



ADVERTISING

1. Regular sale. Advertising is an essential marketing tool in sales by FmHA personnel. Advertising will be accomplished by the appropriate servicing official in accordance with \$1955.146 of this Instruction. Full and extensive use of advertising is recommended with the servicing official having the discretion to develop creative and eye-appealing advertisements consistent with the real estate market and the applicable portions of this regulation governing the sale of the applicable type property. Examples of advertisements of SFH and FP properties are as follows:



**Investment Buy
of the Month**
Price Slashed!



1965 Della Street
Anytown, USA

Minimum Price: \$25,000


This attractive frame house offers tremendous potential for the handyman who is looking for a great house at a great price!

Financing available on excellent terms.

5% down, 10 year, 10.5% APR to nonoccupant/investors
2% down, 30 year term, 10.5% APR to owner/occupants.

All rates and terms are subject to change without notice.

Contact FmHA at 123-4567 or our Exclusive Broker "Ace Realty" at 123-9876.



EQUAL HOUSING
OPPORTUNITY



Home of the Week

Price Slashed!



82 Town Street
Anytown, USA

Minimum Price: ~~\$34,800~~ \$30,600

This charming 3 bedroom, 1 1/2 bath cape cod is located in an attractive neighborhood close to town. This home has been repainted throughout, is in excellent condition and has new carpeting and appliances.

Financing Available

To qualified FmHA program applicants: Nothing down, 33/38 year financing, 10% APR with interest credit subsidy available.

To Nonprogram Applicants: 5% down, 10 year term, 10.5% APR to nonoccupant/investors

2% down, 30 year term, 10.5% APR to owner/occupants.

All Rates and terms are subject to change without notice.

Contact your local FmHA Office at 123-4567 or any real estate broker.





Attractive FmHA Homes for Sale



440 Lois Lane
Anytown, USA
Minimum Price: \$32,000



456 Della Street
Anytown, USA
Minimum Price: \$29,000



1900 Apple Way
Anytown, USA
Minimum Price: \$35,000



2024 Easy Street
Anytown, USA
Minimum Price: \$33,500

Financing Available on Excellent Terms!!

To qualified FmHA program
applicants:
Nothing down, 33/38 year financing,
10% APR with interest credit
subsidy available.

To Nonprogram Applicants:
5% down, 10 year term, 10.5%
APR to nonoccupant/investors
2% down, 30 year term, 10.5%
APR to owner/occupants.

All rates and terms are subject to
change without notice.

Contact your local FmHA Office at
123-4567 or any real estate broker.



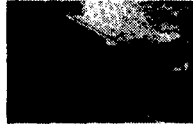
FmHA
FARMERS HOME
ADMINISTRATION

**Homes
Priced to Sell**



456 Della Street
Anytown, USA
Minimum Price: \$29,900

Price Slashed!



1965 Pine Street
Anytown, USA
Minimum Price: ~~\$33,800~~ \$30,150

Price Slashed!



2024 Easy Street
Anytown, USA
Minimum Price: \$33,500



114 Maple Street
Anytown, USA
Minimum Price: ~~\$31,900~~ \$27,900

See
Note Below

Financing Available on Excellent Terms

To qualified FmHA program applicants:
Nothing down, 33/38 year financing, 10% APR
with interest credit subsidy available.

To Nonprogram Applicants:
5% down, 10 year term, 10.5% APR to
nonoccupant/investors
2% down, 30 year term, 10.5% APR to owner/
occupants.


All Rates and Terms are Subject to Change
Without Notice.

Contact your local FmHA Office at 123-4567 or
any real estate broker.

**Note on 114 Maple Street
Available for cash or
Nonprogram Terms Only**

This property contains a dwelling unit which
FmHA has deemed inadequate for residential
occupancy. The Quitclaim Deed by which the
property will be conveyed will contain a cove-
nant restricting the residential unit on the
property from being used for residential occu-
pancy until the dwelling is repaired, renovated
or razed. This restriction is imposed pursuant
to section 510(e) of the Housing Act of 1949,
as amended, 42 U.S.C 1480. Contact FmHA
or any realtor for a list of items which must be
repaired/renovated.





