

When to Rate Lock

Rate lock should occur once the loan has been approved (a **Preliminary Loan Approval Notice** is issued) and Farmer Mac has assessed your title and appraisal reports. It's recommended that all **Conditions Prior to Funding** are satisfied prior to rate lock.

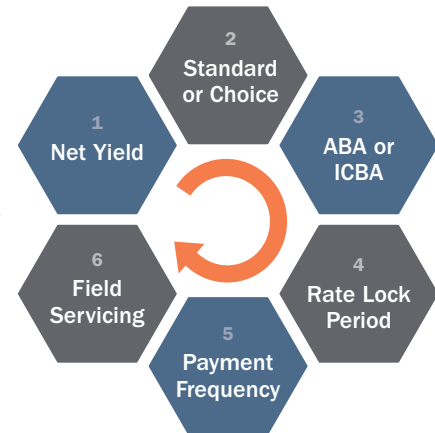
- **Once locked, mandatory delivery applies.** A pair-off fee (1.00% to 1.25%) will apply to withdraw a rate locked loan.
- **Any changes to the original loan terms** must be resubmitted and approved by Farmer Mac Underwriting prior to the rate lock. No changes will be allowed once the loan is rate locked or at the time of rate lock.

How to Rate Lock

Call the Farmer Mac Rate Lock Desk at 866.452.2617, between 9 a.m. - 2 p.m. C.T., Monday - Friday.

- **Locate the Preliminary Loan Approval Notice**, which includes the following details:
 - **Farmer Mac Loan Number**
 - **Loan Terms** (loan size, payment frequency, amortization, and product type)
- **The rate lock commitment is issued by phone.** Once locked, a rate lock confirmation is delivered through the “**Rate Lock Info**” tab within AgPower (generally by end of business day).
- **Contact the appointed Farmer Mac Administrator within your organization to ensure you have rate lock privileges.**

How to build a rate



Pricing the Loan

Refer to Farmer Mac daily rate sheets for available products and terms (located at efarmermac.com). Rates are indicative and change throughout the day based on market fluctuations.

- **Price adjustments* to consider when computing a rate:**
 - **Qualified Standard or Choice pricing** (listed on Preliminary Loan Approval Notice)
 - **ABA or ICBA membership pricing** (reduced rates on specific products)**
 - **1-, 4-, or 8-week rate lock periods** (contact the Rate Lock Desk for price adjustment)
 - **Monthly, semi-annual, and annual payment frequencies**
 - **Add between 10-150 basis points** for field servicing, paid to you over the life of the loan as payments are received (Max. 100 bps for AgEquity loans)

After Rate Lock

- **Prepare closing documents** and work with the assigned Central Servicer to coordinate closing and purchase activities.
- **Rate lock extensions** may be offered for a fee. Call the Rate Lock Desk for a quote.
- **Rate lock extension fees** will be deducted from Farmer Mac's wire disbursement at time of purchase.



Rate Lock Desk 866.452.2617
9 a.m. - 2 p.m. C.T. | Monday - Friday

* Adjustment amounts are detailed within the footnotes of the rate sheets.

** Due to Farmer Mac's relationship with American Bankers Association (ABA) and Independent Community Bankers Association (ICBA), discounted pricing is offered to members of these organizations. Refer to ABA and ICBA rate sheets for pricing.