



The Farmer Mac *Forward* is a quarterly newsletter for our network of approved lenders that communicates important changes to the Seller/Servicer Guide and loan programs, as well as upcoming events and announcements. If you have any questions about the information in this volume, please contact your Relationship Manager or a member of our Client Services team at 866.452.2617 or ClientServices@farmermac.com.

Farmer Mac Seller/Servicer Guide

We recently made some minor additions and updates to the Seller/Servicer Guide, the latest version of which can be found in the Resource Library at eFarmerMac.com. These changes apply to Chapters 210, 304, 401, and 403, as well as the Glossary; a summary of all changes appear in the Guide Update Log, located at the end of the Seller/Servicer Guide. For your convenience, we have also included the Guide Update Log below. As always, please refer to the full guide for a comprehensive understanding of any changes.

A few highlights regarding these updates:

- Added parameters to the Guide regarding Farmer Mac's ability to accept electronically signed ("e-signed") documents
 - Mortgage Notes and Mortgages must be manually signed (not e-signed)
- Central Servicers should review the added requirements regarding Forced Place Insurance and the Servicer's Action Plan. Note: the updated [Servicer's Action Plan](#) can be found in the Resource Library)
- Legally valid trusts were defined and added to the definition of eligible applicants

Guide Update Log <i>(All changes effective March 2021)</i>	
Chapter/Section(s)	Change Description
Chapter 210 – Loan Documentation 210.1 Forms	Added parameters for Farmer Mac’s acceptance of electronically signed (e-signed) documents with the exception of Mortgage Notes and Mortgages.
Chapter 210 – Loan Documentation 210.2 Mortgage Note Terms and Provisions 210.3 Mortgage Terms and Provisions	Added a clarifying statement that Mortgage Notes must be manually signed and that Farmer Mac is not accepting e-signed mortgage notes at this time.
Chapter 304 – Seller Responsibilities, Representations and Warranties 304.3 Loan-Specific Representations and Warranties	Updated the Seller’s representation and warranties to include complying with all relevant material requirements of federal, state and local laws, rules and regulations when applicable to the making, servicing, and assigning of the Qualified Loan regarding e-signature and electronic transactions.
Chapter 401 – General Servicing Responsibilities 401.4 Monitoring Hazard Insurance and Flood Insurance Requirements	Added a semi-annual requirement for Central Servicer to provide Farmer Mac with a list of loans for which Forced Placed Insurance coverage has been put in place.
Chapter 403 – Delinquent and Problem Loan Servicing – Loss Mitigation 403.3 Servicing Timeline	Added a requirement for Central Servicer to provide a Servicer’s Action Plan on a quarterly basis when applicable. Added additional parameters around when a Servicer’s Action Plan is required. Updated the Servicer’s Action Plan content requirements to include a Collateral Discussion.
Glossary	Updated Eligible Applicant definition to include legally valid trusts.

Program Changes: AgXpress is Going Digital on March 16 – Everything You Need to Know to Get Ready!

We're BEEFING UP AgXpress

AgXpress—Farmer Mac's premier scorecard product for Farm & Ranch loans and our fastest and most popular underwriting solution—is going digital on eFarmerMac.com this spring. This leap online will come with a host of exciting new features, seriously beefing up your AgXpress experience.

HERE'S THE BEEF:

- GOING DIGITAL**
Submit, track and complete your applications entirely online
- RATE COMPARISON TOOL**
See product, fee and rate options side-by-side before you lock
- AUTOMATED RATE LOCK**
Lock rates online during rate lock hours—no more phone calls

FARMER MAC

WANT TO LEARN MORE? LISTEN TO OUR FREE PRE-RECORDED WEBINAR [VIEW NOW!](#)

NOW COMING MARCH 16!

1. AgXpress is Moving Online on MARCH 16 With Exciting New Features

We recently doubled the loan limits for AgXpress, Farmer Mac’s premier underwriting scorecard for Farm & Ranch loans, to \$1.5 million. We are glad to see that lenders were quick to take advantage of it! An even more exciting enhancement is just around the corner: AgXpress is moving to its own pathway on eFarmerMac.com on **March 16!** This leap online will come with a host of exciting new features, seriously beefing up your AgXpress experience. This intuitive online application process will now have:

- A new pathway on eFarmerMac.com, entirely outside of AgPower
- A progress tracker to show you how far along you are in the submission process as you work

- A rate comparison tool, allowing you to compare up to four product and rate options side-by-side
- A new automated rate lock process that allows you to lock AgXpress rates online at your own pace during rate lock hours; no phone call needed
- A new allowance for quarterly payments (in addition to the monthly and semi-annual payment schedules already offered for AgXpress)

2. Get Ready to Roll With Our AgXpress Webinar and Training Guides

Can't wait for the new pathway to arrive on March 16? There are a few things you can and should do NOW to prepare so you can dive right in on launch day. You can start by listening to our latest [recorded webinar](#), which covers the ins and outs of the new AgXpress. Also, check your inbox for an email that we sent on March 8 that outlines the wealth of training materials we have developed, including guides that you can print out for easy reference, as well as new video tutorials. These training materials are all available in the Resource Library of eFarmerMac.com (go to: Resource Library > Farm & Ranch Loan Purchase tile > AgXpress folder).

