



Lawrence D. Goldberg's

RARE COIN REPORT

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RARE COINS & THE ECONOMY

Collector Boom On the Way

The best time to buy is when there's blood in the streets."
– Baron de Rothschild

I'm not predicting a civil war, and because predictions are uncertain at best, I could well be wrong. But the way things are shaping up, we are going to have a tumultuous Autumn, likely followed by a surge in coin prices, creating an unparalleled opportunity for collectors who are willing to see the big picture.

It's easy to get caught up in the "weeds." Trade disputes continue and may continue for some time. Precious metals dropped even

Look at the big picture. If the above scenario occurs, which will threaten continued economic revival, confidence in the government should wane, uncertainty should increase, and stock and real estate markets should flatten. With metals and coin prices so low, and stock market and real estate upward potential waning, we would likely see a significant shift of funds to hard assets.

There is another scenario however. Trump shuts the government over budget and border wall issues, the Republicans retain the House, strengthening Trump's international negotiating position. Trade disputes resolve into reciprocal and relatively tariff and barrier free trade, the economy zooms upward, increasing fears of inflation. Collectors then have more money to spend, and with prices in metals and coins now low, the coin market should benefit handsomely.

As you can easily see, the common denominator in both these scenarios

is that coins and precious metals are likely to rise no matter what happens politically or in the economic sphere. To add more fuel to the fire, part of the drop in hard asset values over the last few months was precipitated by strength in the dollar. If the first scenario prevails, the dollar should drop further, encouraging increased hard asset investment. If scenario two occurs, watch for increased fears of inflation. Either way, collectors at all levels of income will likely put more cash into coins, increasing demand and causing prices to surge.

Strange as it may sound, we are at a win-win scenario for coins, no matter what perturbations occur in the political and economic spheres. I expect the price movement to be especially strong for key and better date higher grade coins.

NOTES FROM THE OWNER'S DESK

The famous French writer Voltaire is best remembered for his Utopian novel "Candide." The final line of that highly political novel (translated) reads as follows: "We must cultivate our own garden." Truer words were never spoken, and they are particularly appropriate for present times. It's easy to get caught up in the never ending pundit driven repetitive 24/7 news and gossip cycle, but somehow, when pushing a trowel into the dirt or pulling weeds, none of that loud and constant drivel seems very relevant.



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

By all means, get out and vote on election day. Be heard, but don't let the constant drum beat of political intrigue distract you from what is important, or – from the coin market perspective – what tremendous opportunities now exist.

And those opportunities – at least from the individual collector's point of view – are indeed tremendous. With the parents of baby boomers now passing on, a lot of new material has come into the coin marketplace, and I believe a great deal more is to follow. Prices are now attractive for almost all coins and precious metals, and yet, they are in most cases well above prices of 15 years ago. This makes a good market for both buyers and sellers, and indicates that we are moving into the next pendulum swing sending coin prices upward.

I'm delighted to report a new grandson entered our world a few weeks ago: now we're up to three and the circle of life continues on its merry way. I hope you have enjoyed your warm summer, and wish you health and happiness as we slide toward the holidays we will all surely need.

Lawrence D. Goldberg



further over the summer to their lowest level in years. The national debt continues to rise as Congress shows no appetite for spending cuts. The mid-term elections could put the House of Representatives in Democrat hands, which would likely lead to impeachment hearings, an end to the investigations of the FBI and DOJ roles in the 2016 election, not to mention a block to any Trump legislative initiatives for the second half of his term. Last but not least, we are almost certain to be facing a government shut-down, as Trump has stated he will not sign a budget without money for the border wall, and it's unlikely Democrats will go along with that funding prior to the election, or afterward if they indeed do take the House.

The good news is that regarding coins, almost none of this matters at all.

COIN INDUSTRY NEWS

Popular United States Coin Sets to Collect

Series set (complete): One example of every date and mint mark of a certain type.

Popular Examples: Lincoln Cents, Indian Cents, Buffalo Nickels, Mercury Dimes, Washington Quarters, Standing Liberty Quarters, Walking Liberty Half Dollars, Franklin Half Dollars, Kennedy Half Dollars, Morgan Dollars, Peace Dollars, \$2.5 gold Indians

Denomination type set: One example of each type of a certain denomination.

Popular Examples: One Cent Type Set: Large Cent, Flying Eagle Cent, Indian Cent, Lincoln Cent (wheatback), Lincoln Cent (Memorial Reverse)

Five cent type set: Seated Half Dime, Liberty Nickel, Buffalo Nickel, Jefferson Nickel

Ten Cent type set: Bust Dime, Seated Liberty Dime, Barber Dime, Mercury Dime, Roosevelt Dime (Silver), Roosevelt Dime (clad)

Date set: One example of every coin minted in a certain year. These can be US Mint Proof sets (starting in 1936, or Mint sets (starting in 1947), but can include any year.

Popular examples: A 1921 mint set would include: A Lincoln cent, Buffalo Nickel, Mercury dime, Standing Liberty Quarter, Walking Liberty Half Dollar, Morgan Silver dollar, High Relief Peace dollar

Century Type Set: One example of each type of each denomination minted in a particular century, the most popular and accessible set of this kind is a 20th Century Type set.



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**

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Coins ~ The Best Hobby in the World

COIN SHOW CIRCUIT

Come by my table at the following shows:

Long Beach Coin Show

Thursday-Saturday, September 6-8

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.

