



ARE YOU SEEKING TO PURCHASE LAND AT AUCTION?



Buying rural property and farms at auction is still one of the most common practices for the exchange of land in the country. But if you are unfamiliar to the auction process, it might be wise to work with a lender which can help guide you through what can look mysterious and intimidating.

Auctions often involve multiple sales of a property to assure the highest price to the seller. At many auctions, the firm selling the property will frequently divide it into multiple tracts, re-selling it in different configurations until the top price is netted. Many auction firms also include a buyer's premium; a percentage that you, as the new property owner are obligated to pay for the sale.

BE THERE WITH CONFIDENCE

Different areas have different auction practices, so it can help to work with a lender which understands the local market conditions. One of the most important things you can take to an auction is "pre-approved" financing. With that, the auction company knows you are a serious bidder – one that can execute the purchase of the property.

One of the worst nightmares for the auctioneer is a failed sale due a bidder's inability to get financing. Auctioneers look for Farm Credit Services at their sales; they then know they have qualified bidders and know that FCS will help its customers through the entire sales process.

HOW CAN WE HELP?

If you are considering purchasing farmland or a homesite at auction, then look to Farm Credit Services for all of these valuable tools:

- Free pre-approval with no obligations
- Plus, your approval is usually good for up to 6 months; if unsuccessful at one auction, you do not have to requalify when another opportunity arises.
- Knowledgeable Farm Credit Services staff who regularly attend auctions and can help you with the process.
- FCS and many auction companies have long term, respected, professional relationships. (We have no transactions with auction companies, we pay no referrals, we remain completely independent of the sale. Our involvement is strictly with our customers for their financing.)

Additionally, you will find all of the following :

- A choice of fixed or adjustable rates.
- Long term financing up to 25 and sometimes 30 years.
- Farm and homesite programs.
- You can also use equity in a current property to serve as a down payment.
- Quick pre-approvals and prompt follow up and closings.

Finally, our website – www.e-farmcredit.com – is a very convenient service we offer to those interested in purchasing rural property. You can browse farms and rural properties listed for sale in our four states and around the country.



Farm Credit Services
OF MID-AMERICA

1-800-444-FARM
www.e-farmcredit.com

