

FLANDERS TEAM
RE/MAX REAL ESTATE CENTER

CLIENT GUIDE

Buying and Selling your home with the Flanders Team



HELLO

Thank you for choosing The Flanders Team!

We serve Central Iowa families with a **Proactive • Relationship-Driven • Referable** approach to buying and selling real estate. With hundreds of successful transactions and a business built primarily on referrals and repeat clients, we pride ourselves on being dependable experts you can trust.

Buying and selling a home is a major decision, and our role is to guide you with clarity, confidence, and care from start to finish. We're honored to be part of your journey and look forward to working with you.

Lloyd Flanders

5-STAR REPUTATION

The Flanders Team is proud to have earned hundreds of 5-star reviews across platforms including Zillow, Realtor.com, Google, and Facebook. Our clients consistently highlight our communication, professionalism, proactive approach, and the trust they feel throughout the entire experience. A referral-driven business is the strongest compliment we can receive and we work tirelessly to earn it with every family we serve!



Jennifer White

"The Flanders Team was so great to work with. Buying a home is very stressful, but Lloyd & his team go the extra mile to make the process a lot smoother."



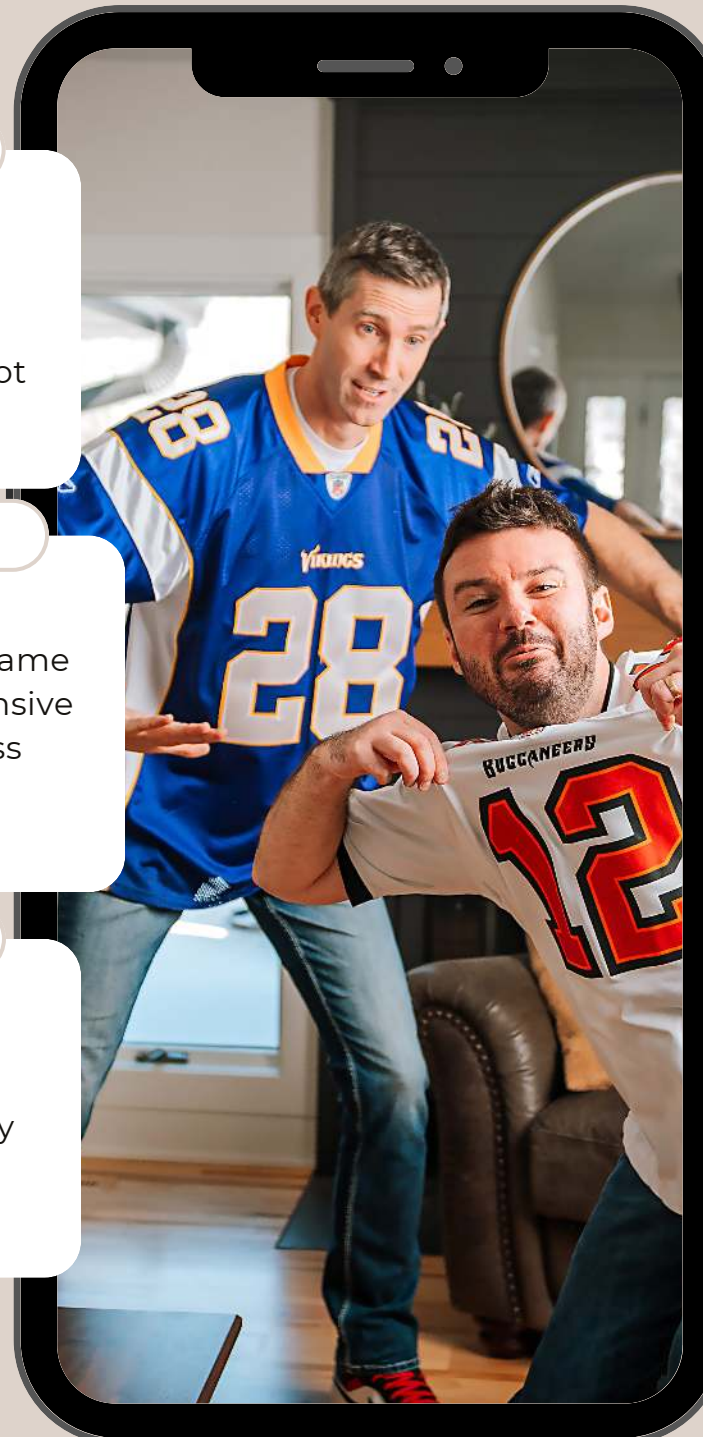
Jacob Kim

"I have worked with Jackson twice now and came back for good reason - he is dedicated, responsive and has streamlined the home-buying process both times. If you're a first time buyer in DSM/Ames, this is the guy!"



