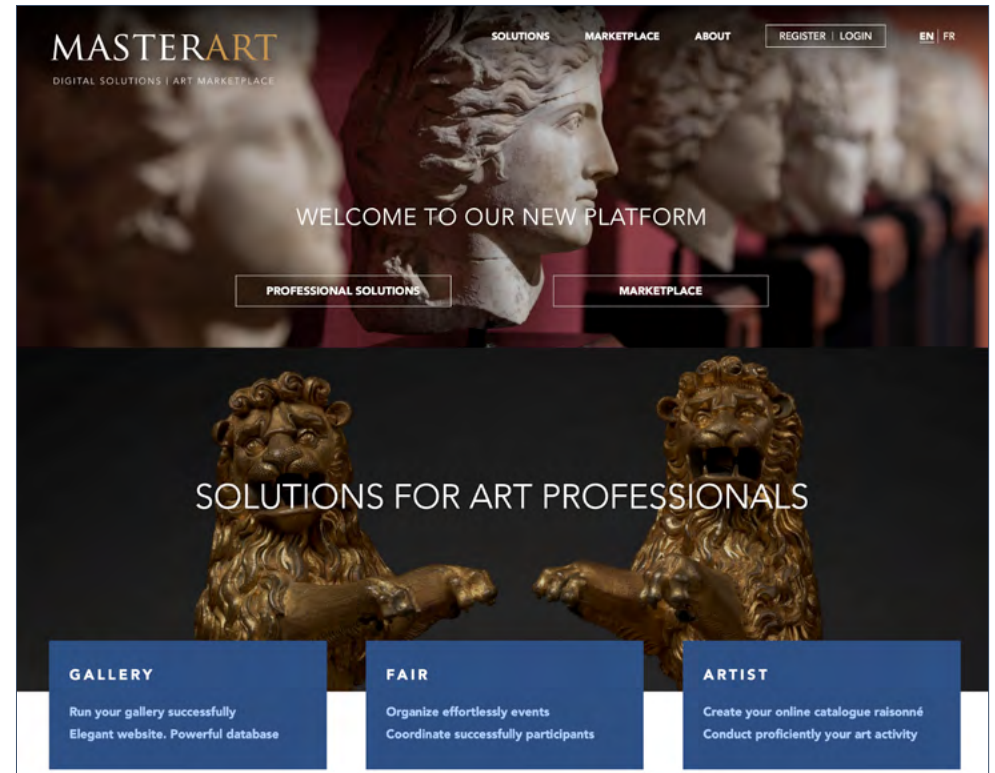
LEARN MORE ABOUT PRICING

MasterArt is an online platform that showcases more than 15,000 works of art from 300 of the world's leading art dealers and galleries. Their portal invites users to search for artworks by keyword (artist or maker), category or gallery, and to set email alerts about new acquisitions based on their specific search criteria. Their dealers are heavily vetted and long-established; they participate in prestigious international fairs. While direct sales do not take place on the site, buyers have the ability to request a price from a gallery.

BUYERS	Art collectors, museum and art professionals, and interior designers.
WHAT SELLS	High-level authentic fine art.
REQUIREMENTS	Your company must be registered as an independent company with the Chamber of Commerce for at least five years. You have established a reputation as a leading international art or antiques dealer. You participate or have participated in international, prestigious art fairs. The quality of your artworks is of the highest level.
PRICING	Yearly fees vary; no set-up fee or commission.

IN THE WORDS OF MASTERART

» "If you are an art gallery or specialize in fine art, MasterArt could be a good place to gain exposure for your pieces. With a vetting process in place and high value placed on quality and provenance of pieces, MasterArt is an ideal place to connect with collectors and private buyers around the world."



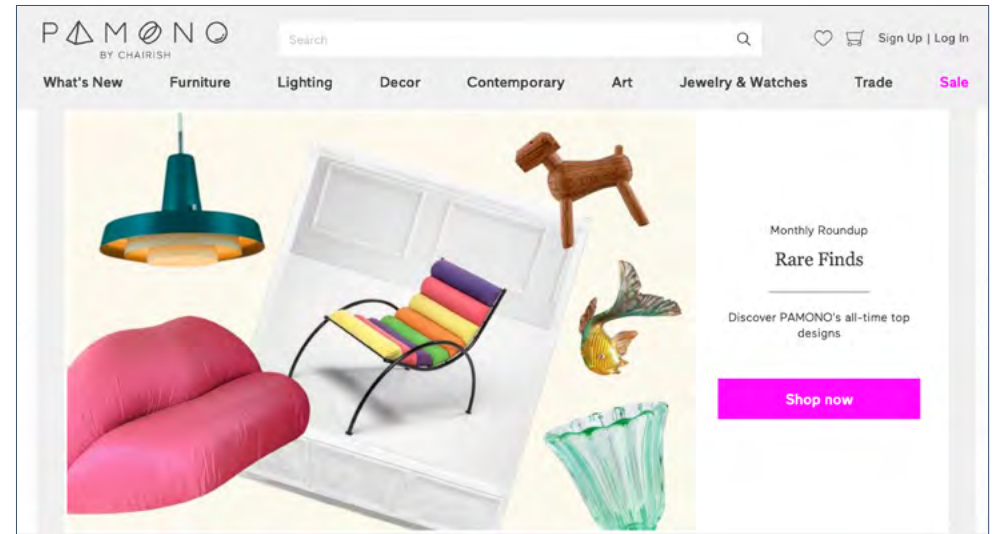
[APPLY TO START SELLING](#)

