

M.003

Front of the Card:

- **Property Name/Number:** *The Dual Delight on State (Property #3)*
- **Address:** *789 State Street, West Lafayette, IN*
- **Type:** *Duplex*
- **Value:** *\$300,000*
- **Description:** *"A well-maintained duplex with two 2-bedroom units. Ideal for rental income, located within walking distance of local amenities."*
- **Question:** *"How does this duplex stack up as a rental investment? Could you convince the seller to offer owner financing as part of a 'Zero-Down' strategy?"*

Back of the Card:

- **Answer/Explanation:** *"This duplex, with its ideal location and dual income streams, presents a solid investment opportunity. To secure it with minimal upfront costs, you might negotiate owner financing, where the seller acts as the bank. This could be particularly appealing to a seller looking to earn steady interest over time, rather than a lump sum upfront."*
- **Citation and Resources:** *"For a better understanding of owner financing and its benefits, explore resources available through the National Association of Realtors. Also, researching local market conditions via Realtor.com can help you better assess the investment potential of properties like this one."*
- **Further Reading or Tools:** *"If you're new to duplex investments, 'Duplex, Triplex, and Fourplex Investing' by Larry Loftis offers practical advice on buying and managing multi-unit properties."*