Investment Properties for Sale

1955 Lois Lane
Anytown USA
Minimum Price \$22,000


114 Maple Street
Anytown, USA
Minimum Price \$17,500
See note below

Financing Available
To Nonprogram Applicants.
5% down, 10 year term, 10.5% APR to
nonoccupant/investors
2% down, 30 year term, 10.5% APR to
owner/occupants

**ALL RATES AND TERMS ARE SUBJECT TO
CHANGE WITHOUT NOTICE.**

Note: The property located
at 114 Maple Street contains
a dwelling unit which USDA has
deemed inadequate for residential
occupancy. The Quit-claim Deed
by which the property will be
conveyed will contain a covenant
restricting the residential unit
on the property from being used
for residential occupancy until
the dwelling is repaired,
renovated or razed. This
restriction is imposed pursuant
to section 510(e) of the Housing
Act of 1949, as amended,
42 U.S.C.1480. Contact USDA or
any realtor for a list of items
which must be repaired/
renovated.

Contact your local USDA Office
at 123-4567 or any real estate
broker.



EQUAL HOUSING
OPPORTUNITY

FSA
FARM SERVICE
AGENCY

Farm for Sale

[250 Acre Dairy Farm - Includes an attractive 3 bedroom house, 145 tillable acres with balance in pasture and woods, 100' dairy barn with 60 comfort stalls, pipeline milking system, 20' x 60' machinery shed. Priced to sell at \$190,000]

The property is being offered for sale to those individuals who are considered to be qualified beginning farmers or ranchers by the Farm Service Agency (FSA). Qualified beginning farmers or ranchers must be in need of FSA credit assistance either in the form of direct FSA financing, an FSA guaranteed loan or a participation loan. For other requirements and information on how to qualify as a beginning farmer or rancher, you may contact your local FSA office.

The Sale may be subject to conservation easement deed restrictions. If applicable, they will restrict the purchaser's use of the wetlands, floodplains and other special areas of the property. Also, the purchaser may be required to comply with the conditions of a Natural Resources Conservation Service conservation plan. The property may also contain wetlands that are not protected with a conservation easement that will be subject to other environmental laws such as Section 404 of the Clean Water Act and highly erodible land and wetland provisions of the Federal Agriculture Improvement and Reform Act of 1996.

[The property is contaminated with hazardous waste substances, however, special language will be included in the deed that provides for cleanup of the property by the U.S. Government. Further information is available at the local FSA office concerning the hazardous waste contamination.]

Financing may be available subject to the availability of funds. If financing is not available at the time of sale, the selected applicant will be given the opportunity to lease the property for up to 18 months or until such time that Agency funds become available, whichever comes first.

Applications can be picked up at the [Anytown] FSA office. Applications must be completed and received by [specify date, within 2 weeks from advertisement date]. The Government reserves the right to cancel the sale at any time, and the right to reject any or all applications.

For Additional Information contact FSA at [999 Tractor Drive, Anytown, U.S. 33334, Telephone No. (999) 123-4567.]

FSA is an Equal Opportunity Lender

2. Sealed bid and auction sales. Advertising of sealed bid and auction sales is critical for a successful sale. Advertising will be accomplished in accordance with ~~§1955.146~~ of this Instruction and will be consistent with the applicable portions of this regulation governing the sale of the applicable type property by sealed bid or auction. Examples of advertisements for SFH and FP properties are as follows:



Public Auction

Farm Equipment for Sale

The following items of farm equipment will be sold at public auction on Friday, April 1, 1988 at 1:00 pm at 148 Dell Street, Anytown, USA:

- MF 185 tractor w/bucket
- NH 477 Haybine
- NH 510 baler
- NH forage chopper w/corn and grass heads
- NH 285 Hay rake
- IH 6 row Do-All
- JD 2440 tractor
- MF 12' Transport disc harrows
- 2 Gehl forage wagons
- 12' Brillion seeder
- JD 6-row corn planter
- IH 6 bottom plow
- NH 2000 gal. liquid manure spreader

Viewing 1 hour before sale. Property sold "AS-IS." 10% bid deposit (cash or certified check only) required. Preference for cash bids. FmHA financing available to qualified applicants. Contact FmHA at 123-4567.