Pamono is a site where European and UK dealers can sell vintage as well as contemporary pieces. The site is known for unique, one-of-a-kind, and avant-garde statement pieces. Pieces on the site are curated from an international mix of high profile and underground galleries, shops, editors, artisans, and designers.

BUYERS	Design-focused clientele.
WHAT SELLS	Unique, designer, mid- to high-level vintage and contemporary pieces including furniture, lighting, and decorative accessories.
REQUIREMENTS	Must apply online.
PRICING	<p>Set-up cost £0</p> <p>£59 monthly fee for the basic package.</p> <p>£89 monthly fee for the pro package.</p> <p>£179 monthly fee for the premium package.</p> <p>Commisson range:</p> <p>£1 - £6,000: 20%</p> <p>£6,001 - £10,000: 15%</p> <p>£10,001 and above: 10%</p>

IN THE WORDS OF PAMONO

» “For dealers in the UK and Europe with stand-out designer pieces, Pamono could be a great choice. We focus on the story behind each item, giving customers as much information as possible. Dealers who specialize in conversation pieces that make a statement could be a good match for listing on Pamono.”

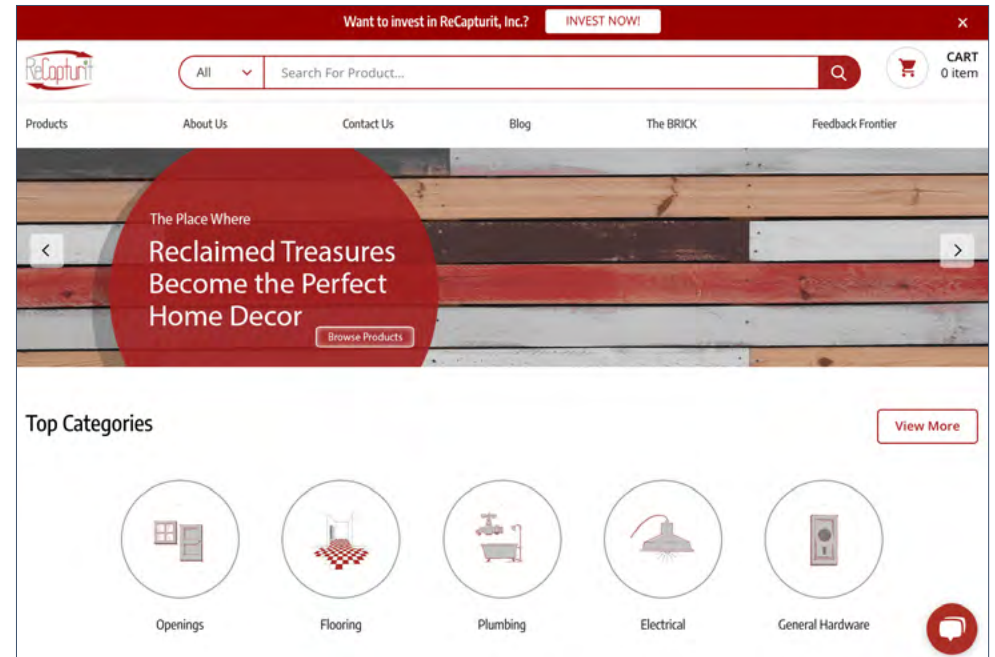


APPLY TO START SELLING



ReCapturit is an online marketplace built exclusively for architectural salvage. The online marketplace allows sellers and buyers to connect and keep valuable materials, one-of-a-kind materials and historical artifacts out of the dump.

BUYERS	DIYers, designers, builders, and renovators motivated by sustainability, unique finds, value, and convenience.
WHAT SELLS	Reclaimed wood, doors and windows, lighting, fixtures and hardware.
REQUIREMENTS	Products for buildings/homes. Includes salvaged, demolished, discarded, remaindered, repurposed, and up-cycled materials.
PRICING	No set up fee. Starter: \$0/month, up to 20 products, 17% commission. Intermediate: \$49/month, up to 200 products, 10% commission. Unlimited: \$79/month Unlimited Products, 7.5% commission.



