

Lawrence D. Goldberg's

Rare Coin Report

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Rare Coins & the Economy

Certainty and Uncertainty

On the surface the economy appears stable, but beware of potential underlying imbalances. Predictions about all investment sectors, economic growth, and regulatory growth for 2015 vary to the point of absurdity. One factor universally accepted is that current stock highs are the result of artificially low interest rates maintained by the Federal Reserve.

Federal spending remains on track in 2015 to cause the National Debt to exceed \$18 Trillion Dollars, and \$20 Trillion by the time Obama leaves office.

How long the Fed can continue this policy is unclear. Uncertainty regarding the rework-

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Notes from the Owner's Desk

2015: A New Beginning

I want to thank you — from the bottom of my heart — for choosing me to help you obtain and sell your rare coins and precious metals. On the surface it appears that my business is buying and selling. My true function however, is personal service. The mission of CNP is to utilize my 30 years of experience and expertise to help you achieve your goals. My goal is your complete satisfaction. For me, it's personal.

When I present rare coins and precious metals to you for purchase, I make sure they are of truly superb quality and offered at competitive prices.

When I make a bid to purchase from you, I focus on making the experience an enjoyable one and getting you prices as strong as the current market can bear.

I don't advertise because I rely on customer service to generate referrals. That philosophy is working thanks to you, your friends and relatives. By avoiding expensive advertising, I can maximize the value of a deal due to a lower overhead.

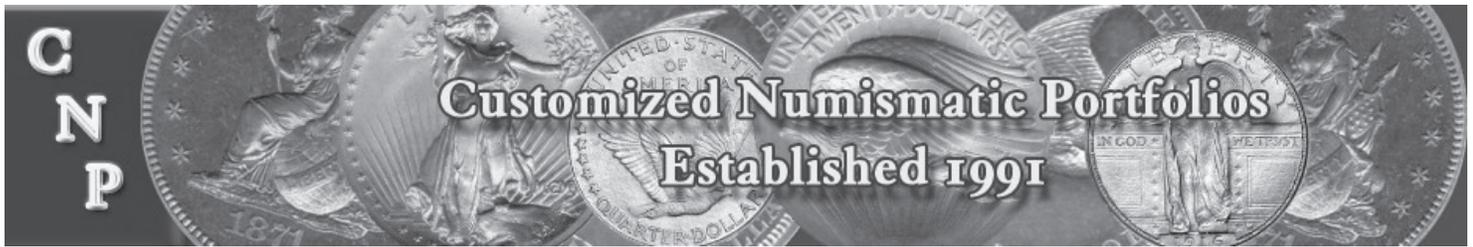
**Lawrence D. Goldberg**
PNG

The key to any system is communication. I cannot help you achieve your goals unless we both know what those goals are and for this reason, I encourage you to call any time, and ask any question (the only dumb question is the one you don't ask!). Let me know how I can help. If you reach my answering service, don't hesitate to leave a message. It is my firm policy to return all calls in timely fashion. I wish you the happiest, most prosperous and satisfying 2015 imaginable.

**Gold and Silver
in your IRA?
We can do that for you**

"ASSETS" RISING

My recent book **"What Color Are Your Assets"** (Zyrus Press) has so far achieved 27 five star reviews on Amazon.com., and I've also received many compliments from readers, including many customers and dealers. Designed for the beginning to intermediate collector – and for all investment oriented accumulators of rare coins and precious metals, it reveals how to avoid making costly mistakes, and how to get the most out of your hard asset experience. Buy one for yourself, or a new collector, or anyone you know who is interested in maximizing the value of their rare coins and precious metals. **Available on Amazon.com**



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ing and implementation of Dodd-Frank regulations has major banks dragging their feet when it comes to lending money. While Wall Street soars, Main Street continues to lag and wages are stagnant.

One bright spot is the drop in oil prices. This has done more for the economy than any governmental policy, putting a few thousand extra dollars into the hands of working people, leading to increased consumer spending. Whether oil prices will remain low—and for how long—is another unanswered question.

Meanwhile, gold and silver prices fluctuate within a narrow range – likely near bottom prices as they are below their world-wide average annual cost of production. They are thus poised for a powerful price surge in the face of future uncertainty. If your long term plan includes adding gold or silver, either to your IRA or for hard asset accumulation, now is the time to act.

The same is true for coins. Superb values exist for high grade generic silver dollars and \$20 gold coins (See related article this issue). Key dates - when they appear at current price levels are excellent values. Many buyers for these coins (including dealers) lurk with cash waiting, but remain picky and cannot find the coins they desire. The most desired rarities will not likely appear until coaxed into the market by higher prices. Demand appears to be strengthening, portending higher prices for in the future.

Do not let the appearance of economic stability blind you to potential volatility that could erupt at some point. Underlying threats of major cyber attack, deteriorating economic and political conditions overseas, interest rate increase, the national debt, and currency printing circle like sharks beneath the apparently calm waters.

**Inherit a Collection you Want to Sell?
We Pay the Best Prices.**

Lawrence's Coin Show Schedule

Long Beach Coin Show
Thursday-Saturday, January 29-31
Long Beach Convention Center
Long Beach, CA

San Francisco Coin Show (**NEW SHOW!!**)
Saturday-Sunday, February 21-22
South San Francisco Conference Center
255 South Airport Blvd
South San Francisco, CA 94080

Las Vegas Coin Show
Friday-Sunday, March 20-22
Riviera Hotel
2901 Las Vegas Blvd. South
Las Vegas, NV 89102

Santa Clara Coin Show
Friday-Sunday, April 17-19
Santa Clara Convention Center
Santa Clara, CA

CNP offers Free Want List Service

Writing a check to buy is easy. Finding the exact coins you want at a fair price can be an arduous and time consuming project. Numerous collectors have lamented about how much time and energy it takes to check so many websites, or trudge around coin show floors looking for just the right coin.

