

RARE COIN

WHOLESALEERS

An S.L. Contursi Company



THE TOP 10 BENEFITS OF U.S. RARE COIN INVESTING

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1 PRESERVE WEALTH WITH PEACE OF MIND

Owning luxury assets with a low supply and a high demand, such as U.S. rare coins, has been a time-tested wealth preservation vehicle. Wealthy families have holding power and generally do not need to liquidate their most prized possessions for less than the purchase price. As such, the market has demonstrated long term stability and price appreciation.

2 LONG TRACK RECORD OF PRICE APPRECIATION

There are very few global markets showing more than a century of market-like returns. Investors with holding power are in a very strong position to profit, as passionate collectors desire to obtain the high end items that investors own in their portfolios. Thus, for collectors to locate these items in a private market and then find someone willing to sell is often an extremely difficult challenge. If a collector is lucky enough to get that far and find a willing seller, availability becomes much more important than price. The reality is, many rare coin owners reject lucrative buyer offers, preferring to keep these trophies in their estates without any real need to sell.

Example: 1880 \$4 Gold Stella, Coiled Hair

1960: \$15,000

1980: \$100,000

2003: \$350,000

2019: 1,250,000



3 REAL ASSETS HEDGE AGAINST INFLATION

With unprecedented global economic stimulus, investors are seeking proven inflation hedges such as real assets. Due to increases in both the money supply and demand for a finite supply of U.S. rare coins with intrinsic value, these assets serve as an excellent hedge against inflation.



4 PRIVACY

Rare coin transactions are private, and the market is self-regulated. This makes the process of buying, owning, and selling coins very fast, private, and convenient.

5 ACCESS TO PORTABLE WEALTH

You can transport large amounts of wealth with extreme ease due to the weight and size of these assets. In fact, several of our clients took rare coins with them as they sheltered in place at remote locations during the global pandemic. This is a great way to retain wealth outside of the banking system in case of an emergency.



6 LOW MAINTENANCE

Most people store these assets in a safe deposit box in their jurisdiction of choice with very minimal annual fees or maintenance. Unlike many other real assets, there are no management fees, no property taxes, no maintenance headaches, no material risk of damage during transport, no temperature control issues, no large storage facility, to name only a few.

7 ENHANCE PORTFOLIO DIVERSIFICATION WITH A NON-CORRELATED ASSET

U.S. rare coins are not correlated to traditional markets, geopolitics or, thankfully, the 24-hour news cycle. These assets are not even tied to the spot price of gold or other commodities, just like a Leonardo da Vinci painting is not correlated to the price of paint. Assets that performed well during both the Great Recession of 2007–2009 and the global pandemic should be given consideration in a diversified investment portfolio to enhance the overall risk return profile.



8 DIVERSIFY YOUR GOLD/SILVER BULLION HOLDINGS

During times of crisis or low investment yields, there is generally an increased demand for hard assets such as gold bullion. While commodities can achieve certain investment objectives, they can also be extremely volatile and risky, with no long term trajectory of price appreciation. As such, many clients diversify their bullion holdings and purchase rare coins to augment their long-term investment performance, in addition to the many non-financial benefits.

9 PRIDE OF OWNERSHIP

There is competition among wealthy individuals and collectors to own the finest known luxury items and to build the best collections. There is certainly a sense of pride in being a steward of these rare historical artifacts and owning unique assets that no one else in the world can own unless you are willing to sell.



10 THIRD PARTY GUARANTEE

Professional Coin Grading Service (PCGS) and Numismatic Guaranty Corporation (NGC) provide a financial guaranty of the authenticity and condition level of each coin they have certified since the 1980s. All coins are secured in sonically welded holders with a certification number, barcode, and methods for protecting against counterfeit threats. Both firms provide census reports that show the number of coins they have certified in each condition level on a scale from 0–70 points.