APPLY TO START SELLING

IN THE WORDS OF RECAPURIT

» “ReCapturit is THE resource for reclaimed building materials and architectural salvage. Our custom-built online marketplace offers both buyers and sellers options that are convenient, affordable, and available nationwide. Our sellers offer items from basic construction materials to unique architectural components, and everything in between.”

Ruby Lane has been around since 1998. It is a great site for selling antique and vintage designer furniture and lighting, home accessories, art, jewelry, and clothing. This platform centers around objects with a decorative value as well as unique and rare collector's pieces. Many staff members of Ruby Lane are also seasoned online sellers in the antique and vintage industry.

BUYERS A wide range of buyers with mid- to high-level budgets including design professionals, collectors, and savvy consumers.

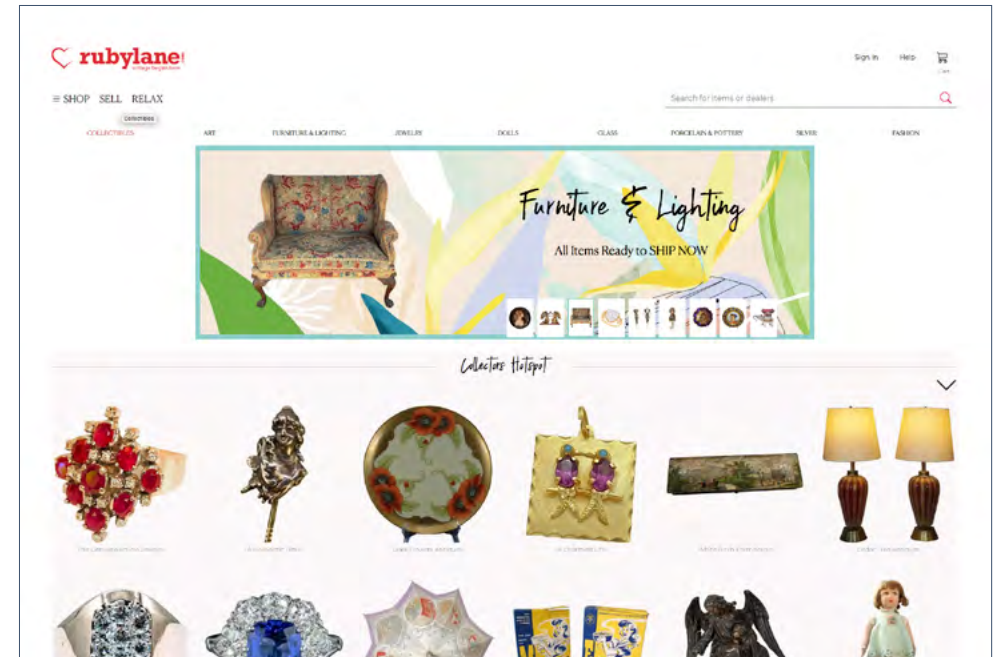
WHAT SELLS A variety of antique and vintage pieces including furniture, lighting, art, decorative accessories, tabletop, collectibles, jewelry, and fashion.

REQUIREMENTS Sign up via application on the website.

PRICING Set-up cost \$0.
\$25 maintenance fee if less than 15 items added per month. Add at least 15 items during the month to receive a rebate of \$25. Charged on the 1st of every month.
New shops are free in the month that they open.
Fee is prorated for shops that close during the month.
9.9% commission based on purchase order total (does not include sales tax), capped at \$250.

IN THE WORDS OF RUBYLANE

» "Ruby Lane can be a good option for dealers specializing in jewellery, decorative objects, and collector's items."



[LEARN MORE ABOUT PRICING](#)

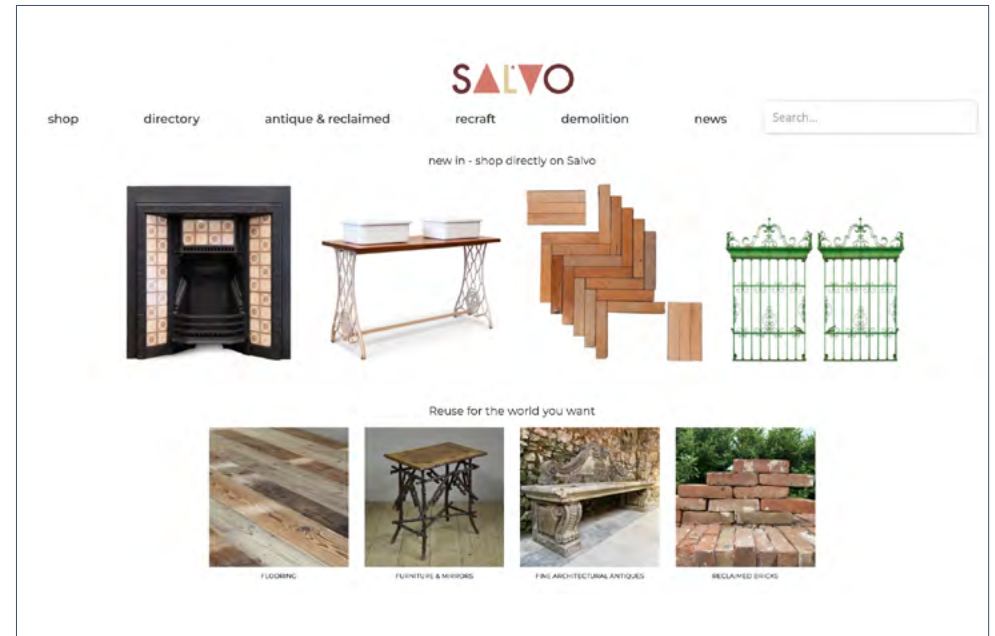
[SIGN UP TO START SELLING](#)