Fortunately, I can help make this job much easier, and it won't cost you a thing. The superb connections I have with other dealers and as a member of the CCE dealer network provide me with access to thousands of excellent coins each week. By matching these with coins on my want list, I can locate coins my customers need.

Each coin must meet my tough standards (grade, eye appeal, price) even before I offer it. I have found thousands of great coins for my customers in this way.

If you are looking for specific coins, please call and let me know. You can save a lot of time, money and hassle using this no cost "want list" service.

Call Lawrence anytime at
800 334-3325

FOCUS ON GENERICS

Generics are common date coins whose value derives mainly from their grade. They trade regularly between dealers, and are ideal for those who desire good liquidity while enjoying the price increase potential of the numismatic market. Currently, several generic categories present superb value. They are listed below, along with the combined PCGS and NGC population figures for all dates and mint marks of each entire series, plus price ranges:

| <u>Generic</u> | <u>Approximate PCGS/NGC Population</u> | <u>Price Range</u> |
|------------------------|--|--------------------|
| \$20 Liberty MS-65 | 16,000 | \$4-6,000 |
| \$20 St. Gaudens MS-66 | 50,000 | \$2800-\$3000 |
| \$ 1 Morgans in MS-67 | 26,000 | \$900 and up |
| \$ 1 Morgans in MS-68 | 1,500 | \$4-5,000 |

In my opinion, current prices are likely about as low as they will get, and there appears to be almost no downward price pressure. PCGS and NGC population numbers speak loudly when it comes to these coins. Because of the low population numbers, any factor which sparks the market could cause prices to rise rapidly. This is because, any significant increase in demand would quickly wipe out available supply. The quality threshold for these coins is so high, it is unlikely that a significant number of additional coins will be discovered in these desirable grades.

**Assembling a type, year or series set?
That's our specialty. Get on our Want List today!
Call Lawrence at 800-334-3325**

What's Up with Pattern Coins?

Those who have been reading this newsletter for a while (we are now entering our 16th year of publication!) know that I love Pattern Coins. For those unfamiliar, Pattern Coins are experimental samples made by the US mint before actual production. Many designs are never selected for production, and thus have mintages of only a dozen or two, or even less. They are among the rarest of coins—and the most beautiful.

Typically, the market for patterns is sporadic, going through long periods of calm, punctuated by shorter, intense periods of interest. It is during those shorter periods of interest that pattern coins tend to rise most in price, often dramatically.

Considering their rarity, prices for patterns start at modest levels of around \$2,000, and go up from there. Numerous superb examples can be had, when available, for under \$10,000 and most are still below the \$50,000 level.

For the last decade or so, especially with so much focus on gold and silver, the market for pattern coins has been exceptionally quiet. Few examples are offered for sale. Lately however, I've noticed that more pattern coins are becoming available.

For those looking for a unique addition to their accumulation of rarities, now might be a great time to pick up a pattern or two.

Dollar Cost Averaging for Gold & Silver

If you purchased gold or silver at a much higher price than it is today, and you have not yet accumulated your target quantity, you may want to consider dollar cost averaging.

This works by purchasing more gold and silver at today's lower prices to average out to a lower overall cost the gold and silver you have already purchased.

Important: this strategy is mainly for those who have not yet reached their investment portfolio percentage target for precious metals. If you already have accumulated all the gold and silver that you think you will need for your purposes for the long term, dollar cost averaging makes little sense for you—unless you have altered your gold and silver goals.

Rare Coins now a \$5 Billion Annual Industry

The Professional Numismatists Guild just came out with a \$5 Billion dollar estimate of the annual transactions involving rare coins. This does not include gold or silver bullion, or coins from the US Mint. Figures were derived partly from auction figures and a variety of other sources. This represents massive growth since CNP began in 1991, and portends significant growth in our industry in the future.

**Coins, gold, silver, diamonds,
Scrap gold? We Buy it All!
CALL LAWRENCE DIRECT
800-334-3325**

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Burbank, CA 91506



Motivated Buyer!

GOLD

SILVER

RARE COINS

DIAMONDS

WATCHES

(call Lawrence)

(800-334-3325)

Every transaction is

Confidential



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Impact of the 2014 Election on Rare Coins

A Republican Congress combined with an unpopular Democrat lame duck President signals that only incremental legislation will be passed in the next two years. These could include some tax reform and the elimination of some of the most onerous banking and trade regulations, along with an increase in the federal minimum wage. Both parties will soon be focusing on the 2016 election, and will strive to avoid voter antagonism.

The likely net result will be that the biggest impact on coins will not come from political circles, but rather from the private sector. Lower oil prices along with business adapting to the regulations enacted the past few years indicate that the economy will continue to improve, albeit slowly. That said, the relatively minor changes in government policy will probably improve the business climate. This puts more money in the pockets of collectors, which means increased demand for rare coins is likely, creating upward pressure on rare coin and commodities prices.

Need a portfolio evaluation, appraisal or consultation?

Call me directly **(800-334-3325)** or
email: **Lawrence@CNPcoins.com**