



Lawrence D. Goldberg's

RARE COIN REPORT

February 2018
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Volume 19 • Issue 1

RARE COINS & THE ECONOMY

Climate Change of the Economic Kind

2017 was a tough year for hard assets. Sellers vastly outnumbered buyers causing precious metals and coin prices to soften. Meanwhile, vast sums of money fueled stock and real estate prices. But the

Trump policies cutting business regulation, taxes, and promoting optimism about the future have turned the economy around. Strong corporate earnings in 2017 and beyond have helped create \$6 Trillion in stock market valuation, and more is yet to come. After nearly 20 years of stagnation, wages and employment are rising. Hundreds of billions in repatriated funds, increased military and infrastructure spending, and Congressional propensity to spend big in an election year will almost certainly raise the debt ceiling. This should stimulate the econ-



ompendulum swings. Like laws of physics, economic fundamentals remain constant and cyclical: A wide array of economic factors promise to make 2018 a landmark year for coin buyers.

omy, creating price inflation. Furthermore it will increase the Federal debt, now above \$20 Trillion and counting. This debt looms large and for the time being

continued on page 2

NOTES FROM THE OWNER'S DESK

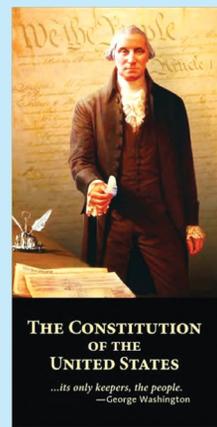
If you've ever visited me at a coin show, you know that I hand out booklets containing the Declaration of Independence and the U.S. Constitution. Just like "Wholesale to You" offers coins to my customers at dealer prices, I'm offering a free Constitution booklet as my gift to you who haven't visited me at a coin show. To get yours, email me at lawrence@cnpcoins.com and I will send one out to you - FREE. Please confirm your physical mailing address and phone. We can't email Constitution booklets!

I'm still bursting buttons over my son-in-law's original dramatic series "Bluebook." Principal photography began late last year, and it is slated to broadcast on the History Channel this summer. We're all very excited to see the results of his exhaustive effort, and so far, all is going great, and the footage I saw looks fantastic! It stars Aiden Gillen who plays "Littletfinger" on *Game of Thrones*.

I normally don't take on New Year's resolutions, but for 2018 I am reaffirming my commitment to providing the best service I can, and do my best to help you achieve your goals in rare coins and precious metals. The technical advances we made last year, both in our want list service and our new "Wholesale to You" program, along with a market that is poised to recover from its lows indicate that 2018 may be one of our best years ever - and if you take advantage of it - one of yours as well!



Lawrence D. Goldberg, PNG, owner CNP, Inc.



Lawrence D. Goldberg

“Wholesale to You” a Big Hit!

At the end of 2017, we initiated the pilot program “Wholesale to You,” offering coins – by email – at wholesale price levels. It was a huge success! Almost everything sold within 24 hours! Wow! Here’s the thing: I buy so much I often need to sell quickly to raise cash for new purchases. In the past, I would “flip” these to other dealers, but frankly, I’d rather flip those terrific deals to you. The problem is that I may have something you want, but I don’t know you want it, and I can’t call thousands of people in a day to find out. “Wholesale to You” solves this problem, because, by email, I can reach everyone. Deals are sold on a first come first serve basis, but even if you miss out on a deal you want, I will at least know that you want it, and call you directly the next time similar material becomes available.

One problem is that sometimes, emails go into spam folders. Sending me an email will ensure that doesn’t happen. If you got the last two “Wholesale to You” emails, you’re set. If, however, you have not yet received “Wholesale to You” offers, and would like to, please email me at lawrence@cnpcoins.com (put “WHOLESALE” in the subject line) and we’ll make sure you are notified about our amazing offers.

Climate Change of the Economic Kind

continued from page 1

is all but ignored, a giant heavy black cloud of pent up monetary inflation loitering on the horizon. Monetary inflation should be further fueled by higher interest rates and the Fed's need to unwind over \$5 Trillion in "quantitative easing" from years past.

What we can therefore expect is a combination of price inflation and monetary inflation, a very positive atmosphere for increases in rare coin and precious metal prices. That effect might be amplified significantly because more cash in the hands of collectors – both from increased wages and higher stock prices – increases the odds that collectors and investors will redirect more cash into coins. What I'm hearing from collectors leads me to believe this process has already begun.