Salvo is the destination for reuse with an online marketplace, directory and shop, which is exclusive to Salvo Code members. Look for the crane logo, an ancient symbol of vigilance and the sign of Salvo Code membership, a world-leading peer-reviewed community of businesses that meet high standards in responsibly sourced architectural and garden antiques, salvage and Truly Reclaimed™ materials.

BUYERS	Architects, designers, landscapers, builders and private clients looking to source unique antique architectural salvage, garden antiques and authentic reclaimed materials.
WHAT SELLS	Architectural antiques, garden ornaments, heritage building materials, reclaimed interiors and salvage.
REQUIREMENTS	Please send applications to shirley@salvo.co.uk
PRICING	£125 +VAT annual Salvo Code membership 5% commission on Salvo Shop sales.

IN THE WORDS OF SALVO

» “Reach buyers and benefit from Salvo’s established global network. We have built a reputation for being the go-to trusted resource for reclamation, have spent years promoting reuse, and were the first digital destination for salvage. The Salvo Shop is expanding and will remain exclusively for Salvo Code members. Get in touch to join the community.”



[LEARN MORE ABOUT PRICING](#)

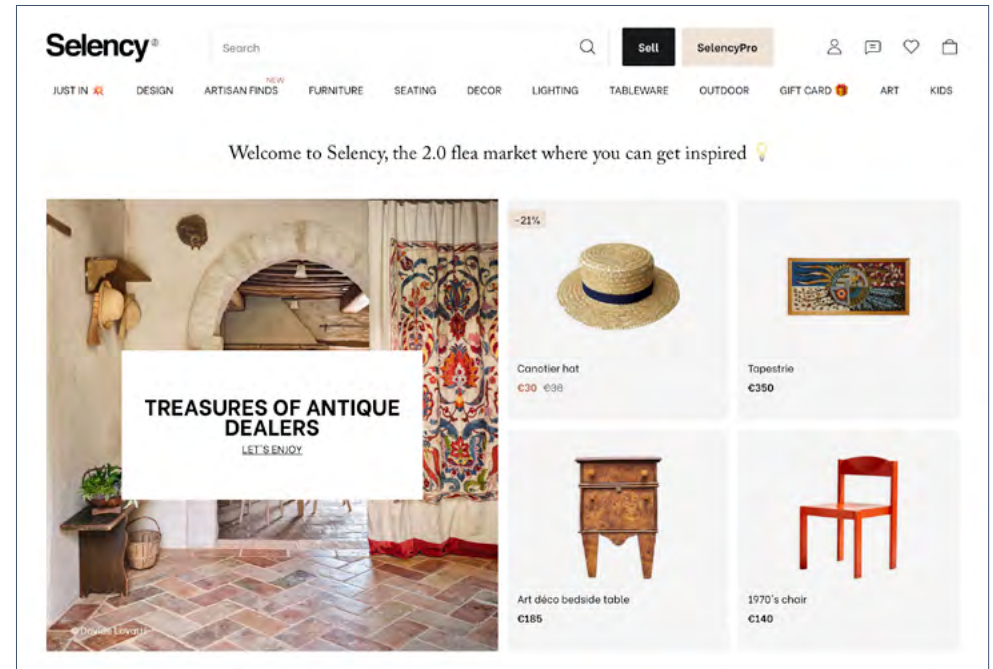
[SIGN UP TO START SELLING](#)

Selency (formerly known as Brocante Lab) was started in 2014. Professional dealers and non-professional sellers add their vintage furniture, Scandinavian-style pieces, and second-hand decor to the marketplace daily. The prices are decided by the seller and Selency works as an intermediary and trusted third party between them and their clients. The pieces for sale on the site are hand-selected each day by the Selency team.

BUYERS	Commercial clients such as restaurants, hotels, and corporate offices. Also designers, architects, and freelancers.
WHAT SELLS	Second-hand and vintage furniture, lighting, decorative accessories, and garden pieces.
REQUIREMENTS	None
PRICING	No set-up costs or fees. 15% (18% incl. tax) for professionals 20-25% incl. tax for private sellers

IN THE WORDS OF SELENCY

» "If you're not a full-time dealer, Selency could be a good option to sell your second-hand items, as long as they are in good condition. With no start-up costs or monthly fees, Selency is an easy way to try your hand at selling online."



