

# Welcome to the Country

A helpful guide to living your country dream.



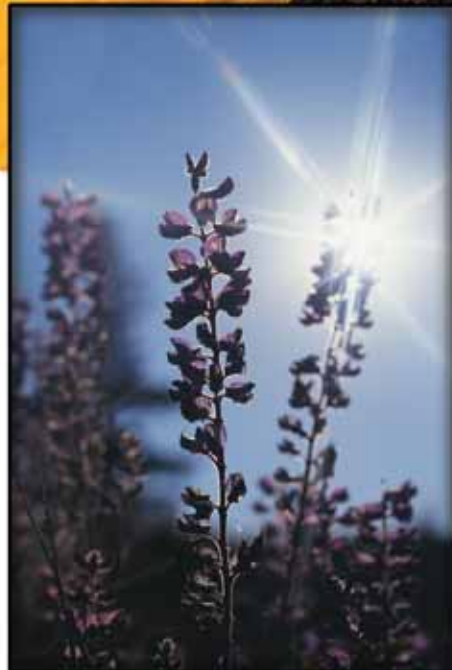
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 **Farm Credit Services**  
OF MID-AMERICA

e-farmcredit.com 1-800-444-3276



 **Farm Credit Services**  
OF MID-AMERICA



## “Welcome to the Country”

– that’s our way of saying come enjoy a lifestyle that generations have learned offers a better way of living. We say “Welcome” because we’ve been here a long time—over 80 years serving farmers and rural America. Our staff lives and works in the country. They know the country. They understand the dream of country living that you may be trying to pursue.

Farm Credit Services of Mid-America may be a name that fools you because it doesn’t speak directly about home financing. True enough, farming is the heart of our business. It always will be. That’s where we put our first attentions—to being the best lender to agriculture in the nation.



But our federal charter also gives us a mission to serve the needs of rural residents (people who don’t farm or those who farm a little). Today, more than 20,000 residential customers have found us to be a lender that does things just a bit friendlier, just a bit more flexibly, just a bit better when it comes to financing a rural home.

### Help with financing

If you farm a lot, a little, or none at all, but do desire to live in the countryside, Farm Credit Services can help with financing for:

- Home Purchases
- Refinancing
- Construction Loans
- Homesite Loans
- Home Improvements
- Financing for Modular Homes
- An Equity Line of Credit
- Buying Adjacent Acres
- Buying or Building a Log Home
- Buying a Mini-farm
- Financing Farmland
- Making Land Improvements
- Constructing a Barn or Facility
- Buying Livestock

### A different view

For all of our lending programs, one of the most important differences at Farm Credit Services is that you work with people who get to know your needs, and stay with you from A–Z. That means you always know who to call.

The flexibility we offer through our lending programs stems from the fact that FCS does not “re-sell” loans into a secondary market. That means, when a servicing need comes up, you can call the local office which made your loan. You don’t have to call a

stranger, halfway across the country, who offers very little in real service. Keeping your loan and not re-selling it provides another important and unique Farm Credit Services advantage. That is something we call “Conversion.” Simply put, it means that our loans offer you a chance to take advantage of falling interest rates without ever having to refinance, or pay the associated costs of refinancing.

But there’s a lot more! Like our unique homesite loans, which give you the chance to buy that ideal lot or property now, and build on it in future years—when you want to.

Or, our one-step construction loan where you can get permanent financing for your entire project right up front. Interim financing and refinancing at the end of the construction period is never required.

Farm Credit Services residential lending programs are uniquely built for people who like the look and feel of the country. We do things differently, and for good

reasons. We believe our customers are unique and have individual goals and dreams for their property. We don’t believe in a cookie-cutter approach taken by the larger secondary market lenders. Added acres? No problem at FCS. A farm building on the property? No problem. Desire to establish a small farming program? Sure, absolutely! Don’t farm, but just want to live in the country? Come see us.

Because there are a lot of issues to think about when you are considering a rural lifestyle, we’re offering this booklet as a guide to help. It provides more information about our loans and programs, but beyond that, it helps you explore a variety of topics where you will want to become more informed, or seek out the opinion of other experts.

