UNDERWRITING GRID

For Ag Real Estate - NonFacility loans

Please feel free to contact us at 800-682-4578 for rate quotes or with questions.

Criteria	OTS Term			OTS RLOC	Full Underwrite	
					Real Estate Term loan	**RLOC**
CDRC - repayment ability	Info from app is considered - depends on credit			Info from app is considered - depends on credit	≥ 125%	≥ 125%
Proforma Current Ratio	Info from app is considered - depends on credit			Info from app is considered - depends on credit	≥ 1.25	≥ 1.25
Property Debt Coverage	NA	NA	NA	NA	see below [3]	
Proforma Owner's Equity	≥ 50% typically, but possibly down to ≥ 40%	≥ 50% typical, but possibly down to ≥ 40%	≥ 50%	≥ 50%	≥ 50% typical for farmer, but possibly down to ≥ 40% for strong wage earner	≥ 50%
Minimum Loan Size	$50,000	$500,001	$2,500,001	$100,000	$50,000	$100,000
Maximum Loan Size	**$500,000**	**$2,500,000**	**$5,000,000**	**$1,000,000**	Each request will be reviewed to determine maximum.	
Maximum LTV	75%	70%	65%	**50%**	65% typical for farmer, but possibly up to 75% [4]	50%
Improvement value must be less than ___ of appraised value:	Typically 50%, limits may apply for highly improved, and the term/am may be tied to Remaining Economic Life of the improvements			Improvements (exc. Irrig) will not be counted toward LTV calculation	Typical 50%	Improvements (exc. Irrig) will not be counted toward LTV calculation
Minimum Credit Score	About 700+ for one borrower (see below) [1]				Typical 700+	
Term in Years	up to 30 years			up to 30 yrs [5]	up to 30 years	up to 30 yrs [5]
Amortization	up to 30 yrs (no balloons)			up to 25 yrs [5]	up to 30 years (no balloons)	up to 25 yrs [5]
Cashout Limitation	No Cashout limitation up to $1.0Million TLO at AA. Cashout requests over $1.0Million are limited to 25% of transaction [2]				Any use of funds limitations will be determined once the customer farming status is identified [2]	
Other	**Evaluations** are available for loans up to a cumulative $1,000,000 at AA with minimal improvements. These are completed by FD and we need adequate comparables to prepare it (so not all may be eligible).					
	[1] Credit bureau does not need to be provided with OTS ~ it will be pulled upon submission to us. If any recent late pays or judgements, collections, bankruptcy, etc (even if paid), we may need to consider other options. Below 700 score has lower chance of approval.				[3] PDC can be very important to understand the property's ability to service debt, and may apply to some requests. While the target is typically ≥ 0.80%, there may be exceptions made by the investor, and each request will be reviewed on a case-by-case basis.	
	[2] AA defines Cashout to be any debt that is not RE, so eqmt/int. loans and LOC paydowns, etc. are considered Cashout in their terminology. OTS is not intended for struggling operations normally.				[4] The LTV up to 75% is primarily available for Non-Ag Dependent producers. Please inquire for details.	Projection must show RLOC repmt over max 20 yr
	* Maximum loan amount of $5.0 million per borrower (cumulative OTS).					[5] Term = Revolving draw period + amortization
	** Scored individuals must sign the Promissory Note individually as a primary borrower or co-maker. This includes entity loans.					
Items needed for approval:	Completed & signed application/authorization				Completed & signed application/authorization	
	[1] Notify us who should be the lead borrower (1 individual) with the best credit bureau; **provide** UCC searches also				Credit bureaus & UCC searches should be provided to us	
	Recent balance sheet (within 18 mos)				Current balance sheet w/ verifications & proforma	
	Brief understanding of request				Full narrative	
	Most recent tax return				Most recent 3 yrs tax returns w/ current wage verifications	
					Most recent 4 year-end bal sheets (plus current balance sheet)	
					Projected income/expense statement	
REV 2025-08	Additional details, comments, records, etc., may be requested to understand & support the historical and/or projected data.					