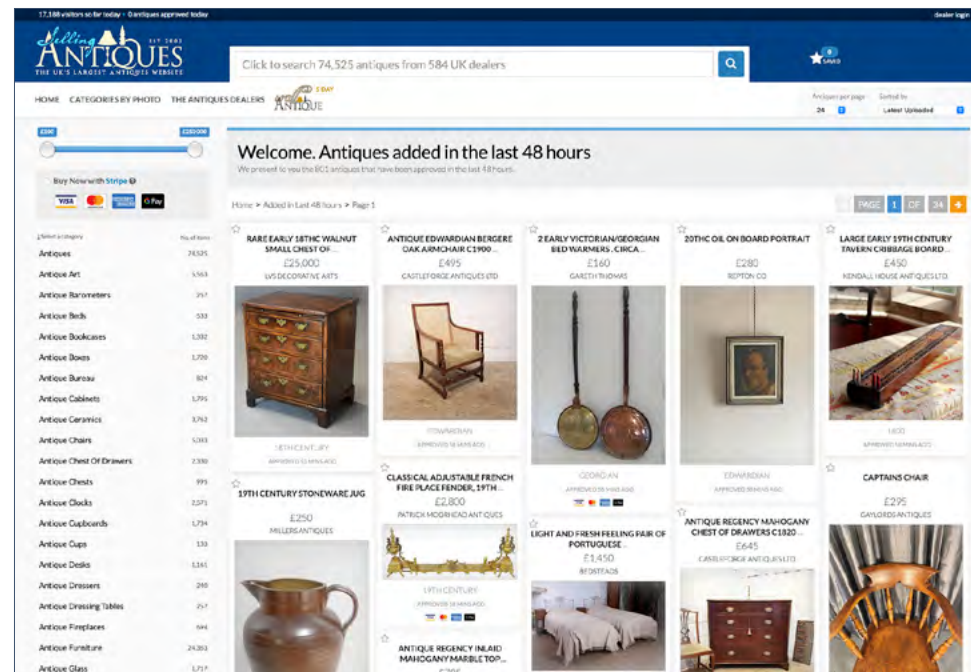
[LEARN MORE ABOUT PRICING](#)

Selling Antiques is an online marketplace that offers a wide range of antique and vintage items priced across the board. For dealers in the UK looking for a large online audience, Selling Antiques could be a good option. Direct communication between buyers and sellers is encouraged. Interested buyers can contact the antique dealer directly using the contact details shown with the item.

BUYERS	A wide range of customers across the trade and private buyer sectors.
WHAT SELLS	A vast array of vintage and antique pieces, including furniture, lighting, art, decorative accessories, tabletop, and jewelry.
REQUIREMENTS	Enter your details, make the payment and your account will be available to upload stock immediately. You can cancel at any time; there is no contract to sign.
PRICING	Set-up cost: cost of first month subscription. 75 upload limit is £90 per month 150 upload limit is £124 per month 250 upload limit is £225 per month 350 upload limit is £331 per month No commission.

IN THE WORDS OF SELLING ANTIQUES

» “For dealers looking to start selling online in the UK, Selling Antiques offers a broad audience with different seller packages. The breadth of styles and categories makes Selling Antiques open to various types of dealers and buyers alike.”



[CONTACT TO APPLY OR LEARN MORE](#)



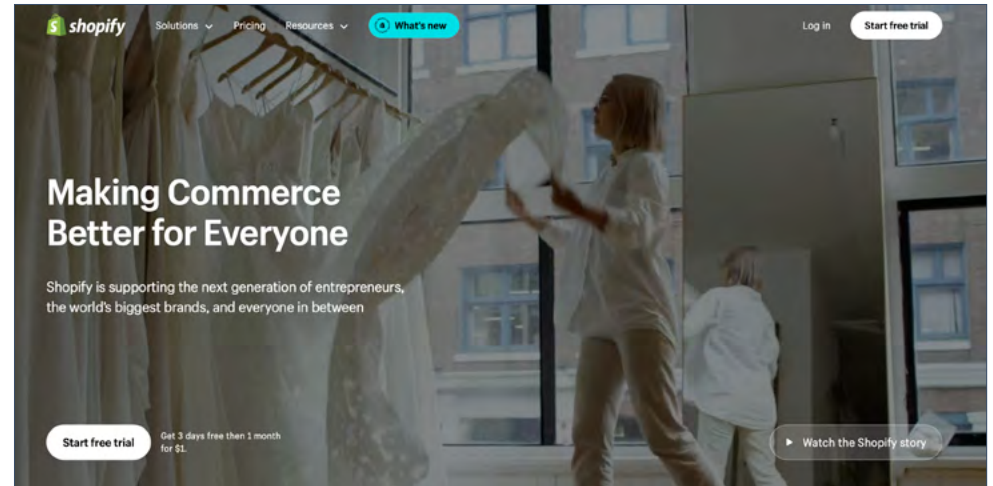
Shopify is a full-service subscription-based commerce platform, offering built-in mobile shopping where buyers can browse and purchase directly from an online store using any device. Shopify offers a range of features, including an online selling platform, point-of-sale software for brick-and-mortar companies, customized look books, website building and much more. Sellers can choose the level of features they need when choosing a plan.