**Good luck with your journey ... come see us when you’re ready to discuss financing ... Welcome to the Country!**



## How to find the right site.

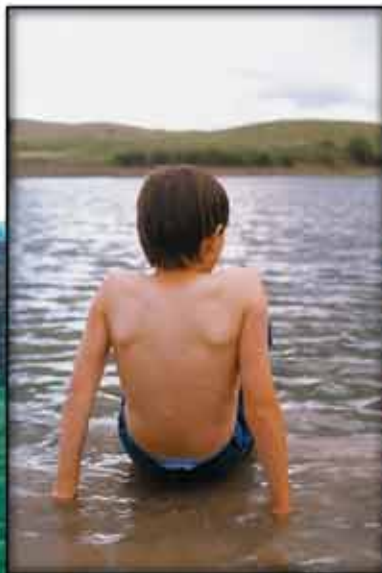
Your move to the country starts with finding the right site. Here are some ideas to help you get started:

- Call a real estate agent with experience in the area you're targeting. Describe the kind of site you want and explain your lifestyle and preferences.
- Check local newspapers in the areas that interest you as well as classified sections of newspapers from nearby big cities.
- Build a search network by telling friends and co-workers you're in the market for country real estate.
- Check the Internet. Many sites offer great listings and cues to country properties. Four we suggest are: **farmland.org**, **countrytyme.com**, **realtor.com**, and **kikoauctions.com**. There are many others. Visit our Website at [e-farmcredit.com](http://e-farmcredit.com), and you will find links to these and other Websites that offer valuable information about farm and rural living.

### How to tell if a site is right for you.

As you look for a site, there are many things to consider in deciding if it's compatible with your family's needs and preferences. Here are a few examples:

- Where is the nearest hospital or emergency care facility? This is especially important if someone in your family has a serious medical condition.
- If you have children, check out the local school system and the whereabouts of bus stops. Look into the availability of Scouting, sports teams, or other activities.
- How well are the roads maintained? Don't forget to ask about snow removal.



- Where are the nearest shopping, entertainment, and cultural facilities? Will a trip to the grocery or to church turn into a major outing?
- If you plan to keep your job in the city, will your commute be manageable? If you will be looking for a new job, are there opportunities in the area? Call the Chamber of Commerce in your area for leads.
- Finally, don't forget to ask about practical considerations such as nearness and availability of utilities (especially water) and the type of soil (will it support a workable septic system?).

### So you've found a site you really like.

A site which at first seems perfect can have hidden problems. So don't rush your decision. Get to know your site better by driving or walking the entire area, preferably in more than one season.

- Watch for changes in the water supply from spring to late summer, for example. Make sure it's accessible throughout the year.
- Talk with neighbors about the land's history, previous uses, drainage problems, etc.
- Your real estate agent can help you discover future plans for the area such as a recreational park, residential development, or other major changes.
- To find out if noise from nearby roads, airstrips or forestry operations is a problem, talk with neighbors. If possible, spend at least a night or two on the property before you buy it.
- Respect where you're going and the lifestyle that's already established there. Farmers are great stewards of the land, but the very nature of farming also means sights and smells and practices that are truly rural. If the slow pace of a tractor or an Amish farmer's buggy on the highway upsets you, maybe rural living isn't your bet. Farmers use animal manure to fertilize their land. If you purchase a tract near a hog farm or a poultry facility, be forewarned, those operations produce a smell. It's very difficult to buy a property and then start complaining about the smell when your neighbor's been in the business for years.

## Things You Must Check Out Before You Buy.

There are certain features you absolutely must investigate. If problems surface, most can be dealt with successfully. But it is essential to be aware of them before you buy to keep your dream from becoming a disaster.

### Water

You can't operate a home or tend a small farm without an adequate supply of good quality water.

**Sources** – Visible sources of water on your land, such as a lake, pond, or stream, may dry up at various times of the year. If this happens to you, or if there is no visible source, you may be able to access a rural water system or get water from a well that taps into underground sources. If you need a well, call a local driller for an appraisal of water availability and an estimate on pumping it out. Also, find out if the land is within an irrigation district, or if water is provided by a water company.

