



FLANDERS
T E A M

SELLER'S GUIDE

Selling your home with the Flanders Team



Jackson Krile (left) · Lloyd Flanders (right)

Jackson Krile

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Flanders Team · RE/MAX Real Estate Center · Central Iowa · 2026 Edition

WELCOME

HELLO



Thank you for considering 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 take pride in being dependable experts you can trust.

Selling a home is a major decision. This guide keeps it simple: the next page is the whole road to sold on one map, followed by each step in plain language, the numbers to plan for, the questions sellers ask us most, and how to reach us.

- Jackson Krile, on behalf of 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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345+
team transactions since 2018

\$101M+
in team volume

107
verified reviews across Zillow, Realtor.com, Google and Facebook

Figures as of 2026.

IN OUR CLIENTS' WORDS

"From listing to closing Jackson was 5 star service all the way. Very attentive!"

Ed G. · Seller · Google

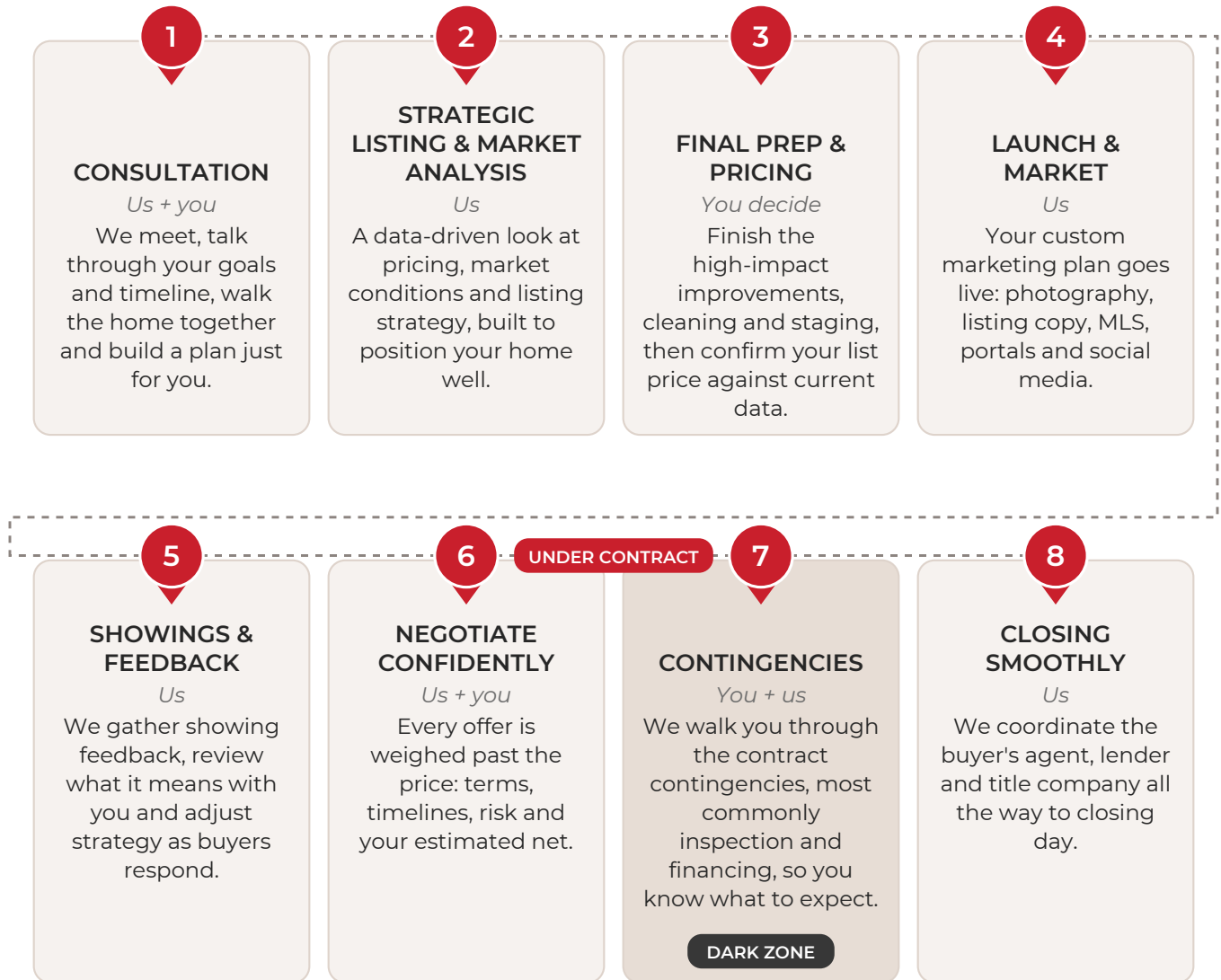
"Jackson and Lloyd were amazing to work with. This was our first time selling and buying at the same time. There were a lot of hurdles along the way but they made the process as stress free for us as possible! HIGHLY RECOMMEND!"

