



Accelerating Rural Opportunities

FARM & RANCH AGXPRESSSM

ELIGIBILITY GUIDE

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AGXPRESS

ELIGIBILITY GUIDE

UNDERSTANDING ELIGIBILITY

WHERE DO I BEGIN?

STEP 1

Review the eligibility parameters, definitions, and examples below.

STEP 2

Download the AgXpress Calculator for a hands-on estimate.

STEP 3

Begin an AgXpress application or contact Farmer Mac with questions.

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ELIGIBILITY PARAMETERS¹

TOTAL AGXPRESS EXPOSURE	\$0 - \$1.5 Million	> \$1.5 Million - \$3 Million	> \$3 Million - \$5 Million
MAXIMUM AGGREGATE AGXPRESS EXPOSURE ²		\$5 Million	
MAXIMUM AGGREGATE FARMER MAC EXPOSURE ³		\$7 Million	
MAXIMUM LOAN-TO-VALUE	70%	65%	65%
MAXIMUM RESIDENTIAL PROPERTY CONTRIBUTION		\$750,000	
MAXIMUM STRUCTURAL IMPROVEMENT CONTRIBUTION		Capped at 25% of Total Collateral Value	
USE OF FUNDS FOR CASH OUT ⁴	No Limitation	No Limitation	\$1 Million
COLLATERAL TYPE LIMITATIONS	No Permanent Plantings if LTV > 65%	No Limitation	No Permanent Plantings
PRICING	Choice for LTV ≤ 55% Standard for LTV > 55%	Choice for LTV ≤ 55% Standard for LTV > 55%	Standard
DOCUMENTS REQUIRED FOR CREDIT APPROVAL ⁵	• Completed loan application	• Completed loan application • Two years of tax returns on all applicants	• Completed loan application • Two years of tax returns on all applicants

¹ Refer to the Farm & Ranch Underwriting Matrix for requests that fall outside of these parameters.

² Total aggregate exposure is limited to \$5 million in any combination of AgXpress loans.

³ Once a borrower reaches \$7 million in total exposure, all loans beyond that must be Full Underwrite.

⁴ Limit will be based on total aggregate AgXpress loan exposure and not the individual loan. Refer to the Seller Servicer Guide (SSG) Chapter 202.5 for the definition of Cash Out. Refer Chapter 209 for AgXpress Cash Out parameters.

⁵ Additional information may be requested at Farmer Mac's discretion.

Does your loan fall outside of the AgXpress parameters?

Please refer to the Farm & Ranch Underwriting Matrix in the Resource Library to see additional underwriting options, including our standard Full Underwrite.

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ELIGIBILITY GUIDE (CONTINUED)

DID YOU KNOW...

- All title holders must be applicants. Additional non-title holders may be applicants, as well.
- Trusts must include an eligible co-borrower and a personal guarantee.
- Highest and best use must be agriculture.
- Farmer Mac's general underwriting guidelines apply.
- All fixed and variable product options are offered; however, revolving lines of credit are ineligible.
- Monthly, quarterly, and semi-annual payment frequencies are available.
- Recommended minimum consumer credit score for all applicants is 720, though not an absolute indicator for approval.
- All applicants must sign and date the application before a credit request can proceed.
- Farmer Mac will pull a consumer credit report (TransUnion) and, if applicable, a commercial credit report (Dun & Bradstreet).
- A credit decision can be made within one business day. If approved, follow the standard process for appraisal, title, rate lock, closing, and purchase activities.

LET'S TALK COLLATERAL

When considering total eligible collateral value, it looks like this:

BARE LAND

Value of bare land + permanent plantings* + irrigation

DWELLING/RESIDENCES

Any dwelling/residence that has value (unoccupied, owner, and non-owner occupied is acceptable)

STRUCTURAL IMPROVEMENTS

Agricultural improvements solely used for agricultural commodities**

* Permanent plantings are only eligible for certain loan sizes and LTV.

** Common agricultural improvements include barns, outbuildings, grain storage or silos, etc. Highly specialized agricultural improvements, such as livestock confinement, feedlots, equestrian facilities, greenhouses, packing facilities, storage units (including cold storage), first-level processing facilities, hog nurseries, farrow to finish units, and grow-out facilities (hog and poultry), can be considered for inclusion but may require additional review.

AGXPRESS EXAMPLES

Explore the following examples, which illustrate AgXpress in action!

Typical 80-Acre Homestead



DETAILS	Description	Appraised Value	Lendable Value
Acres:	Estimated Bare Land	\$960,000	\$960,000
House:	Dwelling ¹	\$500,000	\$500,000
Grain Storage:	Improvements ²	\$250,000	\$250,000
Barn:	Subtotal	\$1,710,000	\$1,710,000

70% LTV on Lendable Value: \$1,197,000

¹ Up to \$750,000

² Not to exceed 25% total appraised value



Hands-on Helper!

Download the [AgXpress Calculator](#) to estimate total collateral value and loan limits, located within the [Resource Library](#) at [eFarmerMac.com](#).

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ELIGIBILITY GUIDE (CONTINUED)

480-Acre Farm with Large House



DETAILS	Description	Appraised Value	Lendable Value
Acres:	Estimated Bare Land	\$6,240,000	\$6,240,000
House:	Dwelling ¹	\$1,250,000	\$750,000
Grain Storage:	Improvements ²	\$250,000	\$250,000
Barn:	Subtotal	\$7,740,000	\$7,240,000

65% LTV on Lendable Value: \$4,706,000

¹ Up to \$750,000

² Not to exceed 25% total appraised value

Farm with Significant Improvements



DETAILS	Description	Appraised Value	Lendable Value
Acres:	Estimated Bare Land	\$1,920,000	\$1,920,000
House:	Dwelling ¹	\$500,000	\$500,000
Grain Storage:	Improvements ²	\$1,250,000	\$917,500
Hog Finishing Barn:	Subtotal	\$3,670,000	\$3,337,500

65% LTV on Lendable Value: \$2,169,375

¹ Up to \$750,000

² Not to exceed 25% total appraised value

230-Acre Vineyard



DETAILS	Description	Appraised Value	Lendable Value
Acres:	Estimated Bare Land	\$4,600,000	\$4,600,000
	Subtotal	\$4,600,000	\$4,600,000

65% LTV on Lendable Value (less than \$3 Million): \$2,990,000



Hands-on Helper!

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