

M.001

## Front of the Card:

- **Property Name/Number:** *The Cozy Cottage on Grant Street (Property #1)*
- **Address:** *123 Grant Street, West Lafayette, IN*
- **Type:** *Single-Family Home*
- **Value:** *\$250,000*
- **Description:** *"A charming 3-bedroom, 2-bath home with a spacious backyard. Recently renovated, with a modern kitchen and hardwood floors."*
- **Question:** *"Is this property worth the asking price, considering the recent renovations? How would you negotiate a 'Zero-Down' deal to make this charming cottage yours?"*

## Back of the Card:

- **Answer/Explanation:** *"The modern kitchen and hardwood floors definitely add value to this property, making it a good investment at \$250,000. To negotiate a 'Zero-Down' deal, consider offering the seller a higher purchase price in exchange for covering closing costs, or suggest a seller financing option where the seller acts as the lender."*
- **Citation and Resources:** *"Interested in learning more about property values and negotiations? Check out the Tippecanoe County property records online or visit local real estate sites like Zillow for comparable listings. Understanding the market is key to making a successful deal."*
- **Further Reading or Tools:** *"For a deeper dive into creative financing, consider reading 'No Money Down Real Estate Investing' by Brandon Turner, which covers strategies for acquiring properties with little to no upfront cash."*