

**M.005**

## Front of the Card:

- **Property Name/Number:** *The Trendy Loft on Chauncey Hill (Property #5)*
- **Address:** *108 Chauncey Hill Mall, West Lafayette, IN*
- **Type:** *Commercial Property*
- **Value:** *\$520,000*
- **Description:** *"A retail strip with three storefronts, currently leased to local businesses. Ample parking and close to campus."*
- **Question:** *"Is this commercial property a stable investment, or does it carry too much risk with its current tenants? How could you negotiate a deal that minimizes your initial outlay?"*

## **Back of the Card:**

- **Answer/Explanation:** *"With established tenants and its proximity to campus, this property could be a stable investment, especially if the businesses cater to student needs. However, assess the financial health of the tenants and lease terms to ensure continued occupancy. To minimize your initial outlay, consider a master lease agreement, where you lease the entire property and sublease to the tenants, or negotiate seller financing with a low down payment."*
- **Citation and Resources:** *"Explore commercial real estate websites like LoopNet to understand market conditions and comparable property values. Additionally, local zoning laws and business trends should be reviewed through the city's planning department."*
- **Further Reading or Tools:** *"For those new to commercial real estate, 'The Complete Guide to Buying and Selling Commercial Real Estate' by Steve Berges is a comprehensive resource that covers all the basics."*