FmHA is an Equal Opportunity Lender

FmHA
FARMERS HOME
ADMINISTRATION



Sealed Bid Sale

Property Address: 123 14th Street
Anytown, USA

The subject property has been extensively damaged by fire and requires major renovation or demolition. The lot contains 10,000 square feet, hookups to public water and sewage, and is suitable for reconstruction. Sealed bids will be accepted until Friday, April 1, 1988 at 2:30 pm at which time all bids will be open. The property will be sold to the highest bidder. All bids must be accompanied by a 5% bid deposit in the form of a certified check. Financing is available on Nonprogram terms only — 5% down, 10.5% APR, and 10 year repayment (all rates and terms subject to change without notice), however preference will be given for cash. The Government reserves the right to reject any or all offers.

The property has been determined by FmHA to be inadequate for residential occupancy. The Quitclaim Deed by which the property will be conveyed will contain a covenant restricting the residential unit from being used for residential occupancy until the dwelling is repaired, renovated or razed. This restriction is imposed pursuant to section 510(e) of the Housing Act of 1949, as amended, 42 U.S.C. 1480. The structure must be razed, or reconstructed and a Certificate of Occupancy issued before the deed restriction can be removed.

For a bid package or further information contact FmHA at 123-4567 or visit our office at 1955 Main Street, Anytown



FSA
FARM SERVICE
AGENCY

FARM PROPERTY FOR AUCTION [SEALED BIDS]

[250 Acre Dairy Farm- Includes an attractive 3 bedroom house, 145 tillable acres with balance in pasture and woods, 100' dairy barn with 60 comfort stalls, pipeline milking system, 20' x 60' machinery shed.]

The Property is being sold "as is".

The Sale may be subject to conservation easement deed restrictions. If applicable, they will restrict the purchaser's use of the wetlands, floodplains and other special areas of the property. Also, the purchaser may be required to comply with the conditions a Natural Resources Conservation Service conservation plan. The property may also contain wetlands that are not protected with a conservation easement that will be subject to other environmental laws such as Section 404 of the Clean Water Act and highly erodible land and wetland provisions of the Federal Agriculture Improvement and Reform Act of 1996.

[The property is contaminated with hazardous waste substances, however, special language will be included in the deed that provides for cleanup of the property by the U.S. Government. Further information is available at the local FSA office concerning the hazardous waste contamination.]

A bid deposit of 10 percent (cash or certified check only) is required and must be shown to FSA before the sale. Preference will be given to cash offers. FSA financing may be available on nonprogram rates and terms subject to the availability of funds.

The property will be available for inspection on [Monday, April 4 from 2-4 pm and beginning 2 hours before the sale.] The Government reserves the right to reject any and all bids.

For Additional Information contact FSA at [999 Tractor Drive, Anytown, U.S. 33334, Telephone No. (999) 123-4567.]

FSA is an Equal Opportunity Lender

(8-24-88) SPECIAL PN

3. Broker solicitation. The servicing official will place advertising for real estate broker services at least once yearly in newspapers having general circulation in the area in which the property is located. The notice will usually be placed in both the residential property section and the public notice section, altered to describe whether the agreement is to be open or exclusive, and will be similar to the following:

