



Lawrence D. Goldberg's

RARE COIN REPORT

February 2019
www.cnpcoins.com
Volume 20 • Issue 1

RARE COINS & THE ECONOMY

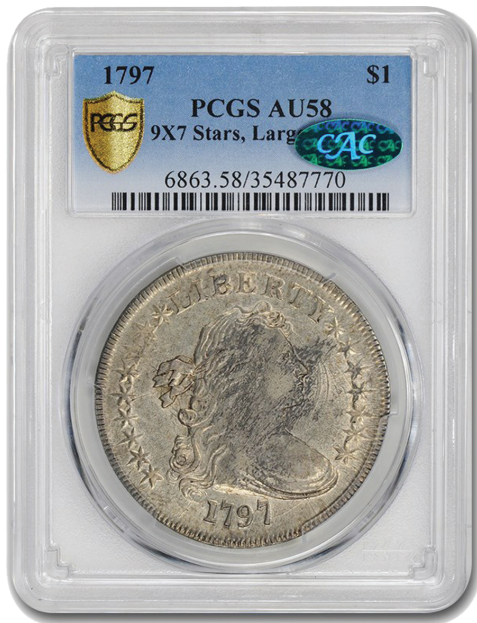
Collectors Out In Force

Economic conditions are contributing to one of the best buying environments for collectible coins I have seen in my nearly 40 years professional experience in rare coins.

Look at the big picture: Economic factors are in a state of flux. The stock market is exceptionally volatile. Real estate seems to have peaked and prices are trending lower. Trade and tariff battles persist with no predictable result in sight. Interest rates are rising. Political uncertainty has reached epic proportions. Precious metals prices are pres-

ment money in accounts earning 2-3%, keeping it liquid for opportunities that may arise in the future. A more perfect environment for bringing hard asset holdings to desired levels, or to buy those long wanted collectible coins is hard to imagine.

This explains why the highest percentage of my annual sales in years is to collectors, who tend to be the savviest of buyers and ahead of the curve on market trends. They are out in force at coin shows and on line, a valuable indicator of



suring upward but are still relatively flat. And yet, the U.S. economy remains and will likely continue strong for some time to come. Unemployment is at record lows, and there are more jobs available than there are people to fill them.

Such contradictory forces will keep some people on the sidelines, but this only allows more opportunity for the smart buyers to take advantage, and here's why:

People in general have more disposable income. At the same time their investment options in stocks or real estate are less attractive than they have been in the last couple of years. Many people are content to leave their invest-

future market conditions.

As more people buy, demand increases, and that drives prices up. I am already seeing the market headed in that direction. Also, conditions are superbly favorable now for those desiring to upgrade their accumulations. What that really means is that it is a great environment for those who want to reduce the quantity of coins they hold in favor of higher quality, rarer coins. This goes to the core of collectability. What gives you, the collector, the most enjoyment and satisfaction? Is it owning quantities of low grade common silver and gold awaiting the Acopolypse?

continued on page 3

NOTES FROM THE OWNER'S DESK

OK, I'm bursting buttons. Project Blue-book, a dramatic one hour series created and written by my son in law David O'Leary premiered Jan 8 and became the #1 New Scripted Cable Series Launch of the 2018/19 TV Season and HISTORY's Most-Watched Scripted Series Premiere in Nearly Six Years! Our entire family is thrilled that David's hard work and creative acumen has paid off so well! See details on page 4 and watch it Tuesday nights at 10!

The coin market in 2018 was challenging and tumultuous, but it set us up for a gang buster 2019 and we are poised to take advantage. Among the changes: I've streamlined procedures, re-focused on customer service and revamped the want list system to better serve higher end collectors. This no-cost program is perfect for those assembling high grade series sets including all denominations of gold, type, Morgan and Peace Dollars, Walking Liberty Halves, or my new favorite: Date sets, i.e. collecting all the coins minted in a particular year (see article page 3).

