

## ***Start your mortgage journey with a local expert***



For more than three decades, Chris Sander has been the steady hand behind **IMS Mortgage Services, LLC**, helping people navigate the twists and turns of buying a home. As the owner and CEO – and as an independent local broker – Chris takes his time getting to know each client, guiding them personally from that first application all the way through closing day.

"I'm at every closing," Chris said. "I want to make sure everything goes smoothly. My clients work directly with me – no getting shuffled off to a team or a faceless processor. Since 2019, it's taken me an average of just 14 days, start to finish, to get clients from application to clear-to-close."

Chris believes that understanding the mortgage process shouldn't be a mystery. "I'm a huge

proponent of consumer education, especially with mortgages," he explained. "The first thing I ask about is lifestyle. Do you go out to eat a lot? What kinds of vacations do you take? Do you have kids, or are you planning to? All of that matters, because you shouldn't have to sacrifice your life or your goals just to make your mortgage payment."

He's not just an expert in the field – he's helped shape it. As a former president of the Missouri Brokers Association, Chris worked with Sen. Jim Talent's advisory team to help write the current federal predatory lending laws.

Chris believes the personal touch is still what matters most.

"This is probably the biggest transaction of your life," he said. "You want someone who's truly in your corner. I can offer my clients more options, more flexibility, better rates, and faster closings. Give me a call, and let's see what I can do for you."



WE DELIVER WHAT OTHERS PROMISE.<sup>®</sup>

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