Sold and bought · Maxwell, Iowa · Zillow

YOUR ROADMAP

The Road to Sold

Selling well is not about luck. It is about preparation, positioning, and a plan that protects your timeline and your bottom line.



STEP 1 · IS YOUR HOME READY TO SELL?

During the walk-through we flag cosmetic updates (paint touch-ups, fixtures, minor repairs, cleaning) and common buyer deal breakers like settling, roof and window issues.

STEP 7 · FINANCING CONTINGENCY

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

THE ROAD, IN DEPTH

STEP BY STEP

1

CONSULTATION *Us + you*

We walk the home together, review recent comparable sales, and build an estimated net sheet, so you see what you would walk away with before you decide anything.

Your part: Share your goals, your timeline and anything you know about the home.

2

STRATEGIC LISTING & MARKET ANALYSIS *Us*

The number comes from closed comparable sales, your home's condition against them, competing inventory, and what buyers can finance today. We show you the sales, not just the conclusion.

Your part: Tell us about updates and anything a website estimate cannot see.

3

FINAL PREP & PRICING *You decide*

Declutter, deep clean, touch up paint, fix the small broken things and brighten the lighting; big renovations rarely pay back. Your listing's largest audience comes in the first two weeks, so we price for those weeks, and you decide the number.

Your part: Finish the high-impact items and choose your list price with us.

4

LAUNCH & MARKET *Us*

Professional photography, listing copy that answers buyers' questions, MLS exposure syndicated to the major portals, and our own channels. You hear about activity without having to ask.

Your part: Keep the home show-ready and approve the listing before it goes live.

5

SHOWINGS & FEEDBACK *Us*

Plan to leave during showings and keep a quick reset routine. Feedback is a pattern, not a verdict: showings without offers usually point to price, and silence after one showing means little.

Your part: Keep showings easy to say yes to, and let us chase the feedback.

6

NEGOTIATE CONFIDENTLY *Us + you*

We weigh every offer past the price, including financing, contingencies, timeline and possession, and compare them on your estimated net. With several offers we lay out your options, and the decision is yours.

Your part: Review each offer's net sheet with us and choose your path.

UNDER CONTRACT

7

CONTINGENCIES *You + us*

On a repair request you can do the work, offer a credit, or decline; a credit is often cleanest. The inspection period varies by region, but is typically 48-72 hours. We will let you know exactly which timeframe applies to your transaction. If the appraisal comes in low, we walk through renegotiating, splitting the gap or challenging it.

The Dark Zone. Don't panic. Moving parts are happening on the back end, and this is a time when communication may slow down. No news is often good news in the Dark Zone, but you will be updated any time there is a change or an update.

Your part: Respond on time and with a plan, not in the moment.

8

CLOSING SMOOTHLY *Us*

Keep utilities on through the possession date and gather remotes, keys and codes. Verify any wire instructions by phone. Your net on the settlement statement should match your estimate.

Your part: Sign, hand over the keys at possession, and stay in touch.

QUESTIONS WE HEAR MOST

SELLER FAQ**WHAT IF MY HOME DOES NOT SELL QUICKLY?**

We do not wait and hope. We track feedback and market shifts and bring you a recommendation early, with the data behind it.

HOW IS COMMISSION SET?

Commission is fully negotiable and is not set by law, by RE/MAX, or by any association or MLS. It is agreed in writing in your listing agreement.

CAN I SELL AND BUY AT THE SAME TIME?

Yes, and it takes planning. We run both numbers first, the net sheet and the affordability run, and structure the timing and contingencies before either side moves.

DO I NEED REPAIRS OR UPDATES FIRST?

Not usually, and not many. We focus on the high-impact items that help your home show well, and tell you what to skip.

WHAT IF WE GET MULTIPLE OFFERS?

We compare every offer on terms and your estimated net, then lay out your options: accept, counter, or ask for best and final.

DO YOU HELP AFTER CLOSING?

Yes. We remain a long-term resource for contractors, market insight and your next move.