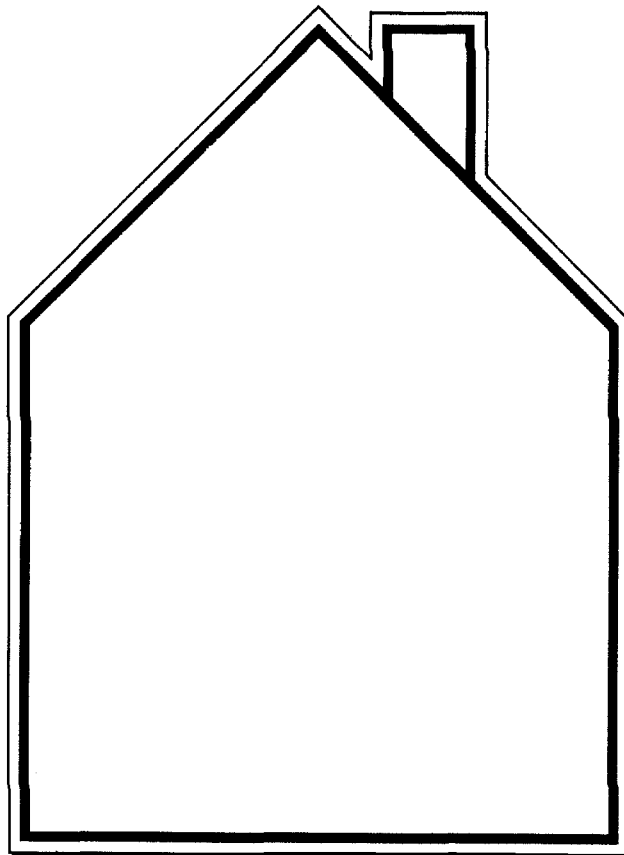
Public Notice

**Real Estate
Brokers**

The United States Department of Agriculture (USDA) has from time to time various inventory Real properties for sale through brokers having executed a listing agreement with the agency. Licensed real estate brokers may obtain additional information by writing or visiting the local USDA Office located at 3022 Marjorie Lane, Madison City, FL 32111, or telephoning (904) 727-0010.

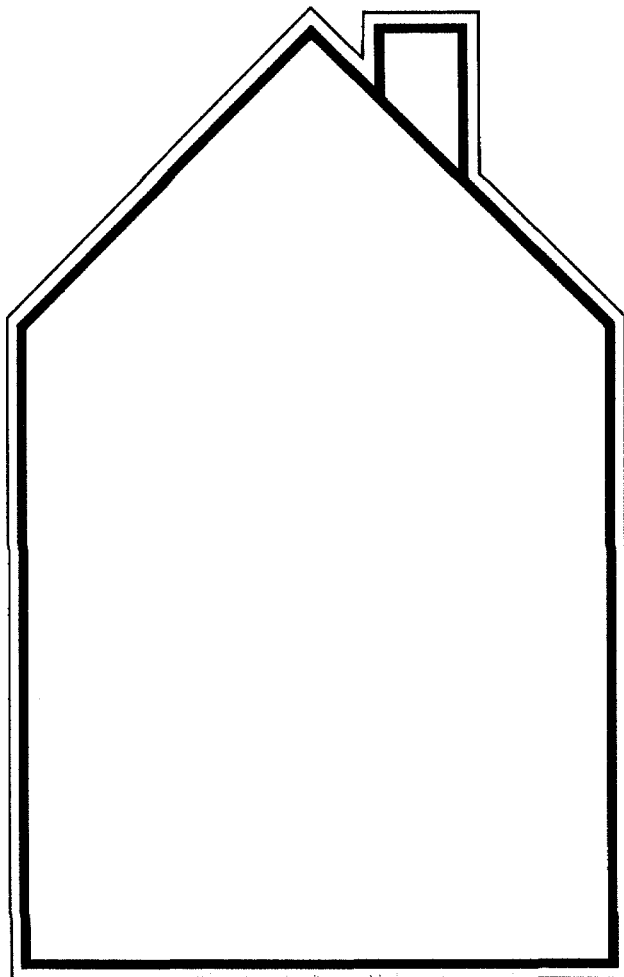


Template for developing advertisements.

