

Deal Scorecard

Buy / Negotiate / Pass — one coin at a time

GRADE · VERIFY · VALUE · PROFIT

Score the coin **before** you talk price. Fill the drivers, run the all-in math, anchor to real sold comps, then let the verdict logic decide. *I'd rather miss a deal than overpay.*

TYPE / SERIES

DATE & MINT

GRADE / HOLDER

ASK PRICE

DATE

1 VALUE DRIVERS — SCORE EACH 1-10

Key date / rarity <i>Recognized key or semi-key? Low mintage for the series?</i>	Circle 1–10 	Series & demand <i>Blue-chip series (Morgan, Saint, Merc) or common type?</i>	Circle 1–10
Mintage / scarcity / variety <i>Mintmark (CC?), doubled die, VAM / FS variety, error?</i>	Circle 1–10 	Grade · strike · eye appeal <i>Condition vs. grade paid for? Luster, marks, toning, full-strike tag?</i>	Circle 1–10
Population <i>How many exist at/above this grade? Thin pop = leverage. (PCGS Pop / NGC Census)</i>	Circle 1–10 	Demand & timing <i>Metal move, registry demand, series hot — or peaked & cooling?</i>	Circle 1–10
Total driver score (out of 60) →			/ 60

2 ALL-IN COST — WHAT THE COIN REALLY COSTS YOU

HAMMER / PRICE \$	+	BUYER'S PREMIUM \$	+	SHIPPING IN \$	+	GRADE (OPT.) \$	+	CAC (OPT.) \$	+	RETURN SHIP \$	=	ALL-IN COST \$
----------------------	---	-----------------------	---	-------------------	---	--------------------	---	------------------	---	-------------------	---	-------------------

3 GRADE-VALUE LADDER

GRADE	MS/PR 67	66	65	64	AU 58
Comp \$	\$	\$	\$	\$	\$

Circle the biggest \$ jump between grades — that gap is where grading/CAC pays (or doesn't).

CAC: green = high end of grade, gold = undergraded (trades near next grade up). Note comp premium: green + ____% · gold + ____%

4 GRADE & CAC ROI

Raw / current value	\$	Value if 67	\$
Grade + CAC cost	\$	Value if 66	\$
Break-even grade		Value if 65	\$

Break-even = lowest returned grade where value > current + grade + CAC + fees. Below it, leave it in the current holder. A likely upgrade or gold-CAC bump is what makes the fee pay.

5 COMP ANCHOR — PASTE 5-10 RECENT SOLD COMPS AT GRADE

RECENT SOLD PRICES (EBAY SOLD / GREATCOLLECTIONS / HERITAGE) — NOTE DATE, GRADE & HOLDER ON EACH

My ceiling — the all-in number I will NOT exceed: \$

6 SAFETY CHECKLIST — ALL MUST CLEAR BEFORE MONEY MOVES

- | | |
|--|--|
| ☐ Cert # verified on PCGS (pcgs.com/cert) or NGC (ngccoin.com/verify) — date, grade & images match
☐ Holder genuine — not a counterfeit slab; label & hologram correct
☐ NOT a "Details" coin — not cleaned, damaged, tooled, or ex-jewelry | ☐ CAC checked — green / gold sticker verified (or priced as non-CAC)
☐ Variety / mintmark confirmed (VAM / FS / doubled die as claimed)
☐ Liquidity — can I resell this in <30 days?
☐ Within bankroll — not reaching / not emotional |
|--|--|

7 VERDICT

BUY



Strong drivers, all-in below ceiling, margin & liquidity clear.

NEGOTIATE



Right coin, wrong price/terms. Name your all-in target & walk-away.

PASS



Thin margin, weak drivers, or a safety flag. Next.

Rule of thumb: two or more drivers scoring low (≤4) + a thin margin to your ceiling = **PASS**. One weak driver you can price around = **NEGOTIATE**. Any failed safety box — especially a Details coin or an unverifiable cert — is an automatic **PASS**, no exceptions.