Torrie

"From our very first conversation, [Lloyd] was a calming presence—kind, patient, and genuinely invested in helping me, not just in closing a deal."



ABOUT



THE FLANDERS TEAM

Led by Lloyd Flanders, a long-time Ames area agent known for calm communication and dependable leadership, the team brings deep local expertise and a thoughtful, systematic approach to every transaction. Jackson Krile contributes energy, preparation, and the kind of personal connection that helps clients feel understood and supported. Behind the scenes, Holly Thompson ensures every detail is coordinated with care, helping each client experience a smooth transition from beginning to end.

With hundreds of successful transactions and a business powered primarily by referrals and repeat clients, The Flanders Team has built a reputation for trust, clarity, and consistency. Their mission is simple: make real estate feel understandable and manageable, and deliver such exceptional service that clients cannot help but share their experience with others.

PROACTIVE | RELATIONSHIP-DRIVEN | REFERABLE

MEET THE TEAM



Lloyd Flanders
Lead Agent

Lloyd Flanders is the heart of The Flanders Team and a trusted guide for families across Central Iowa. An Ames-area native and Gilbert High alum, Lloyd played college basketball before earning his degree in Business Administration from Minot State University. After returning to Iowa, he and his wife Nikki built a life centered around family, community, and service; values that continue to shape his work today.

Lloyd began his real estate career in 2007 after working in property management, which gave him a strong foundation in home operations, investment strategy, and client care. Since joining RE/MAX Real Estate Center in 2010, Lloyd has become known for his proactive approach, smooth communication style, and ability to stay two steps ahead throughout the transaction.

With hundreds of successful closings and a business built almost entirely on referrals and repeat clients, Lloyd is consistently praised for his calm confidence, market knowledge, and genuine commitment to delivering exceptional service. His mission is simple: provide such a referable experience that clients are excited to recommend the Flanders Team to the people they care about.



Jackson Krile
**Residential &
Investment Specialist**

Jackson Krile joined the Flanders Team in 2020, bringing energy, preparation, and genuine care for the people he serves. Originally from West Des Moines, Jackson studied Business Management and Entrepreneurship at Iowa State University. Even as a full-time student, he immersed himself in the business, interning with RE/MAX Lakes Realty in Okoboji and earning his real estate license in 2018.

Jackson is known for his responsiveness, communication, and thoughtful guidance. He works closely with buyers, sellers, and investors to create a smooth and informed experience from start to finish. Whether helping a first-time buyer navigate the process or assisting an investor evaluating opportunities, Jackson brings clarity and confidence to every decision.

His goal with every client is simple: build a lifelong connection through trust, honesty, and 5-star service. Much of his growing business comes from referrals, a testament to the relationships he builds.



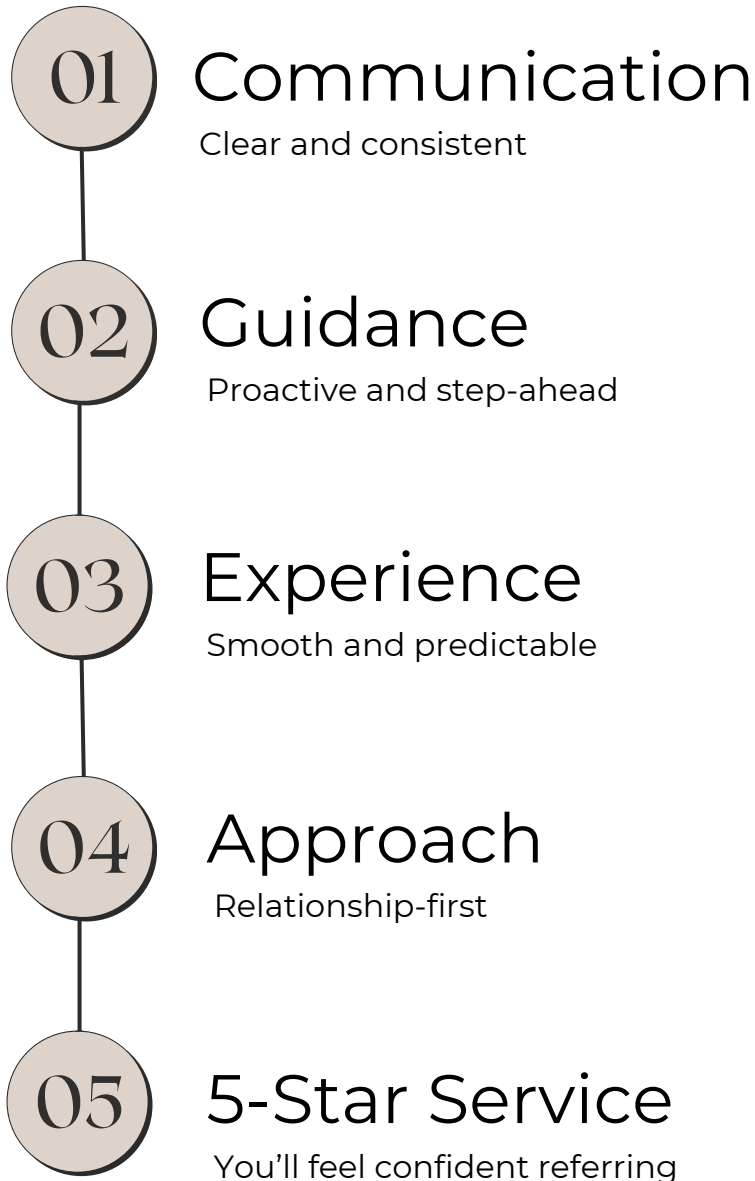
Holly Thompson
**Transaction
Coordinator**