Santa Clara Coin, Stamp & Collectibles Show

Friday-Sunday, September 21-23

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.

Buena Park Coin Show

Saturday & Sunday, October 6-7

The Retail Clerk's Hall

8550 Stanton Ave., Buena Park, CA 90620

Hours: Sat 10 a.m.-6 p.m., Sun 10 a.m.-4 p.m.

Ventura County Coin & Collectible Show

Saturday, November 3

The Sunset Ballroom

299 S. Moorpark Road, Thousand Oaks, CA 91361

The Vegas Show Numismatic Society Coin Show

Friday-Sunday, November 16-18

Palace Station Hotel and Casino

2411 W. Sahara Ave.

Las Vegas, NV 89102

Hours: Fri-Sat 10 a.m.-6 p.m.,

Sun 10 a.m.-3 p.m.

California State Numismatic Association

Friday-Sunday, December 14-16

Arcadia Masonic Lodge

50 West Duarte Road

Arcadia, CA 91007

Hours: Doors open on Friday 14th at 1pm – 6:30.

Sat 10 a.m.-5:30 p.m.

Sun 10 a.m.-5:00 p.m.

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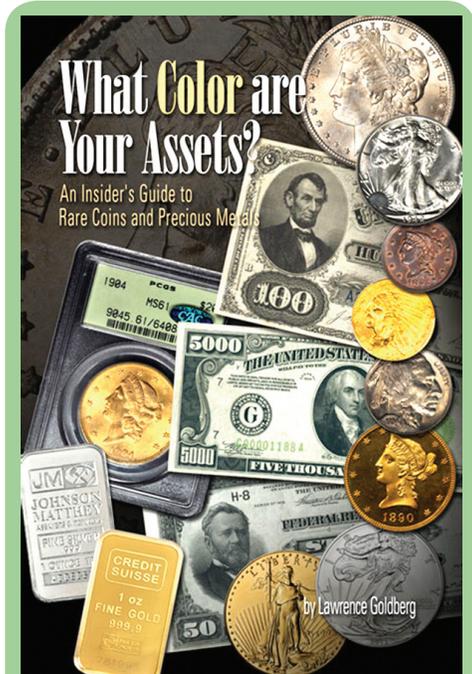
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COLLECTOR'S CORNER

Flashpoint! Focus on High Grade Proof and Mint State Walkers

The Walking Liberty Half Dollar is, in my opinion, a series with explosive price potential. Not only is the Walking Liberty design one of the most beautiful of all US coins, but its true rarity especially in higher grades means that even a relatively small increase in collector interest could send prices soaring. This is true for both mint state and proof issues.

Proof walkers were issued for only 7 years, 1936-1942. The mintage figures are low and the high grade population is exceedingly low (see chart below). That matches their current price levels, with most of these being just a few hundred dollars per coin, making proof high grade Walkers one of the best buys on the market today.



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 and 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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	Total Mintage*	PCGS Population MS-65 and better	PCGS Population MS-66 and better
1936	3,901	917	375
1937	5,728	1,500	845
1938	8,152	1,754	920
1939	8,808	2,140	1,275
1940	11,279	2,458	1,369
1941	15,412	3,116	1,587
1942	21,120	4,672	2,897

*Guide book of US Coins

Better date business strikes in high grade, with population numbers in the low hundreds, are far rarer than proof issues (see chart below). Most of these better dates are in the early years, dated prior to 1934, and because they are also essential for Walker series collectors, even in today's low priced market, these are considered very tough coins. In a strong market, these are the kind of coins that can sell for well above price sheets, especially if the eye appeal is nice. The good news is that at least for the present, prices on these coins are as low as a collector might hope for. The even better news is that because of their rarity, it would not take much new demand for these gorgeous coins to jump in value.

1916-s	MS-64	PCGS population: 285 in MS-64, 153 graded higher
1917-p	MS-65	PCGS population: 396 in MS-65, 121 graded higher
1918-p	MS-64	PCGS population: 277 in MS-64, 158 graded higher
1918-d	MS-64	PCGS population: 355 in MS-64, 38 graded higher
1918-s	MS-64	PCGS population: 458 in MS-64, 92 graded higher
1927-s	MS-64	PCGS population: 311 in MS-64, 140 graded higher
1934-d	MS-66	PCGS population: 191 in MS-66, 17 graded higher

At today's favorable prices, coins in this area are a superb value.

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.



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Coins and Demographics: Coin Collecting Has a Bright Future

Back in the 1800's there were only a handful of coin collectors in the US. It was not uncommon for collectors to correspond personally with the director of the Mint. Oh have times changed! Today, there are tens of millions of collectors, and I believe that number is growing. One reason is the Internet. Not only has it made information about coins far more available and accessible to more people than it was even 20 years ago, but the internet has created an on-line marketplace where many, particularly those in the younger demographics, buy and sell 24/7. The traditional, established coin market has powerfully entered that arena.



The pool of collectors is also growing because Baby Boomers are in their 60's and 70's and collecting coins is a great hobby for retirement. Not only are Baby Boomers expecting longer life spans, but they are also wealthier as a class than any generation in history. Many of them fondly remember the experience of collecting coins as children. And they are introducing their grandchildren to the hobby – often at coin shows.

Speaking of children, quite a number have come by my table at coin shows having discovered the world of coins on line! I expect these trends to continue.



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