**Rural Water Systems** – Investigate access to rural water districts and any fees or assessments involved. Find out if you need to run multiple water lines to livestock facilities or other buildings.



**Sharing Your Water** – If you share a source of water with neighbors, especially if it's on their property, be sure you work out the details and put them in writing before you buy.

**Water Quality** – Call your county health department to test the quality of the water you plan to use. Look into the possibility of contamination from waste disposal sites and the like.

**Too Much of a Good Thing** – Find out if the property is in a flood zone before you invest. Minimizing the hazard may cost more than you're willing to pay.

### Drainage

Since most rural homes use a septic system, you'll want to run a percolation test, which measures how quickly and effectively water drains through the ground. Your local health inspector can show you how or advise you on scheduling a professional test. While many drainage and irrigation problems are solvable, you must weigh the costs and benefits involved. For example, you may need to purchase an easement if you create runoff onto a neighbor's property.

### Soil Quality

To insure that your soil is suitable for building, you'll need a thorough soil test. Contact the local County Extension Agent or the regional Soil Conservation Service. They can conduct a thorough soil analysis and rate your soil for construction, septic fields, and water control. They can also tell you if your soil is acidic or alkaline. You'll also want to have your soil tested for pesticides or other poisons. If there's a local university, its Agricultural Department may be another excellent source of information about soil conditions.



# Things You Must Check Out Before You Buy, Cont...

## Zoning Laws

You can prevent big disappointments and avoid many unnecessary expenses simply by checking into the zoning laws that govern the property before you buy.

- Make sure zoning regulations permit the activities you want to conduct on your land and prohibit those you'd like to avoid in your area. For example, are you allowed to rent out an apartment over your garage or conduct business out of your home?
- Find out what local laws and building codes could affect your construction plans and what regulatory bodies will have to approve them.
- Have the local building and health inspectors check out the property so getting permits later on won't be a problem.

## Access

The perfect home site is not good if you can't get to it. Make sure there's a good road leading to your land and that it's open all year long. Ask your neighbors about snow removal and the potential for flooding in your area.

## Easements

An easement gives the holder access to another person's property for a specific purpose. If you will need an easement to cross your neighbor's property for such things as power lines, a water source, or a roadway, get it in writing before you finalize your purchase. Be sure to find out what easements from neighbors or local governments cross your property. Utility work, fire prevention, flood control, and other examples of "common good" may be covered. Your real estate agent can help you obtain that information.

## Title Search

A title search is necessary to make sure the property you intend to buy will be yours "free and clear." It will tell you if anyone holds a lien on all or any part of the property, including buildings on the land. Your real estate agent can help you with this, too.

## Survey

There's only one way to legally guarantee that you receive exactly what you expect and what you pay for when you purchase property. Get a detailed and precise professional survey from a licensed surveyor or a registered civil engineer.

## Home Sweet Home

Planning to build on the site? Make sure zoning laws allow you to build as you wish. Enlist the services of a professional architect and builder in the planning.

If you're planning on using the existing home or outbuildings on the site, you'll need to inspect them to make sure they are sound investments. Look past the paint and cosmetics. Hire a professional home inspector to go over the property before the closing. Also, make sure the design of the home fits your lifestyle. Ask yourself if the home suits your fondness for cooking, entertaining, or other activities.

Of course, nothing beats a thorough personal inspection of the property. The next section will help you be aware of what to look for.



# General Inspection Checklist



## Major Mechanical Systems

**Heating** – Look at the age and condition of system, and conduct a room-by-room check of its performance. Ask for copies of bills from the previous heating season.

**Cooling** – Check the age and condition, and do a room-by-room check of its performance. As with the heating system, ask for copies of bills.

**Electrical** – Check the adequacy of service, and number of outlets in each room.

**Plumbing** – Run all faucets, flush all toilets. Do they work properly? Is water pressure adequate? Are there signs of excess mineral content in the water? Check the water heater, too.