BUYERS	Global
WHAT SELLS	A broad range of inventory including antiques, collectibles, vintage, and one-of-a-kind pieces of every era and price point.
REQUIREMENTS	No requirements to sign up, three plan levels: Basic, Shopify, Advanced Shopify.
PRICING	14 day free trial Basic Shopify: \$29/mo Shopify: \$79/mo Advanced Shopify: \$299/mo Shopify Plus: \$2,300/mo No commission.

IN THE WORDS OF SHOPIFY



“Shopify offers everything you need to build a global online store in just days and attract international buyers. You can create your online store using over 70 templates, customizing the details to match your brand. You have no limit to the number of products you can add, and the platform integrates with Facebook and Instagram.”



LEARN MORE ABOUT PRICING

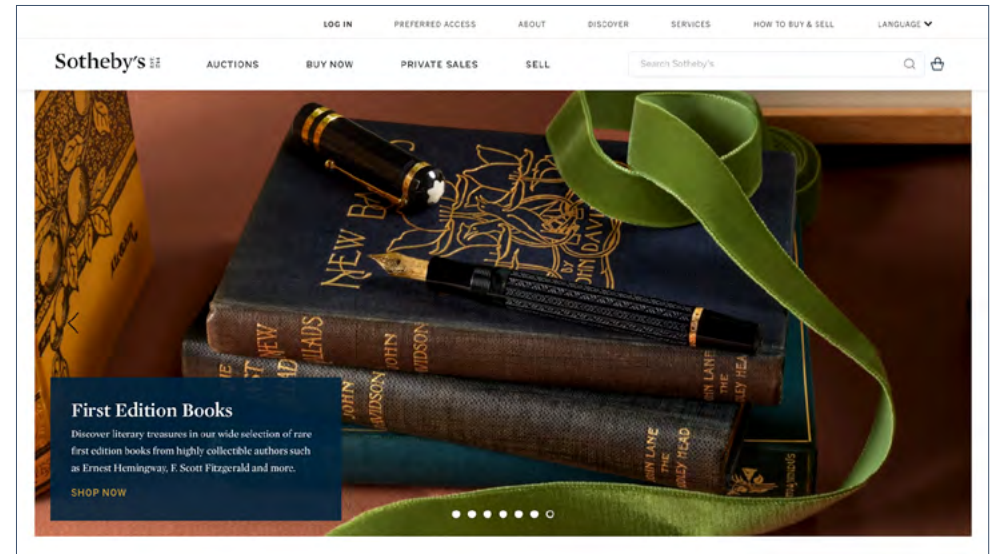
SIGN UP TO START SELLING

The Buy Now division at Sotheby's is an e-commerce marketplace specializing in watches, jewelry and accessories, furniture, decorative objects and art. Sotheby's has over 1 million monthly visitors, and nearly 2 million monthly sessions, offering Buy Now customers the ability to discover and shop, all within minutes. The option to add luxury items to the cart and easily check out gives customers immediate gratification, and enables them to purchase outside of the auction calendar.

BUYERS	Interior designers and private clients with an average net worth of \$8m, with 20% having a net worth of \$20m.
WHAT SELLS	Designer antique and vintage pieces including watches, jewelry, accessories, furniture, decorative objects and art.
REQUIREMENTS	Apply via form on website.
PRICING	Set-up cost \$0, no monthly fees, commission varies.

IN THE WORDS OF SOTHEBY'S

» "The Sotheby's reach — which includes sophisticated consumers, collectors, and trade professionals — in combination with Sotheby's legendary name, make their marketplace the perfect platform to sell. Once you submit pieces for consideration, Sotheby's team of specialists will review and notify you by email to let you know if your property is approved for listing. Your items will be professionally catalogued and priced by a Consignment Liaison, and you will be notified when your listing is ready for your review and approval."