We also initiated our very successful "Wholesale to You" program which enables you to buy accumulations in bulk at dealer prices: watch for more of those opportunities in 2019. We usually send out these notices on Thursday at 5pm PST, and it is always first come first served.

Finally, I invite you to join me in not letting the intensely contentious political environment pollute what's really important, i.e. your sanity, your family, and those events that occur within about 20 feet of where you stand, not to mention enjoying every aspect of your coin collecting endeavors. I hope this is exactly what 2019 delivers to your door!



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

Lawrence D. Goldberg

COIN INDUSTRY NEWS

Coin Market Dynamics

The coin market is one of the last free markets on the planet. It is largely unregulated, and is driven primarily by supply and demand. One unique feature is that market demand is mercurial. Some kinds of coins are “hot” rising rapidly in price, while others languish through lack of demand. Sometimes toned coins are the favorite and sometimes the market favors blast white examples. Sometimes its silver dollars, and sometimes it's rare date Franklin halves. Pattern coins were hot near the turn of the century but have fallen on hard times over the last 15 years. Are they ready for resurgence?

The coin market is growing. There are more dealers now than ever before in history, which means there are more buyers and sellers. On line trading has grown rapidly, but has run into roadblocks due to its impersonal nature and increasing costs, which are shifting the balance to more personable dealers and person to person transactions. I've noticed recently that more young people (teenage to mid-twenties) are showing up at coin shows for the first time, despite the fact that they have been trading on line for years!

Most important is to remember that the coin market is underpinned by collectors, not investors. That said, with precious metals prices low and trending up, a strong investor oriented influx is more likely, and this can powerfully impact the entire coin market. No one can accurately predict what will be “hot” in the future, so it's best to adopt the collector mentality: buy the coins you like best, and pay fair prices for high quality. In today's coin market, there are great opportunities to do just that!

If you want to discuss your options and how realigning your hard asset portfolio can benefit you, please **call me at 800-334-3325** and I'll be happy to offer what advice and suggestions I can.



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.

COIN SHOW CIRCUIT



Come by my table at the following shows:

Long Beach Coin Show

**Thursday-Saturday, January 31-February 2
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 9-10

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.

Santa Clara Coin, Stamp & Collectibles Show

Friday-Saturday, April 12-13

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

Las Vegas Numismatic Society Coin Show

Friday-Saturday, May 17-18

Palace Station Hotel and Casino
2411 W. Sahara Ave.
Las Vegas, NV 89102
Hours: Fri-Sat 10 a.m.-6 p.m.,

Long Beach Coin Show

Thursday-Saturday, June 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.

**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**

COLLECTOR'S CORNER

Date Sets

These are my new "favorite" sets. A date set contains all denominations of coin minted in a specific year. The US Government has been issuing these in sets since 1936 for proof coins, and since 1947 for business strikes. Date sets from earlier years, or super high grade sets sometimes have to be assembled.

Imagine a 1955 Proof set with all coins in

In addition to their beauty (the aesthetics of having all denominations of a single year should never be underestimated!) date sets present an opportunity with great flexibility insofar as the cost of collecting is concerned. A basic set is only 5 coins. This can be an inexpensive endeavor if confined to lower grade or common coins, but can also be an opportunity to assemble truly high



1955 PF-68 Date Set

Proof 68! That's not only stunningly attractive, its quite affordable! I've seen proof and mint sets of everything from Seated Liberties, Barbers, and of course the neo-classical design years which contain Walking Liberty Halves, Standing Liberty Quarters and Mercury dimes (along with Buffalo Nickels and Lincoln cents). One can assemble less than one dollar denominations, and/or gold coins as well, for those years when such were minted.

grade examples. One long term customer recently finished assembling a complete set of AU and better 1851 gold coins, including all mints (Charlotte, Delonega, New Orleans and Philadelphia! These kinds of sets have a high chance of strongly increasing in value.