**Waste system** – Obtain a service record and details on the condition and capacity of the septic system.

## Interior

**Foundation** – Look for cracks, unevenness, and evidence of leakage or flooding.

**Basement and/or crawl spaces** – Check integrity of walls and floors. Watch for signs of water damage.

**Insulation** – Is the house well insulated? Are there any gaps in major joints?

**Walls, ceilings, and floors** – Watch for water marks, cracks, signs of settling, and rotting.

**Kitchen** – Check out the sink, countertop, and cabinets.

**Bathroom** – Check sink, tub, shower, and toilet for functionality. Look at the floor around the facilities.

## Appliances

Check out the condition and operation of any major appliances that will remain in the house.

## Exterior

**Roof** – Does it appear to be waterproof, with no loose or damaged shingles? Are gutters and downspouts in good condition? How old is the roof? Is there adequate ventilation from the attic?

**Windows & doors** – Do they open and shut easily? Is the caulking sound?

**Stairs and steps** – Are they well constructed? Do they squeak? Are handrails in place?

**Siding** – Is it in good condition? What kind of maintenance will it require?

## Pests

Termites, carpenter ants, rodents, and other pests can do great damage to a home. Signs of their infestation are not always readily apparent. It is a good idea to ask for the most recent pest inspection report or to have the property inspected yourself.

## Environmental Concerns

Check for the presence of asbestos. Test radon levels. Watch for the use of lead paint, especially in older homes.



# Financing Your Dream Home

If everything about the property checks out to your satisfaction, it's time to work out the financing. Explore your options carefully. Traditional sources may not be your best choice for financing a rural lot, home, or small farm.

Farm Credit Services has special expertise in evaluating and financing farms, mini-farms, country homes, and homesites.

## Financing considerations and options

Financing a country home is different than that for a home in the city. For instance, if you are planning on buying acreage and then building a home, determine if you have to finance the land purchase and construction separately. In other words, find out if you must get:

1. A loan to purchase the land.
2. A construction loan to build your home.
3. A mortgage loan for the home itself.

*Farm Credit Services offers one-step financing that can take you through land purchase, construction, and permanent mortgage, without going through the trouble and expense of refinancing.*

If you farm, or intend to farm your new property, that decision could significantly impact the financing options available to you.

Consider the following. Today, most residential loans in the U.S. are financed and resold through a process known as the Secondary Market. This mechanism is very effective for the standard house and the standard lot. But it lacks, and often fails to provide, adequate flexibility and programs for properties with added acres.

## Here are some facts that you are going to discover:

- If your property includes added acres with any farm production, it will be more difficult to obtain financing through a secondary market lender.
- If your property includes any type of farm building or farm enterprise, it will be more difficult to obtain financing through a secondary market lender. Moreover, another lender is not likely to give you any value for that building when the property is appraised. Or, they may ask you to split up the property, financing the house and the land separately—thus, incurring more costs.
- If you have plans to purchase a property and make changes down the road—like tracting off and reselling an acre to one of your children—you'll discover very limited flexibility to do so when your loan is sold into the secondary market.



None of these circumstances is a problem when you work with Farm Credit Services. That is our value. We understand rural property; we value it; we understand changes and why they happen. And most important of all, we keep and service our loans. We do not sell them into a secondary market.

That means, we are there to service your loan when you need us. It means when your son or daughter wants property to build his or her own home, and you want to help, we can respond. It means when you want to take advantage of lower interest rates, we can respond.

Farm Credit Services uniquely offers a "conversion feature." This means a chance for you to get the advantage of a lower interest rate without having to refinance.

## Examining your financing options

Each family's situation is unique, so it will pay for you to examine what financing and repayment options are available to you. Your FCS representative will work with you to determine which options are best for your individual situation.

## Land & Construction Loans

If you're planning on building your home in the country, you may have to obtain special construction financing for the project. In addition to financing the purchase of your homesite, Farm Credit Services can help you go from construction to permanent financing with one simple, clean loan package.

You can get the money you need for building and, when the construction's done, you'll have the permanent loan you need too. No need to pay double fees.