Holly Thompson is the organizational engine behind the Flanders Team.

An Iowa State University graduate who has called Ames home ever since, Holly ensures each transaction moves forward smoothly and efficiently. Clients appreciate her calm presence, warm communication, and ability to keep details aligned from contract to close.

Holly manages coordination between agents, lenders, attorneys, inspectors, and clients, tracking deadlines, preparing documents, and anticipating potential hiccups before they arise. Her goal is simple: eliminate stress, build confidence, and create a seamless experience for every client who works with the Flanders Team.

OUR PROMISES TO YOU:

- 
- 01** Communication
Clear and consistent
 - 02** Guidance
Proactive and step-ahead
 - 03** Experience
Smooth and predictable
 - 04** Approach
Relationship-first
 - 05** 5-Star Service
You'll feel confident referring

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A close-up photograph of a hand holding a set of keys. The hand is wearing a gold ring on the ring finger. The keychain is a rectangular metal tag with the text "FLANDERS TEAM" and "REMAX REAL ESTATE CENTER" on it. The background is blurred, showing a person's face and a car wheel.

BUYING

with the Flanders Team

THE ROAD TO HOME



1

CONSULTATION

We discuss your goals, needs, timeline, and budget so we can create a plan tailored to you.



2

PRE-APPROVAL

Required with most offers, pre-approval confirms what a lender will finance and ensures it aligns with your home-buying goals.



3

HOME SEARCH

We set up tailored alerts, tour homes together, and refine your must-haves as we go.



4

OFFERS & NEGOTIATION

When you find the right home, we position your offer competitively and negotiate terms on your behalf.

ACCEPTANCE!



**FINANCING & BUDGET

Understanding your financing early helps you navigate the home search with confidence. We recommend partnering with a trusted local lender who can explain your options, evaluate your comfort level, and provide a strong pre-approval letter. A solid financial foundation makes you more competitive, especially in a fast-moving market.



****APPRAISAL CONTINGENCY**

Ensures the home appraises at value. We guide next steps, negotiate solutions, or adjust strategy if needed.



5

INSPECTION CONTINGENCY

Allows inspections and protects your ability to negotiate repairs, credits, price adjustments, move forward, or withdraw if concerns arise.



6

FINANCING CONTINGENCY

Protects you if financing is not approved. We coordinate timelines, communication, and strategy with your lender.



7

FINAL STEPS

We track contingencies, coordinate all parties, prepare you for the final walkthrough, and ensure you are ready for closing.



8

CLOSING DAY

You sign the final paperwork, receive your keys, and officially become a homeowner!



****ACCEPTANCE**

After acceptance, you receive a clear timeline with key dates and contingencies, trusted recommendations for inspectors and insurance, and coordinate any additional paperwork required by your lender.

****CLOSING DAY**

On closing day, we coordinate closely with all parties to ensure a smooth finish. You sign final documents, complete funding, and receive your keys. This milestone is worth celebrating. Our proactive, relationship-driven service continues long after closing and is designed to be confidently referable.



BUYER FAQ

WHAT IS THE FIRST STEP IN BUYING A HOME?

The best first step is a quick consultation with our team, followed by connecting with a trusted lender for a pre approval. That gives you clarity on your budget and helps you shop with confidence.

WHAT IS A PRE APPROVAL AND WHY DOES IT MATTER?

A pre approval is a lender's confirmation of what you can afford based on your finances. It strengthens your offer, speeds up your timeline, and helps sellers take you seriously.

HOW MUCH MONEY DO I NEED TO BUY A HOME?

It depends on your down payment, loan type, and closing costs. We help you understand what to expect early so you can plan clearly and avoid surprises.

HOW LONG DOES IT TAKE TO BUY A HOME?

Once you're under contract, most purchases take 30 to 45 days. The home search timeline varies, but we'll help you build a plan that matches your goals and the market.