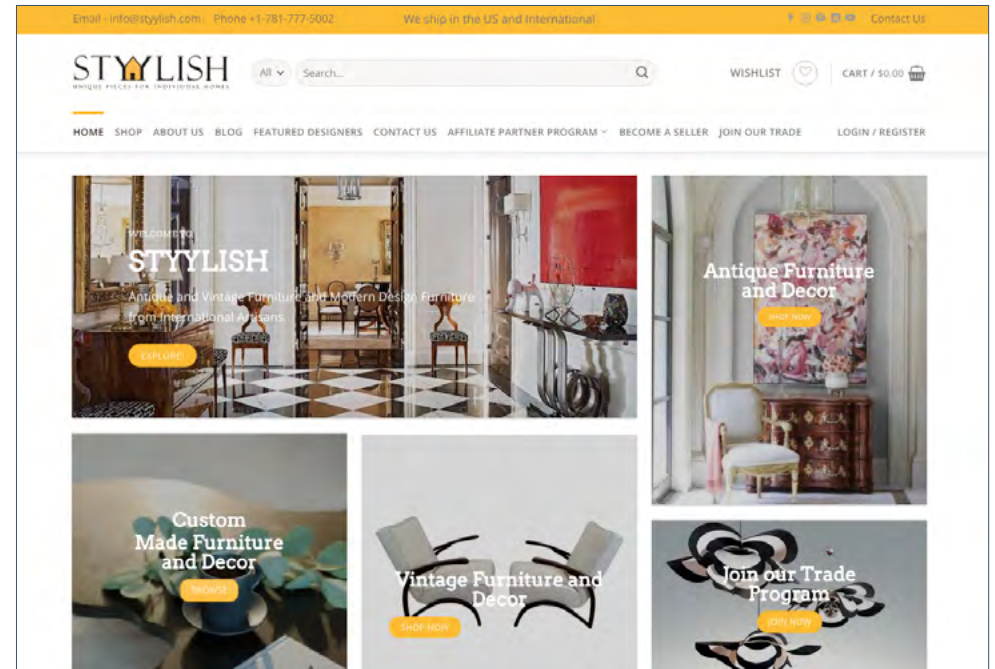
[LEARN MORE ABOUT SELLING](#)

Stylish is an online marketplace for antique, vintage and modern furniture, fine and decorative art, and design. Founded in 2021 by antiques dealer and art historian Silke Berlinghof-Nielsen, Stylish specializes in curating a high quality of international antique and vintage furniture, as well as contemporary designer pieces. They connect customers with unique pieces for their homes and provide a showcase for sellers.

BUYERS	Interior designers, decorators, collectors and private clients with mid- to high-level budgets.
WHAT SELLS	Wide range of antique and vintage pieces including furniture, lighting, art and decorative accessories.
REQUIREMENTS	Online application.
PRICING	20% commission for antique and vintage pieces and 3% transaction fee for every sale

IN THE WORDS OF STYLYSH

» “At Stylish, we are all about *unique pieces for individual homes*. We have a passion for sustainability, quality and historical value. We offer USA and international clients an online shop system and a smooth shipping process.”



[APPLY TO START SELLING](#)

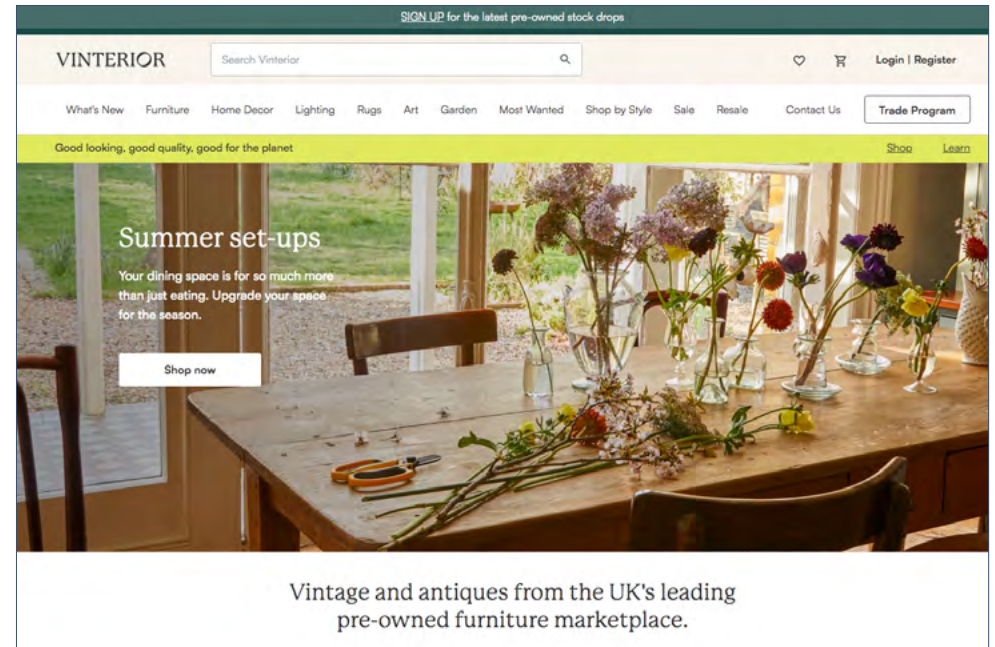
VINTERIOR

www.vinterior.co

UK + EU

Vinterior is a UK-based marketplace selling vintage, antique and preowned furniture, lighting, art, and home decor. It has a low commission rate along with no up-front sign-up costs or contracts. The platform has a strong focus on mid-century modern and works with 2,000+ of the best independent sellers from 30+ countries

BUYERS	Late-millennial customer base.
WHAT SELLS	Vintage and mid-century modern pieces including furniture, lighting, art, decorative accessories, and rugs.
REQUIREMENTS	Apply via application on website.
PRICING	No set-up cost or monthly fees. Commission is 17% on the first £2500 of the item price, and 10% on any amount above that.