## Our construction program offers attractive features:

- No escrow requirements.
- No requirement for costly Private Mortgage Insurance.
- We allow value of land to serve as down payment.
- Self-contracted projects allowed (when experience is demonstrated).
- Fixed- and convertible-rate loan programs.
- Log-home and modular financing available.

Farm Credit Services provides the flexibility and personal service you need, from someone who understands country living.

# Home Lending Made Easy

For whatever type of home financing you need, Farm Credit offers quick service on your application, streamlined information needs, speedy approvals, and fast closings. Each of our home loan processes is governed by the size of your loan request. For example:

## My loan is less than \$150,000.

If your loan amount (not your purchase amount) is \$150,000 or less, you will experience one of the fastest application, approval, and closing processes in the entire industry.

Your loan application information is gathered in just a few minutes, or you can fax it to us, and within the same day we will provide a loan decision. We will use this information to develop a credit score and establish the basis for a loan approval. We don't need your taxes, or other long, involved financial documents. However, we will complete a credit check and do an appraisal of the property. Most of the time, we ask that you pay the fee up front for the appraisal of the property. Loan closing can be as quick as 5–7 business days away. That's almost unheard of in the home lending business, but it happens regularly at Farm Credit Services.

## My loan is over \$150,000.

For larger loans, the process requires a bit more detail. You will be asked to provide information that is typically collected by the mortgage industry's standard Fannie Mae 1003 application. But don't be intimidated by those terms. Basically, we ask you to tell us about your work history and income, the property, your financial obligations, and your assets. We will ask for tax information, verification of your employment, and documents that verify assets; and we will complete a credit check and an appraisal of the property.



Generally, FCS applies lending ratio guidelines of 28/36% to make loan decisions. Here's what that means. On the first rule, no more than 28% of your monthly income is required to cover the principal, interest, taxes, and insurance on your home (this is often referred to as the PITI ratio). The second key ratio suggests that no more than 36% of your income should be required to cover all your monthly debt obligations. This ratio is called the TMO (total monthly obligations) and considers your home payments along with payments on vehicles, installment debt, credit cards, etc.

While it may take a bit more time for processing, we usually provide a loan decision within 24 hours on loans over \$150,000, and move to a closing as quickly and as conveniently as possible to you.

The speed of getting a loan approved and closed is often directly related to your providing good records. It's important when borrowing larger sums to have your pay stubs, W2 statements, bank statements, taxes, and other key financial papers organized. A little organization on the front end saves so much time and reduces the frustration of having to submit more documents as the process develops.

### Special Types of Loans

The application and approval process is similar for all loans, but there are some unique situations that you want to be aware of. And being prepared will make it all go much faster. Here are a few things to remember:



### Construction Loans

When you seek a construction loan, FCS will ask for a copy of your building contract and specifications. For your protection, we only work with reputable contractors. On every construction loan, there are 3 important parties that need to understand clearly what is going to happen—yourself, your lender, and your contractor.

### Self-Contracting

We are one of few lenders who allow you to be a self-contractor of your home. This means you can save money on a building project because you are providing equity in your labor. However, for your protection and ours, we will require a detailed plan and prior experience or knowledge of home trades.

### Farm Income

Having some farm income is a wonderful thing at Farm Credit Services. It's important to you and to us because it establishes both the type and the value of the home loan we can provide to you. If you already have farm income, providing a copy of your Schedule F tax form is necessary with your application. If you don't have farm income, but are purchasing a property that will have farm income, we will ask you to sign a form that expresses your intent to farm. To qualify as a part-time farmer requires just \$500 of farm income.

### No Mumbo Jumbo

Many times when you are financing a home with a large number of acres, the price of that transaction is going to be sizeable. That's another occasion to look at Farm Credit Services for a benefit and savings. Traditional lenders—using secondary market underwriting—often assess a “Jumbo” price on larger loans. This means they commonly add .125 to .250% to the loan rate because your loan is over a certain size. For example, if your loan amount is \$350,000 even at the lower end of the add-on rate in secondary markets, you'd be paying almost \$450 more annually (based on only a .125% adjustment). **At Farm Credit, we don't do that.** Regardless of size, your loan rate is based on our standard table. There are no add-ons.