HOW MUCH SHOULD I OFFER ON A HOME?

That depends on the market, demand, condition, and the seller's motivation. We'll analyze the home and guide you in writing an offer that's both competitive and smart.

WHAT DOES EARNEST MONEY MEAN?

Earnest money is a good faith deposit that shows the seller you're serious. It's held safely in escrow and typically applied toward your purchase at closing.

SHOULD I GET A HOME INSPECTION?

Yes, almost always. An inspection helps you understand the home's condition and protects you from unexpected repair costs. We'll help you interpret the report and make confident decisions.

WHAT HAPPENS IF THE INSPECTION FINDS ISSUES?

That's common, and it doesn't mean the deal is over. We'll help you understand what matters most and negotiate repairs or solutions when appropriate.

WHAT IS AN APPRAISAL AND WHAT HAPPENS IF IT COMES IN LOW?

An appraisal confirms the home's value for the lender. If it comes in low, we'll walk you through your options and negotiate the best path forward.





SELLING

with the Flanders Team

THE ROAD TO SOLD



1

CONSULTATION

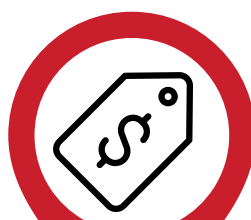
Let's meet to discuss your goals and timeline. We will walk through your home and create a tailored plan just for you.



2

STRATEGIC LISTING & MARKET ANALYSIS

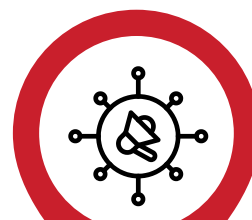
A data-driven overview of pricing, market conditions, and listing strategy designed to position your home for a successful sale.



3

FINAL PREP & PRICING

Finalize improvements, cleaning, decluttering, and staging, then review current market conditions to confidently confirm your final listing price.



4

LAUNCH & MARKET

Finalize your custom marketing plan and launch across 100+ websites and targeted social media to maximize exposure.

IS YOUR HOME READY TO SELL?

During your consultation walk-through we'll identify cosmetic updates—paint touch-ups, fixture updates, minor repairs, and cleaning. We'll also look for common buyer deal breakers like settling, roof, and window issues. A small upfront investment of time and money can help you sell faster and for a higher price.



**PRICING STRATEGY

Every home is unique. Based on current market conditions for a home like yours, we review pricing options, outcomes, and pros and cons to support informed decisions.

Selling well is not about luck. It's about preparation, positioning, and a plan that protects your timeline and your bottom line. Our process is designed to feel clear, steady, and well-guided from start to finish, with proactive communication every step of the way.



****INSPECTION CONTINGENCY**

The buyer completes inspections to better understand the home's condition. If repair requests come up, we'll review them together and decide on a clear, thoughtful plan. Our role is to help you understand what's reasonable, what's optional, and how each choice may affect your sale.

****FINANCING CONTINGENCY**

An appraisal is an independent opinion of value based on recent comparable sales. The lender reviews the appraisal, contract, and buyer financing during underwriting.

SELLER FAQ

HOW DO WE DECIDE THE RIGHT PRICE?

We combine market data, comparable sales, and buyer demand to position your home effectively and support your goals.

DO I NEED TO MAKE REPAIRS OR UPDATES BEFORE LISTING?

Not always. We focus on high-impact improvements that help your home show its best without unnecessary stress or expense.

WHAT IF MY HOME DOES NOT SELL QUICKLY?

We do not wait and hope. We track feedback and market shifts and adjust strategy proactively when needed.

WILL I HAVE TO LEAVE DURING SHOWINGS?

Typically yes. Buyers feel most comfortable touring privately. We help you plan a showing routine that feels manageable.

WHAT HAPPENS IF WE GET MULTIPLE OFFERS?

We evaluate each offer beyond price, including contingencies, buyer strength, and timelines, then help you negotiate confidently.

WHAT HAPPENS DURING INSPECTION?

We guide you through what is normal, what is negotiable, and how to respond in a way that supports your best outcome.

WHAT IF THE APPRAISAL COMES IN LOW?

If needed, we help you evaluate options such as renegotiation or adjusted terms and guide you with calm clarity.

WHAT COSTS SHOULD I EXPECT AS A SELLER?

Common costs may include commission, closing fees, title fees, and negotiated repairs or concessions. We walk through estimated net proceeds early so you feel clear.

DO YOU HELP AFTER CLOSING TOO?

Yes. We remain a long-term resource for contractors, market insight, and future planning.



STAYING CONNECTED

Our relationship does not end at closing. We remain a resource for market updates, homeownership questions, future planning, and invitations to client appreciation events. We love staying connected and providing the kind of service you feel proud to refer!



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