Don't let the current soft market fool you:

it is only soft because, for now, there are more sellers than buyers. That, however, can turn on a dime – so to speak. The rare coin market is tiny compared to other asset areas. Therefore, even a relatively small influx of cash into coins and metals can quickly soak up available supply, causing price increases especially in undervalued areas. Even if increases begin small, they will serve as a wake-up call for those who have been waiting with cash on the sidelines and those with newly realized cash availabilities to jump on opportunities before prices rise further. The very act of doing so will force prices higher, possibly much higher and rapidly. It's a target rich environment for buyers right now: excellent opportunities for collectors and precious metal accumulators alike.



Actively Buying

I always need inventory and so, I am always buying. Whether a few coins, a large inheritance, a random accumulation, complete collection, high end rarity, or low end "junk silver," I buy it all, and I pay strong prices. US and World Coins and Banknotes – raw or certified, gold and silver coins and bars, diamonds, watches, jewelry – if you want to sell it, I want to buy it. Call me!

Evaluations and Appraisals

Need an official appraisal of coins you have inherited for probate or asset division among heirs? Do you want to know the value of coins you have inherited? Do you need an evaluation of your accumulation for insurance purposes? Do you need to liquidate a large position of hard assets (gold or gems) and are not sure how to proceed? I provide all professional services related to these issues. As a member of the Professional Numismatists Guild (PNG) with extensive experience working with Estate and Probate Attorneys, you can rest assured your issues will be handled professionally, securely, and according to the highest business standards.

**Call Lawrence at
800.334.3325, press 2
or email
lawrence@CNPcoins.com**

CNP, Inc.

If you would prefer to receive the *Rare Coin Report* via email or for a friend, please send a request to frank.ariagno@cnpcoins.com

COIN SHOW CIRCUIT

Long Beach Coin Show

Thursday-Saturday, February 22-24

Table #817

Long Beach Convention Center
300 E. Ocean Blvd., Long Beach, CA 90802
www.longbeachexpo.com
Hours: Thu-Fri 10 a.m.-7 p.m., Sat 10 a.m.-5 p.m.

Buena Park Coin Show

Saturday & Sunday, March 10-11

The Retail Clerk's Hall
8550 Stanton Ave., Buena Park, CA 90620
Hours: 10 a.m.-6 p.m.

Verdugo Hills Coin Club

53rd Annual Coin Show

Sunday, March 25

Van Nuys Masonic Hall
14750 Sherman Way, Van Nuys, CA 91405
Hours: 10 a.m.-5 p.m.

The Ventura County

Collectible & Mpeny Show

Sunday, April 8

Los Robles Greens Golf Course
Sunset Ballroom West
299 S Moorpark Rd, Thousand Oaks, CA 91361
Hours: 10 a.m.-5 p.m.

CoinExpo Santa Clara Coin,

Stamp & Sports Collectibles Show

Friday-Sunday, April 20-22

Santa Clara Convention Center
5001 Great America Pkwy
Santa Clara, CA 95051
Hours: Fri-Sat 10 a.m.-6 p.m., Sun 10 a.m.-4 p.m.

55th Annual Las Vegas

Numismatic Society Coin Show

Thursday-Saturday, May 17-19*

Westgate Resort & Casino
3000 Paradise Road
Las Vegas, NV 89109
Hours: Thu 10 a.m.-6 p.m., Fri 10 a.m.-6 p.m.,
Sat 10 a.m.-5 p.m. No Sunday this show only.
*note: open to public Thursday -Saturday

Long Beach Coin Show

Thursday-Saturday, June 14-16

Table #817

Long Beach Convention Center
300 E. Ocean Blvd. Long Beach, CA 90802
www.longbeachexpo.com
Hours: Thu-Fri 10 a.m.-7 p.m., Sat 10 a.m.-5 p.m.