## More About Mortgage Loans

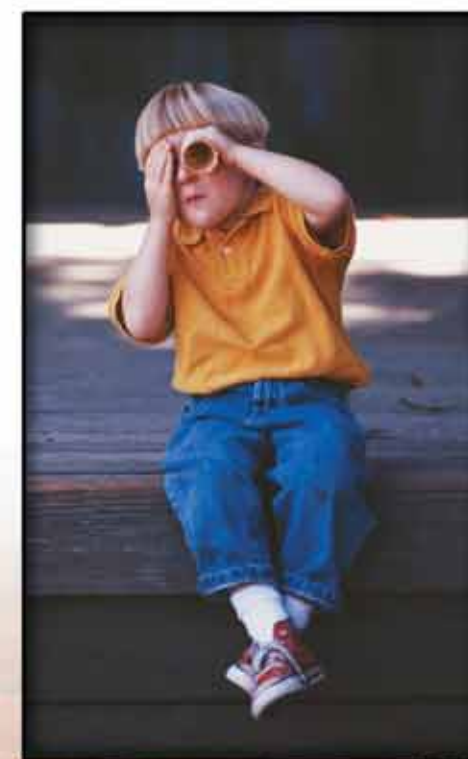
Most mortgage lenders offer an array of products that feature different types/durations of fixed-rate loans at different prices. The buyer has a choice of selecting between total security or less security. The payoff or advantage is that typically, the shorter the fixed rate period, the greater the savings to the customer. On the other hand, the advantage of a fully fixed rate is that you never have to worry about your cost going up.

Here is a look at 3 different types of mortgages offered by Farm Credit Services and their benefits:

### Mid-length Convertible Products

These products include our 3/30, 5/30, 10/30, and 15/30 Convertible loans. The first number in the description indicates the initial fixed rate period that's available on the loan. For example, with a 5/30 product, your loan rate is fixed for 60 months, then changes to a 1-year indexed price. But, the length of the loan can be up to 30 years. This enables your loan payment to be lower, and it assures you never have to refinance the loan. The same is true for the other loan products, only the initial fixed-rate period is longer (10 or 15 years).

These loan products fit many customers extremely well because they can enjoy the savings of a lower initial rate compared to 20- or 30-year fixed-rate loans. Additionally, national statistics indicate most mortgage loans never last beyond 7 years. This means by the time many loans have reached the end of their fixed period, the customer has often changed directions (either purchased a new home, or taken advantage of a lower rate, or even paid off the loan early). One of the real advantages to this product is the option to convert rather than refinance a loan. For example, don't have to move to a 1-year pricing at the end of the first fixed period. You could choose between a number of longer, fixed-rate options.



### Fixed-Rate Loans

These are the traditional 10-, 15-, 20-, 25-, or 30-year mortgages that charge a fixed interest rate throughout the life of the loan. The primary advantage of this type of loan is that you are protected against rising interest rates, though you will be paying slightly more interest than you would in the initial period of a variable-rate loan. If interest rates should drop significantly in the future, you may be able to refinance or convert to a lower-interest loan.

### Shorter Adjustable-Rate Loans

Farm Credit Services offers two products that feature very short fixed-pricing periods. They include a 30-day variable rate that can change up or down each month.

This loan can be advantageous when you're making a shorter-term financing decision. For example, suppose you desire to finance a lot and build a year later. You might benefit from the low rate on a 30-day variable product because you're going to finance a construction loan later. If market rates are very low, such a loan could save money compared to 15- or 20-year fixed-rate financing.

Another more commonly used product is our 1-year Convertible rate mortgage. This loan features a fixed rate for 12-months which re-prices annually, based upon a predetermined index. There is also a limit (called a “cap”) on how much your interest rate can rise each adjustment, as well as a cap on how much it can rise over the life of the loan.

With both products (30-day or 1-year), your loan term can still be anywhere from 5-30 years — your choice based upon your repayment needs.

As with our other loan products, FCS also offers a “Conversion” option. If you select a 30-day or 1-year loan, you can always option to convert to a longer-term fixed-rate product.