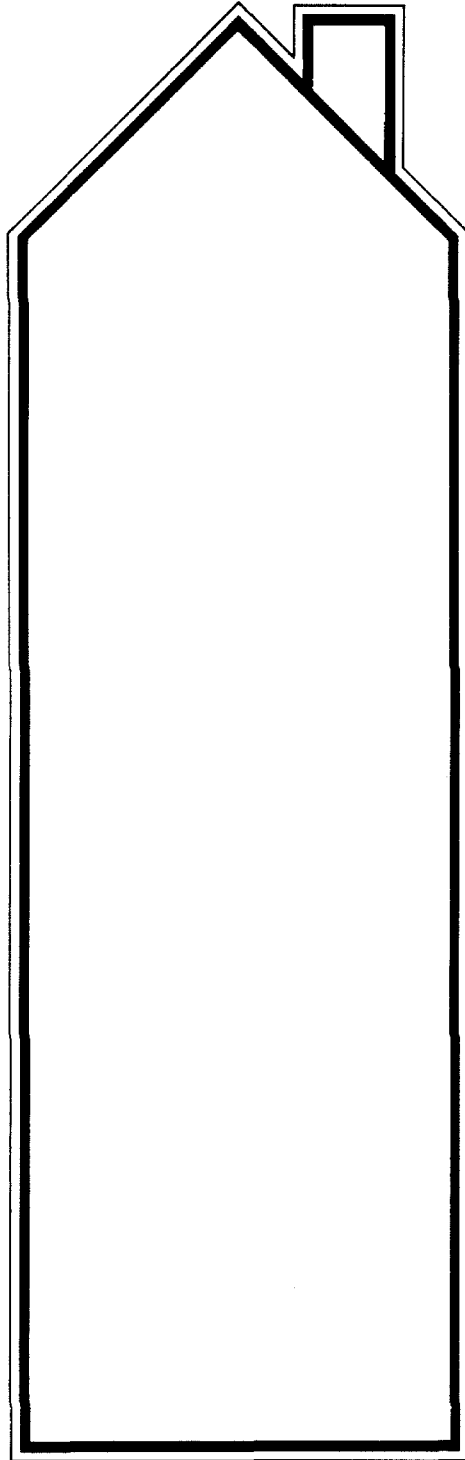


(8-24-88) SPECIAL PN

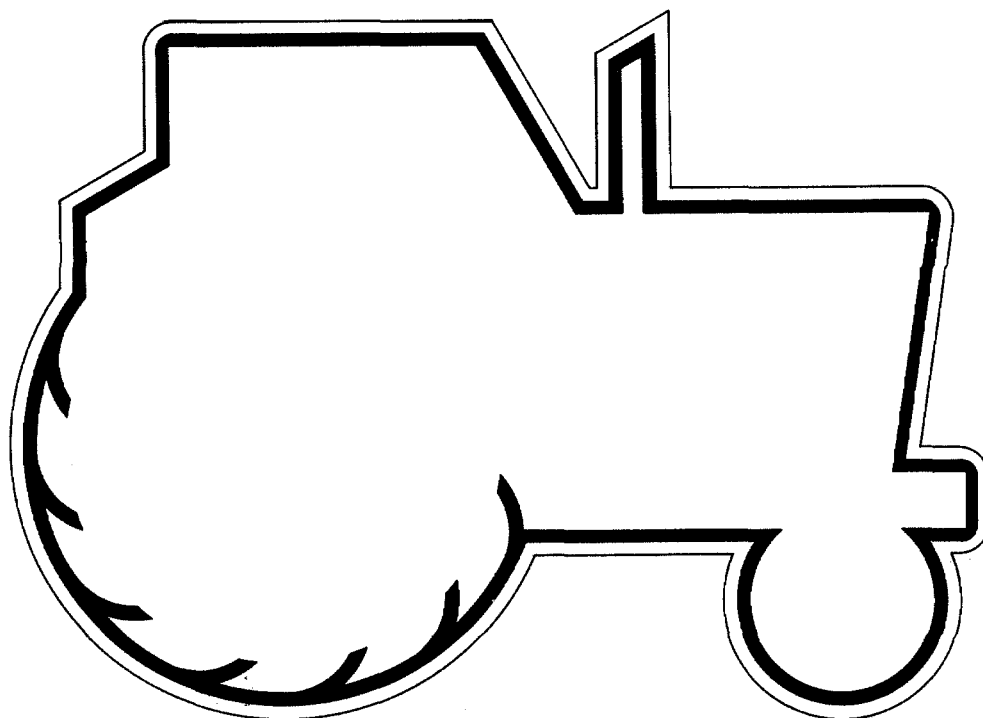
Template for developing advertisements.