COLLECTOR'S CORNER



1895 Proof Morgan Dollar

The Folly of Chasing Dream Coins

Have you ever dreamed of owning a 1895 proof Morgan Dollar? Well, only 880 were minted, it is the only "P" mint 1895, and multiple thousands of collectors would love to own one. The problem is the price, which even for a low quality circulated example is around \$40,000. This coin rarely stays on the market for any length of time, and if you want one, you are going to have to pay up for it. Other dream coins are even tougher. I've had any number of collectors tell me they would love to own a 1951 \$.50 Franklin in MS-67, but PCGS has only certified four of them with

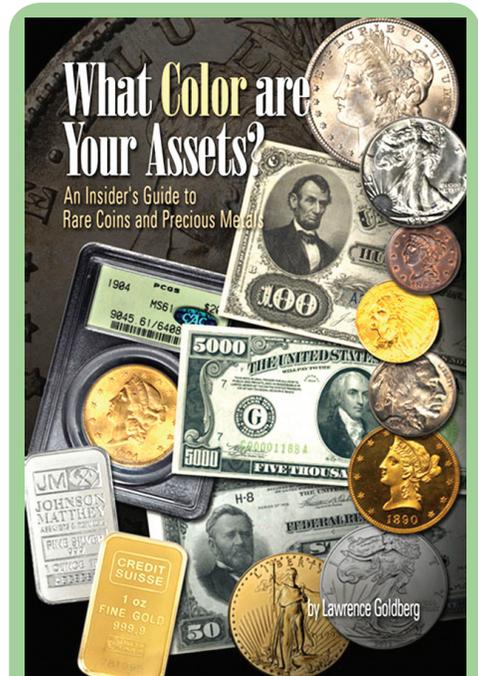
none finer, and I'm pretty sure I could sell one for \$5000 despite the fact that the PCGS price sheet lists it at \$1750. More than likely, and despite being offered literally thousands of coins every week, I have never even had the opportunity to buy one! In other words, trying to chase this kind of rarity is an exercise in futility. Only two ways to beat this reality: make a public offer of ridiculous dollars or get extremely lucky. My advice: don't let the perfect be the enemy of the good. The joy of collecting coins doesn't lie only in having the best...it lies in enjoying what is beautiful and obtainable.



1951 \$.50 Franklin

Our Coin Return Policy

I guarantee your satisfaction. If, for any reason, you are unsatisfied with any numismatic coin you purchase from us sight unseen, or from our want list program, you can return it for replacement or a 100% refund. Fortunately, I am a picky buyer, and am committed to accurate descriptions. Due to price fluctuations, bullion coins are excluded.



What Color are Your Assets?
*An Insider's Guide to
Rare Coins and Precious Metals*

by **Lawrence D. Goldberg**

My book, **What Color are Your Assets?**, received a great review in *Coinage Magazine*, and is getting great reactions at coin shows even from fellow dealers.

What Color Are Your Assets? was written for the beginning and intermediate coin collector/accumulator. It presents the essential information everyone who buys or wants to sell coins and precious metals needs to know to avoid rip-offs and be successful in this area.

It is available for purchase on Amazon.com, where you can also post your reviews; and I'm happy to say almost all of those overwhelmingly positive reviews give this book 5 stars!



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February 2018 • In This Issue

Climate Change of the Economic Kind page 1
Notes from the Owner's Desk page 1
"Wholesale to You" a Big Hit! page 1
Coin Show Circuit page 2
The Folly of Chasing Dream Coins page 3

Great Buys on Bulk Coinage

Perhaps the greatest opportunity of a low priced market is value buying: Buying something solid at an unusually low price. This is especially true in numismatics because even in buyer's markets, rarities might be hard to find and still in demand, whereas common PCGS/NGC certified coins, or bulk accumulations are unnaturally low priced due to temporary lack of demand. Because the supply is inherently limited even on these more common coins, any turnaround in the market can quickly shift the supply/demand balance, and send prices soaring. Perhaps the best value buys now are in MS-64 to MS-66 Morgan Dollars. Prices on common date MS-65 Morgans are not much over \$100, price levels unseen since the early 1990's! MS-65 \$20 Liberties and MS-66 St. Gaudens gold are also great values because premiums over gold are now low and we're entering what is likely to be an inflationary economic environment. Look also for silver-price-sensitive bulk opportunities, such as pre-1965 BU dime, quarter and half dollar and dollar rolls.



Gold and Silver in your IRA?

We can do that for you.

As an Independent Dealer with lower overhead costs, we can often pay the highest prices for your coins, gold, silver, diamonds, jewelry, watches and more. We buy it all!

Call Lawrence D. Goldberg at 800.334.3325, press 2 or email: lawrence@CNPcoins.com

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