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Criteria	AgXpress			Fast Track - choice pricing	Full Underwrite			
					Row crop & cow/calf		AgAssist	RLOC
	Standard pricing *	Choice pricing	Standard pricing *		Standard pricing *	Choice pricing	Standard pricing	Standard pricing
Proforma TDC - repmt	Info from app is considered - depends on credit			≥ 1.00 [6]	≥ 1.25 for 60% LTV OR ≥ 1.50 for 70% LTV	≥ 1.50	≥ 1.10	≥ 1.35 after 3% rate shock
Proforma Current Ratio	Info from app is considered - depends on credit			≥ 1.00	≥ 1.25	≥ 1.50	≥ 1.00	≥ 1.25
Property Debt Coverage	NA			NA	see below [9]		see below [9]	
Proforma Owner's Equity	≥ 50% typically, but possibly down to ≥ 40%			≥ 60%	≥ 50%	≥ 60%	≥ 40%	≥ 50%
Minimum Loan Size	$1			$1	$1	$1	$1	$100,000
Maximum Loan Size	**$1,500,000**	**$3,000,000**	**$5,000,000**	**$3,000,000**	Depends on acres & borrowers cumulative balance (up to $50 million)		Depends on acres & borrowers cumulative balance	
Maximum LTV	70% (see details below) [7]	55% (see details below) [7]	65% (see details below) [7]	55%	60% LTV when TDC ≥ 1.25 OR 70% LTV when TDC ≥ 1.50	60%	45% LTV with FMAC; combined up to 85%	50%
Improvement value must be less than ___ of appraised value:	[7] The LTV calculation will be based off of the bare land value for AgXpress, + irrigation items, + homes up to $750K, and + other ag improvements up to 25% of total appraised value.			40%	60%	60%	40-60%; will depend on situation	Improvements (exc. Irrig) will not be counted toward LTV calculation
Minimum Credit Score	about 700-720 for all borrowers [8]			720 for all borrowers	Typically 680 for all borrowers		Typically 680 for all borrowers	
Term in Years	up to 30 yrs			up to 30 yrs	up to 30 yrs		up to 30 yrs	up to 30 yrs [5]
Amortization	up to 30 yrs (some balloons available)			up to 30 yrs (some balloons available)	up to 30 years (some balloons possible)		up to 30 yrs (some balloons possible)	up to 25 yrs [5]
Cashout Limitation	No limitation on use of funds		For loans $3.0MM to $5.0MM, Cashout limitation is $1.0MM [10]	No limitation on use of funds	≤ 10% [10]		No limitation on use of funds	Funds must be used for Ag or Business purpose
Other	**Evaluations are available** for loans up to a cumulative $1,000,000 at FMAC with minimal improvements. These are completed by FD and we need adequate comparables to prepare it (so not all may be eligible).							
	[8] Credit bureau <u>does not</u> need to be provided with AgXpress ~ it will be pulled upon submission to us. If any recent late pays or judgements, collections, bankruptcy, etc (even if paid), we may need to consider other options.			[6] Proforma payments are applied to the historical 2-year average cash available to calculate TDC.	[10] ***FMAC has*** ***defined Cashout*** ***to be non-business items, non-business debt, closing costs and cash going directly to the borrower.*** Existing business debts (oper. Loans, eqmt loans etc.) are not considered part of the Cashout. If more than 10% cashout is requested, the max LTV is 60% and max 15 yr amortization.		1st lien with FMAC, with 2nd lien required by FD/FSA/govt agency 2nd lien loan must constitute ≥ 25% of the gross loan balance	Projection must show RLOC repmt over term of loan [5] Term = Revolving draw period + amortization
	Payment Frequency: Semi-Annual (+0), Quarterly (+0), or Monthly (-5); *or request Annual (+15bp)*				**Payment Frequency**: Semi-Annual (+0), Quarterly (+0), Monthly (-5), or Annual (+15bp)			
	Owner(s) of the land must be borrowers…. but we can always ask!				[9] PDC can be very important to understand the property's ability to service debt, though it <u>is not required</u>. If PDC is very good, it may be considered as an enhancement, and each request will be reviewed on a case-by-case basis.			
	Max aggregate AgXpress exposure: $5,000,000; Max aggregate FMAC exposure: $7,000,000. If over these amounts, a Full Underwrite is required.							
Items needed for approval:	Completed & signed application/authorization			Completed & signed application/authorization	Completed & signed application/authorization			
	UCC Searches should be provided to us			Credit bureau & UCC searches should be provided to us (dated within 90 days of submission)	Credit bureaus & UCC searches should be provided to us (dated within 90 days of submission)			
	Recent balance sheet (prefer within 6 mos)			Current balance sheet w/ verifications, dated within 6 mos of submission, and proforma balance sheet	Current balance sheet w/ verifications, dated preferably within 6 mos of submission, and proforma balance sheet			
	Brief understanding of request			Brief narrative	Full narrative			
	For loans up to $1.5MM, most recent tax return.	For loans $1.5MM+, most recent 2 yrs tax returns		Most recent 2 yrs tax returns w/ recent wage verifications	Most recent 3 yrs tax returns w/ current wage verifications			
					Most recent 4 year-end bal sheets (plus current balance sheet noted above)			
					Projected income/expense statement			

Additional details, comments, records, etc., may be requested to understand & support the historical and/or projected data.