## Other Considerations

Because most residential loans are sold into a secondary market, there are often limits on what the lender will and can do as the loan ages and as your needs change. Farm Credit Services' decision to keep and service its loans gives us and our customers flexibility.

### For example:

#### Loans are assumable

This isn't often thought of as an advantage at the outset of a loan, but it can be very valuable should you decide to sell your home. Farm Credit loans are assumable by qualified parties. This means a new buyer could assume your mortgage (perhaps at a favorable rate compared to current market rates). This option could make your property easier to sell in the future.

#### Advance payment options

Many lenders promote their "twice a month" payment plans as a way to reduce the cost of borrowing money on a home. We allow you to pay extra any time, in any amount, to reduce the overall cost of your loan. You can also take advantage of our Funds Held account.

Extra funds go into a future-payment account that provides an interest credit to you at a favorable market rate. Future mortgage payments are then withdrawn from the account whenever necessary. It's a convenient "rainy day" feature.

#### Rate lock-in protection

When you apply for a loan, you also have an option to lock in the rate during the closing and negotiation process. This protects you from rising interest rates before the closing of your loan. Think about it like rate protection insurance that you buy, then get the money back if you close the loan. Here's how it works:

- You pay 1.25% of the loan amount (depending on your loan product) to freeze the rate for 45-days. And you get your lock-in fee back when the loan closes.
- When rates go down, you also have the option of forfeiting your original lock-in fee and taking a new, lower rate. The decision is yours. If the dollars and cents add up, make the call. (Many lenders let you lock in your rate for 45- or 60-days. But once locked, you're locked. They don't allow you to take advantage of a lower rate without starting the financing process all over again.)

#### Conversion

This is the feature that few other lenders offer. It's truly *the Farm Credit Services unique advantage*. Conversion means that you are allowed to switch from a higher-rate loan to one with a lower rate when market conditions are favorable. For example, in 2001, FCS allowed over 15,000 customers to take advantage of falling interest rates through conversions. This move saved them over \$25 million in future interest expense. It may sound unheard of in the business to have your lender call and offer you a lower rate to save money. But that's what we do. Ask some of our customers.

### Here are some rules that we do follow on conversions:

- You cannot convert within the first 365 days of your loan without a penalty. If you do, a 1.25% penalty applies. However, you can pay that penalty and convert if you wish. And sometimes that can save money.
- We will charge a fee to process the work involved in a conversion. Usually, the fee is far, far less than the cost of refinancing. All our fees are based upon the particular state and office where you do business.
- You never have to convert any loan at all. It only makes sense when it saves you money or offers you additional interest rate security.

## Don't Be Afraid To Ask

Financing a home in the country can seem very complicated. So don't hesitate to ask your loan officer to meet with you to answer questions, explain options and help determine your financial needs. Farm Credit Services staff will meet you at a time and place most convenient for you, and can even take your loan application on the spot.

### Help in planning ahead

You can use the following table to estimate your principal and interest payment.

### Monthly Principal & Interest Payment Per \$1,000 of Loan Amount

Interest Rate	15 Years	20 Years	25 Years	30 Years
4%	\$7.39	\$6.06	\$5.28	\$4.77
4.5%	\$7.65	\$6.32	\$5.56	\$5.06
5.0%	\$7.91	\$6.60	\$5.58	\$5.37
5.5%	\$8.17	\$6.88	\$6.14	\$5.68
6.0%	\$8.44	\$7.16	\$6.44	\$6.00
6.5%	\$8.71	\$7.46	\$6.75	\$6.32
7.0%	\$8.99	\$7.75	\$7.07	\$6.65
7.5%	\$9.27	\$8.06	\$7.39	\$6.99
8.0%	\$9.56	\$8.37	\$7.72	\$7.34
8.5%	\$9.85	\$8.68	\$8.05	\$7.69
9.0%	\$10.15	\$9.00	\$8.39	\$8.05
9.5%	\$10.45	\$9.33	\$8.74	\$8.41
10.0%	\$10.75	\$9.66	\$9.09	\$8.78

### Estimating Your Total Monthly Payment

Use this form to estimate your approximate monthly loan payment.