APPLY TO START SELLING

IN THE WORDS OF VINTERIOR

» “No contract, no monthly fees, and low commission rate equate to a great pay-as-you-go selling structure. Vinterior doesn’t make money unless you do. Included at no cost is their unique ‘listing creation service’ where the Vinterior team imports your inventory and handles the creation of your product pages. This is a particularly helpful feature in taking you live and making online sales quickly.”

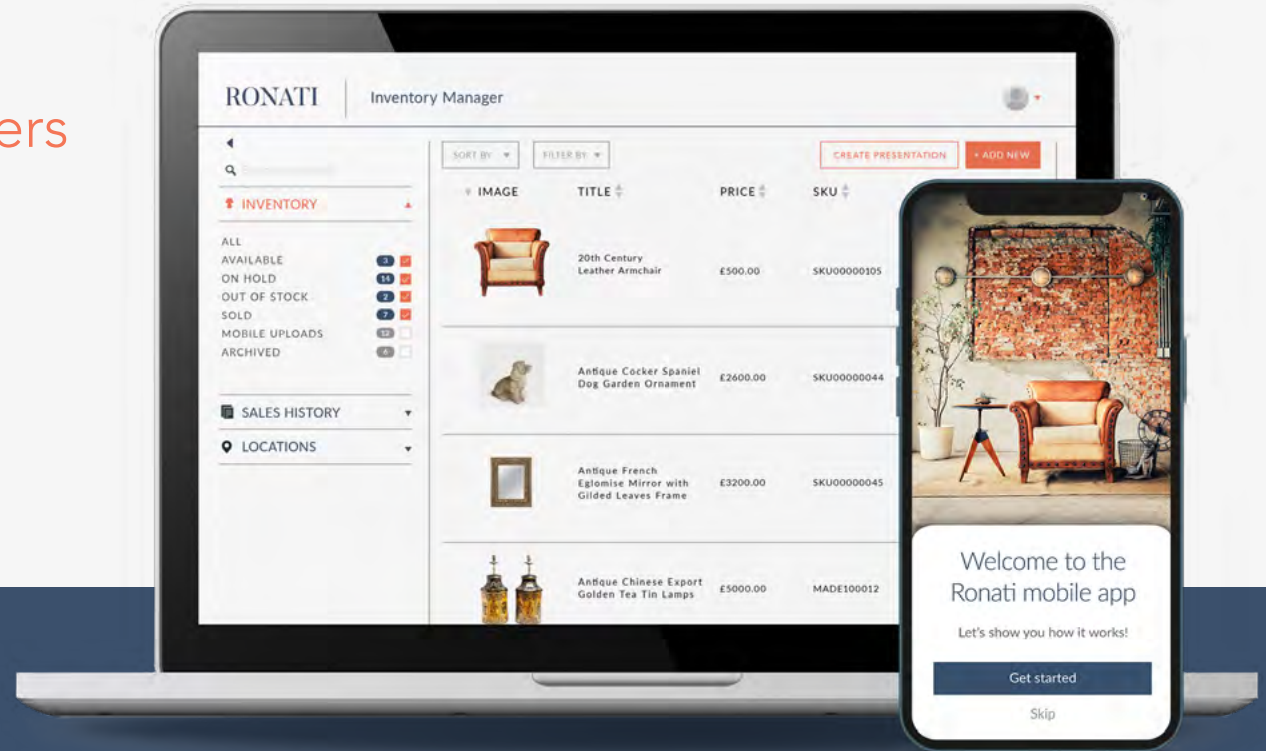
RONATI

Developed in Partnership with LAPADA

An inventory manager and mobile app for antiques dealers

Antiques dealers, we built this for you. No more struggling with spreadsheets or forcing your items to fit in an inventory manager that wasn't made for the one-of-a-kind industry.

INTRODUCING RONATI STUDIO



Spend more of your valuable time doing what you love, less on tracking details.

- » **Organize, manage, and track** all your unique items (and images!) in one place.
- » Easily **add new items** by speaking or typing your item details—from anywhere.
- » Photograph your items and **instantly remove backgrounds**.
- » Share items via text, email, or social media and **create beautiful sales brochures**.

JOIN THE WAITLIST

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For more information,
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www.ronati.com

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Justin Shaulis



LAPADA

THE ASSOCIATION OF
ART & ANTIQUES DEALERS

DEVELOPED
IN PARTNERSHIP WITH