(Please note: our training videos are hosted on YouTube. If you cannot access YouTube due to your institution's network-level restrictions, please refer instead to the printable training guides, which contain the same information).

Not sure where to start? You can always contact your [Relationship Manager](#) to get pointed in the right direction.

3. Have an AgXpress Loan Application in Progress in AgPower?

For AgXpress loans that are already in progress, you should continue and complete the application through AgPower. Simply click on the AgPower link in eFarmerMac.com and proceed as you have done previously.

4. Know Where to Find "Old" AgXpress Loans

Have you already completed an application? Going forward, to access or view any AgXpress loan that was started prior to March 16, 2021, **you'll continue to use AgPower**. New AgXpress loans will follow and be visible via the new pathway.

5. Are You a Seller Administrator? Special Tips to Prepare You and Your Team

As noted above, starting March 16, AgXpress will be accessible via its own pathway on eFarmerMac.com, entirely outside of AgPower. Seller Administrator responsibilities will mostly be the same, although please note a few important reminders below.

In anticipation of the launch, here are a few quick things Sellers Administrators should do to prepare:

1. **COMMUNICATE** to any team members that if they can't access the new AgXpress pathway on launch or beyond, they should first contact you, the Seller Administrator, to check their access rights, which can be found on their profile page on eFarmerMac.com. As you may know, permissions for all of our online solutions can become idle if a user doesn't access them for a while; if a user needs to have their access rights to a solution reinstated, all it takes is a check of a box from you to get them back up and running.
2. **PERUSE** our self-guided training materials, including downloadable guides and quick videos to get you instantly up to speed. You and anyone you manage can review all training materials NOW in the Resource Library of eFarmerMac.com (go to: Resource Library > Farm & Ranch Loan Purchase tile > AgXpress folder).

3. **LISTEN** to our Refresh webinar, “AgXpress is Going Digital: Everything You Need to Know,” if you weren’t able to attend on March 10. You can access the recording [HERE](#). Encourage your team members to view it, too!

If you have any questions about how to get the most out of AgXpress or about managing access rights, please don’t hesitate to contact your [Relationship Manager](#).

Important Updates

2021 Rural Home Loan Moderately Priced Housing Value

Effective January 1, 2021, the Rural Home Loan Moderately Priced Value increased to \$320,000. As a reminder, customers can access this information via the Resource Library located at eFarmerMac.com. As an added convenience, we have also recently added a link in the footer of Farmer Mac’s corporate website, www.farmermac.com. Please visit either of these locations to see the current value, as well as past values.

News and Insights

Keep Up With Dr. Kohl Through Farmer Mac

Dave’s GPS and Dashboard is a bi-monthly blog written by the legendary and well-respected Dr. Dave Kohl, exclusively for Farmer Mac. Follow Farmer Mac on [Facebook](#), [LinkedIn](#), or [Twitter](#) to be first to know when it has been published!



His most recent article, *Lender Radar Screen 2021*, can be found [HERE](#). Look for his next ag assessment later this month.

The Feed – Winter | Spring 2021 is Here

The Winter | Spring 2021 edition of The Feed, Farmer Mac’s quarterly perspective on agriculture, is here! This edition covers rural infrastructure, politics, 2020 holiday consumption, and more. To subscribe to The Feed and get it delivered straight to your inbox, please [CLICK HERE](#).

Not sure what The Feed is? This Farmer Mac quarterly economic report combines the most relevant research from trusted agricultural resources, and the insightful commentary and analysis from our own team of economists into a single, reliable source in an easy-to-consume format. It is a must-read for all ag lenders and their farm customers. And it’s **FREE!** To view prior editions, please [CLICK HERE](#).

Webinar – A Live Feed Update

Join us on Wednesday, April 7, at 12:00 PM CT, for a LIVE webinar. The authors of The Feed, including Chief Economist Jackson Takach, will present their latest findings from the Winter | Spring 2021 edition of The Feed and discuss the implications for ag lenders and borrowers alike. Bring your questions to ask the experts!

More information coming soon. To register now, [CLICK HERE](#).

Upcoming Events and Important Dates

Tuesday, March 16: AgXpress goes digital! Start submitting your loans on the brand new online pathway!

Wednesday, April 7: “Farmer Mac Refresh Webinar – A Live Feed Update” – Your chance to check in with The Feed authors, including our Chief Economist, Jackson Takach.