

M.018

Front of the Card:

- **Property Name/Number:** *The Family Haven on Grant Street*
(Property #18)
- **Address:** *120 Grant Street, West Lafayette, IN*
- **Type:** *Single-Family Home*
- **Value:** *\$275,000*
- **Description:** *"A 3-bedroom, 2-bath home with a large deck and fenced backyard. Ideal for a family looking for a quiet neighborhood."*
- **Question:** *"Is this property better suited for a family home or a rental investment? How would you negotiate a creative financing deal to acquire it with minimal upfront costs?"*

Back of the Card:

- **Answer/Explanation:** *"This home's features and location make it appealing as both a family home and a rental property. To acquire it with minimal upfront costs, explore seller financing or suggest a lease-option where the rent payments contribute toward the purchase price."*
- **Citation and Resources:** *"Use Zillow or Redfin to compare home values and rental rates in the area. Understanding the market dynamics will help you make a more informed decision."*
- **Further Reading or Tools:** *"For strategies on creative financing, 'Real Estate Investing with No Money Down' by Brandon Turner offers practical advice on structuring deals with minimal cash outlay."*