YOUR NET AND YOUR DISCLOSURES

THE NUMBERS

Know your estimated net **before** you list, not after an offer arrives. These are the line items on the Estimate of Proceeds we build with you:

Line item	What to expect
Mortgage payoff	Usually more than your balance: interest through closing plus any lender fees. Verify with your lender.
Property tax proration	Iowa taxes are paid in arrears, so your share is credited to the buyer. The most common surprise.
Listing and buyer brokerage fees	Negotiable, and agreed in writing in your listing agreement.
Revenue stamps	Iowa transfer tax: \$1.60 per \$1,000 of the price after the first \$500 (2026).
Abstract continuation	Iowa uses an abstract and title opinion. Budget about \$1,500 more if the abstract is lost.
Small fixed costs	Deed prep, wire fee, administrative fee, and a home warranty only if you agree to one.
Credits and repairs	Anything agreed after inspection reduces your net exactly like a price change.

Compare competing offers on **net**, not headline price. Run your own at www.househackjack.com/proceeds, or ask us to build it with you.

IOWA DISCLOSURES YOU ARE RESPONSIBLE FOR

Seller Disclosure of Property Condition (nearly all residential resales)	Your written statement of known conditions. Disclose what you know. When unsure, disclose it.
Iowa Radon Home-Buyers and Sellers Fact Sheet (statewide)	Provided to the buyer, and radon is acknowledged within your seller disclosure.
Lead-Based Paint Disclosure + EPA pamphlet (any home built before 1978)	Mandatory under federal law. The disclosure itself cannot be waived.
Lead water service line disclosure (where applicable)	You disclose the known presence of a lead water service line. Worth confirming with your city on an older home.
HOA documents (any property in an association)	Covenants, financials and bylaws go to the buyer. Gather them early: waiting on an association is a common cause of delay.

None of this is tax or legal advice. Talk to your CPA about gains and to an Iowa real estate attorney about anything contractual.

WHO YOU WILL WORK WITH

MEET THE TEAM



Jackson Krile (left) · Lloyd Flanders (right)

Jackson Krile*Residential & Investment Specialist*

Jackson joined the team in 2020 and works the residential and investment side. An Iowa State business graduate licensed since 2018, he bought his first house hack in Ames in 2020 and has filmed the journey as House Hack Jack.

He starts with the spreadsheet, not the countertops.

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Lloyd Flanders*Lead Agent*

The heart of the Flanders Team. An Ames-area native who began in property management in 2007 and joined RE/MAX Real Estate Center in 2010, Lloyd brings calm leadership, dependable communication and a gift for simplifying complicated situations. His business is built almost entirely on referrals and repeat clients.

515.450.9890
Lloyd@FlandersTeam.com

Kemberley Ziegenhorn*Transaction Coordinator*

Kemberley keeps every deadline and detail aligned from contract to close. She is the glue to our operation and a huge resource to the Flanders Team, and she is here to help with anything and everything you might have questions about along the way.

Reach Kemberley through Jackson or Lloyd.

Staying connected

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

YOUR NEXT STEP

LET'S TALK

**Scan or tap for a clear estimate of your home's value**

The first conversation is free and carries no obligation. You leave knowing what your home is realistically worth, what it would net you, and what the timeline looks like.

Or visit www.househackjack.com/home-value

	Phone / text	Email	License
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Website: www.househackjack.com · Licensed in Iowa · DMAAR and CIBR MLS

Create your free Client Hub account

Your own hub for the tools we built for Central Iowa buyers and sellers. No password to remember.

- 1 Go to www.househackjack.com/my-hub on your phone or computer.
- 2 Enter your email and tap **Email me my login link**. First time? The same box creates your account.
- 3 Open the email and tap your secure link. It works once and expires in 30 minutes, so check spam if it is slow.
- 4 Answer one quick question so we can set your hub up for you.
- 5 Make it yours: save a home search and the homes you are watching, save deals from the Deal Calculator, and track what your home is worth in My Properties.

Educational only. Not legal, tax or financial advice. Confirm financing with a licensed lender, tax treatment with a CPA, and anything contractual with an Iowa real estate attorney. The Flanders Team at RE/MAX Real Estate Center follows the letter and the spirit of the Fair Housing Act. We do not steer anyone toward or away from any area, and we do not consider race, color, religion, sex, disability, familial status, national origin or any other class protected by federal, Iowa or local law. Each office independently owned and operated. Equal Housing Opportunity.