

START
HERE

FARM & RANCH PROCESS OVERVIEW

FARMER  AC

Ready to submit a loan and don't know where to begin?

We've got you covered.

Lean on us to help get you started.

Call Client Services at 866.452.2617 for specialized training.



All **guides and reference materials** are located within the **Resource Library** at **efarmermac.com**.

Review the **Seller/Service Guide** for a complete description of all obligations.

Here's a list of the major activities involved in selling a Farm & Ranch loan to Farmer Mac.

- 1. REVIEW** **Product Guide, Underwriting Matrix,** and **Daily Rate Sheet** to assess product interest and eligibility.
- 2. GATHER** the required information according to the **Application Checklist.**
Include a complete Narrative with your application package to ensure prompt turnaround times.
- 3. COMPLETE** a new application in AgPower and upload supporting documents using your assigned login.
Access AgPower at efarmermac.com. Contact Client Services for assistance.
- 4. RECEIVE** a credit decision generally within two business days.
*Access your **Preliminary Loan Approval Notice** within the AgPower queue under "Documents."*
- 5. ORDER** an appraisal and preliminary title report in accordance with the **Appraisal** and **Title Guides.**
- 6. SUBMIT** appraisal and title reports under the "**Communication/Attachment**" tab within AgPower.
Ensure the reports meet the terms of engagement and first lien position requirements.
- 7. RECEIVE** the **Conditions Prior to Funding** via AgPower once Farmer Mac has assessed the appraisal and title work.
*Farmer Mac issues a **Closing Instruction Letter** to your assigned Central Servicer (CS), who will coordinate closing activities with you.*
- 8. RATE LOCK** by calling the Rate Lock Desk at 866.452.2617 between 9 a.m. – 2 p.m. C.T., referring to the **Rate Lock Guide** for instructions.
*Have the **Preliminary Loan Approval Notice** nearby when rate locking.*
- 9. ASSEMBLE** closing documents, which may be prepared by your organization, through an attorney, or through PPDocs Inc. (ppdocs.com), in accordance with the **Closing Guide.** Complete the "**Purchase Request**" tab in AgPower two business days prior to loan funding.
Work with the Central Servicer to review documents, coordinate closing, and finalize loan purchase.
- 10. PERFORM** ongoing field servicing duties, which may include monitoring taxes and insurance, property inspections, filing UCC continuations, and collecting annual financials, as described in the **Field Servicer Guide.**
*Central Servicer bills and collects payments; remitting field servicing fees to you as payments are received. Refer to **Closing and Field Servicing Guides** for more detail.*