

EVERYTHING BUT THE HOUSE



BRIAN GRAVES, Founder and Chief Learning Officer

Subject Matter Expertise

- Auction items evaluation
- Technology
- Period furniture
- Original artwork
- American art pottery

About Brian

Brian Graves, founder of Everything But The House (EBTH), is an extremely hard worker (his first job was shining shoes at age 12) with an eye for art and a mind for technology. He started EBTH – literally overnight – with his partner Jacquie Denny after helping her with her tag sale company. Before that, he was involved with application development and quality improvement at Cincinnati Children's Hospital while dealing antiques and unique items on the side. Antiques have been in his blood ever since he can remember. He attended the Mendenhall School of Auctioneering and has basically committed Kovels and Miller's Antiques and Collectibles guides to memory



high resolution photography available

Why Brian Started Everything But The House

For Brian, the thrill comes from finding a home for EVERYTHING. Brian is excited to sell a \$12 item that someone will use to make artwork if it keeps it from ending up in a landfill. He saw opportunity in the marketplace to help families reach an international audience and to stand apart from more traditional auction and resale options. EBTH has never been afraid to take on hard tasks to get to all the treasures a homeowner may have, whether it is valued at \$100,000 or \$100.

Brian's Goals for EBTH

- Create win-win situations for sellers, maximizing the benefit
- Continue to move forward holistically with EBTH's original vision of helping families
- Stay true to the unique and passionate culture at EBTH as it grows

Favorite EBTH Moments

- Jotting down the name "Everything But The House" on scrap paper after not being satisfied with 21 alternatives
- Handing a family a check for tens of thousands of dollars for items that other "experts" suggested they throw away
- Selling a World Series ring for \$89,000
- Taking pride in putting the seller first
- Training and developing talent in new markets for EBTH

His Story

- Born and raised in Withamsville, Ohio
- Lives on a farm in Indiana with his wife, daughter, two sons, 7 horses, 5 chickens 2 pigs, 3 dogs, 2 cats, a goat and bearded dragon
- Attended Wilmington College
- Mendenhall School of Auctioneering graduate

About Everything But The House

Headquartered in Cincinnati, Everything But The House (EBTH) is a revolutionary online estate and consignment sale company that combines the personal touch of a local business with the convenience and reach of a global e-commerce company. EBTH presents sales based out of Cincinnati, Columbus, Lexington, Louisville, Indianapolis, Nashville, Atlanta, Boston, Washington D.C., Los Angeles, Dallas, Denver and Southwest Florida and is rapidly expanding to additional cities in 2015. In 2014, EBTH raised \$13 million in Series A funding to support this aggressive growth strategy. The EBTH team hopes to become the world's most-loved, most exciting resource to find special antique and modern pieces. With more than 100 sales a month and all items starting at \$1, bidders from across the world find that there's always something new to discover at www.EBTH.com.

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