1. Home Purchase Price \$ \_\_\_\_\_
2. Less Down Payment \$ \_\_\_\_\_  
Loan Amount (1 - 2) \$ \_\_\_\_\_
3. Total Monthly Principal & Interest Payment (From Table Above) \$ \_\_\_\_\_



## Connect with Farm Credit Services online ... what could be more convenient?

We are always searching for ways to make it easier for you to make your dream of country living come true. So we've made it easy to connect with Farm Credit Services over the Internet.

FCS has taken a common-sense approach to Websites and made ours quick and easy to navigate. Now you can go online to:

- Access your account 24 hours a day.
- Check your account balance.
- Transfer funds or make payments.
- Get the latest news on FCS services.
- Link to other helpful sites on rural living.

### On our easy-to-use Website, you can also check your:

- Loan amounts.
- Accrued interest.
- Available credit.
- Last payment amount and date.
- Next payment amount and date.
- Year-to-date interest paid.
- Previous year's interest paid.

### Convenient. Flexible. Secure.

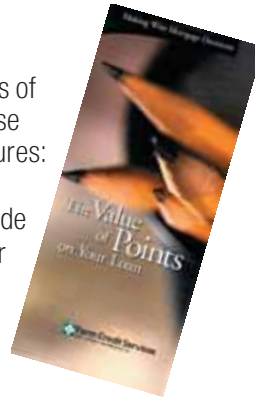
At the Farm Credit Services Website, you have quick, convenient, and secure access to your account and all FCS services.

**To do all this and more, simply log onto:  
e-farmcredit.com**

### More information to help you

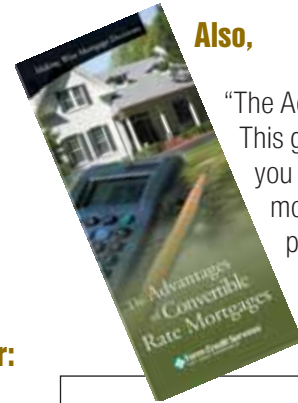
Farm Credit Services offers 2 companion pieces of literature that can offer more tips on making wise Mortgage Decisions. Call or write for our brochures:

"The Value of Points on Your Loan" – This is a guide to why and when it makes sense to pay a lender points when financing your loan. We offer a detailed discussion and example of how points can save money.



### Also,

"The Advantages of Convertible Rate Mortgages" – This guide discusses in detail the factors you will want to consider in selecting a mortgage loan. For example, how long does my plan to stay in this home factor in a good mortgage decision? We explore this and many other questions.



## Mortgage Resources to Brokers and Mortgage Bankers

Farm Credit Services works with hundreds of mortgage brokers and mortgage bankers across Indiana, Ohio, Kentucky, and Tennessee to connect customers to our programs and products. We can work with you. Call us, or visit our Website to find a local FCS representative.

Mortgage brokers and mortgage bankers have found three of our programs to be particularly attractive. These include our residential loans on larger acreages, our one-step construction loans, and our bare land homesite loans. We also provide financing for log homes and modular homes (from approved manufacturers). And of course, we always do farm loans.



## New: Country Line

### The equity loan for part-time farmers

As a part-time farmer, you have special needs other folks, and other lenders, may not understand. This might be a new tractor for your farm. Feed for your livestock. A new barn. Or even a new addition to your home. We understand those needs at Farm Credit Services of Mid-America. That's why we offer Country Line—a convenient equity loan designed especially for part-time farmers.

With Country Line, you get all the features you'd expect from an equity loan, like an open line of credit and quick access to funds. And your interest payments may be tax-deductible.

In addition, Country Line offers the kind of flexibility that fits a part-time farmer's lifestyle. There are no closing costs or application fees. Loan decisions are made quickly. And you have the option to make interest-only payments. As you'd expect with any Farm Credit loan, our rates are among the most competitive available anywhere.

If you're a part-time farmer, call or stop by your local Farm Credit office and let us put a Country Line equity loan to work for you.



• **24-hour account service available at e-farmcredit.com**

• **Call us from anywhere toll-free 1-800-444-3276**