There are enough variations in this type of collecting to satisfy almost any collector. If this type of collecting goal interests you, **call me 800-334-3325** and let's discuss a collecting strategy!

Collectors Out In Force

continued from page 1

Or, is it owning a high grade 1936 Proof set, stunning high grade Seated Liberty half dollars, a complete set of Morgan, Peace or Trade dollars, or maybe both?

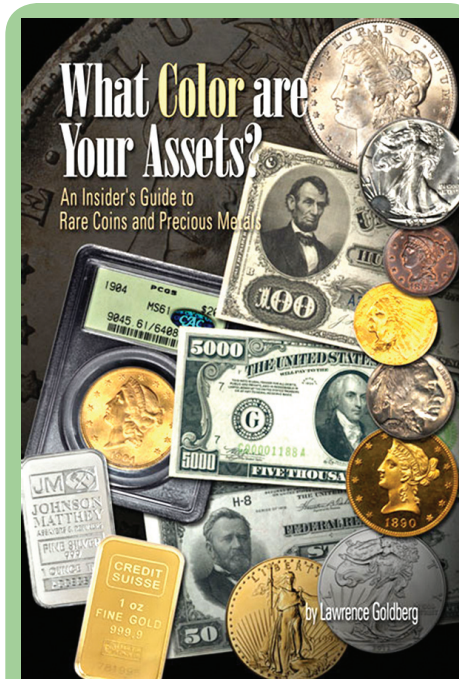
One powerful incentive to upgrade is that with coin prices having tested their lows, the cost difference between grades compresses. On the most basic level, you get more bang for your common coins when upgrading to rarities. That

said, with precious metals prices trending slightly upward after strongly testing their lows, augmenting precious metal accumulations is also very attractive. It appears that we at the bottom of the hard asset cycle.

Collecting and investing are both highly personal endeavors, governed by personal requirements. What's right for one may not be right for another, and it is almost always right for some to sell while for others it's right to buy. Economic conditions at this time strongly favor rebalancing, augmenting and redirecting hard asset portfolios.

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 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!



Rare Coin Report is published by
CNP, Inc.

2219 West Olive Ave. #218
Burbank, CA 91506

www.CNPcoins.com

©2019 CNP, Inc. All Rights Reserved.



PRESORTED
FIRST-CLASS MAIL
U.S. POSTAGE
PAID
MMP DIRECT

Customized Numismatic Portfolios, Inc.
2219 W. Olive Ave. # 218
Burbank, CA 91506

February 2019 • In This Issue

Collectors Out In Force page 1
Notes from the Owner's Desk page 1
Coin Market Dynamics..... page 2
Coin Show Circuit page 2
Date Sets page 3

Project Blue Book – Created by my son-in-law, David O’Leary

Ok, I might be a bit biased, but I saw the premiere episode: It was GREAT! Superb actors, well directed (looks more like Film Noir than TV drama), well researched, tightly written, intellectually interesting and full of suspense. Exactly what we might expect from producer Robert Zemeckis (Forrest Gump, Back to the Future, Contact). It’s based on the true, top-secret investigations into UFOs conducted by the Air Force in the 50s and 60s. Stars Aidan Gillen

and Michael Malarkey. Each episode draws from actual case files blending UFO theories with authentic historical events and delves into themes such as trust, instinct, real news vs. fake news and government cover-up. “Project Blue Book” straddles the world of science and the exploration of the unknown. If you like it half as much as I do, you’ll be glued to the screen for all ten episodes, and hopefully, Season Two! Tuesday nights at 10pm/9c. More details at www.history.com



Aidan Gillen (right) as Dr. J. Allen Hynek in HISTORY’s “Project Blue Book.” “The Flatwoods Monster” Photo by Eduardo Araquel/HISTORY ©2019

Coins ~ The Best Hobby in the World

CNP, Inc.

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

Visit us at www.CNPcoins.com

Customized Numismatic Portfolios, Inc.
2219 W. Olive Ave. # 218, Burbank, CA 91506