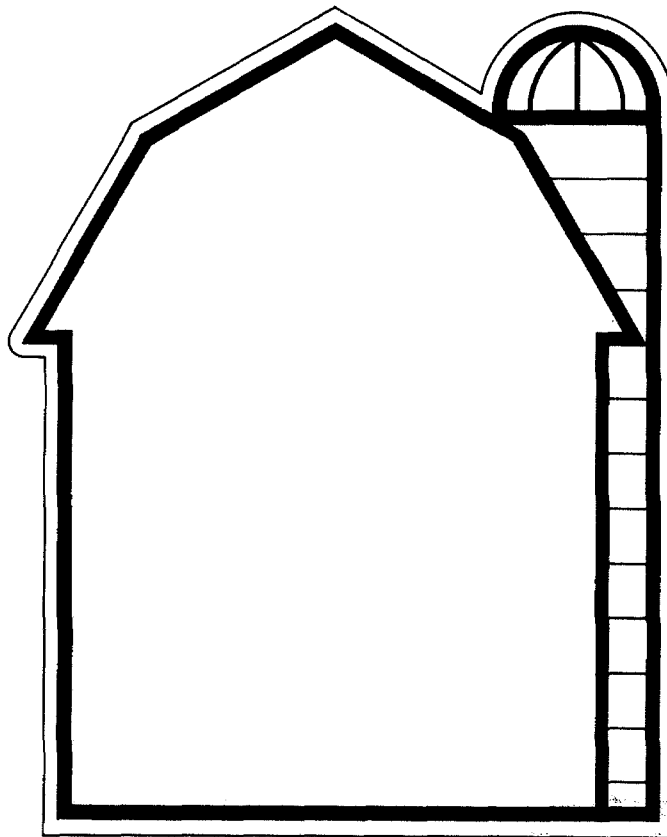
Template for developing advertisements.



Template for developing advertisements.

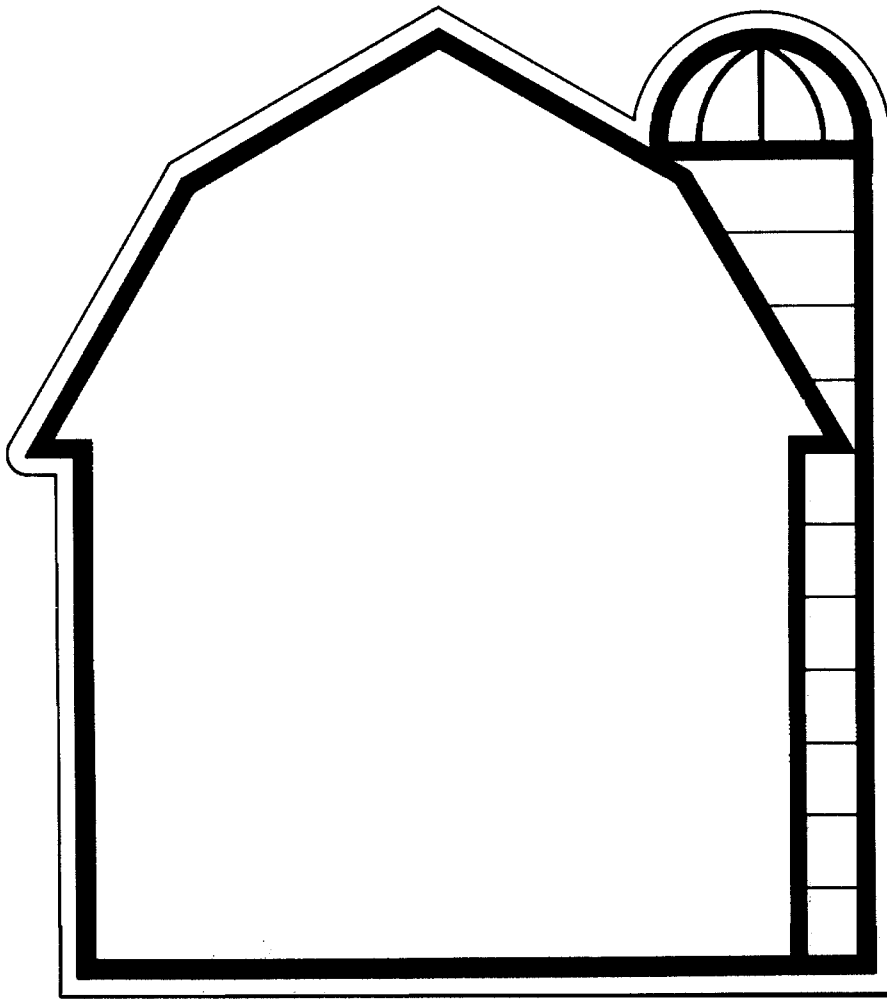


Template for developing advertisements.

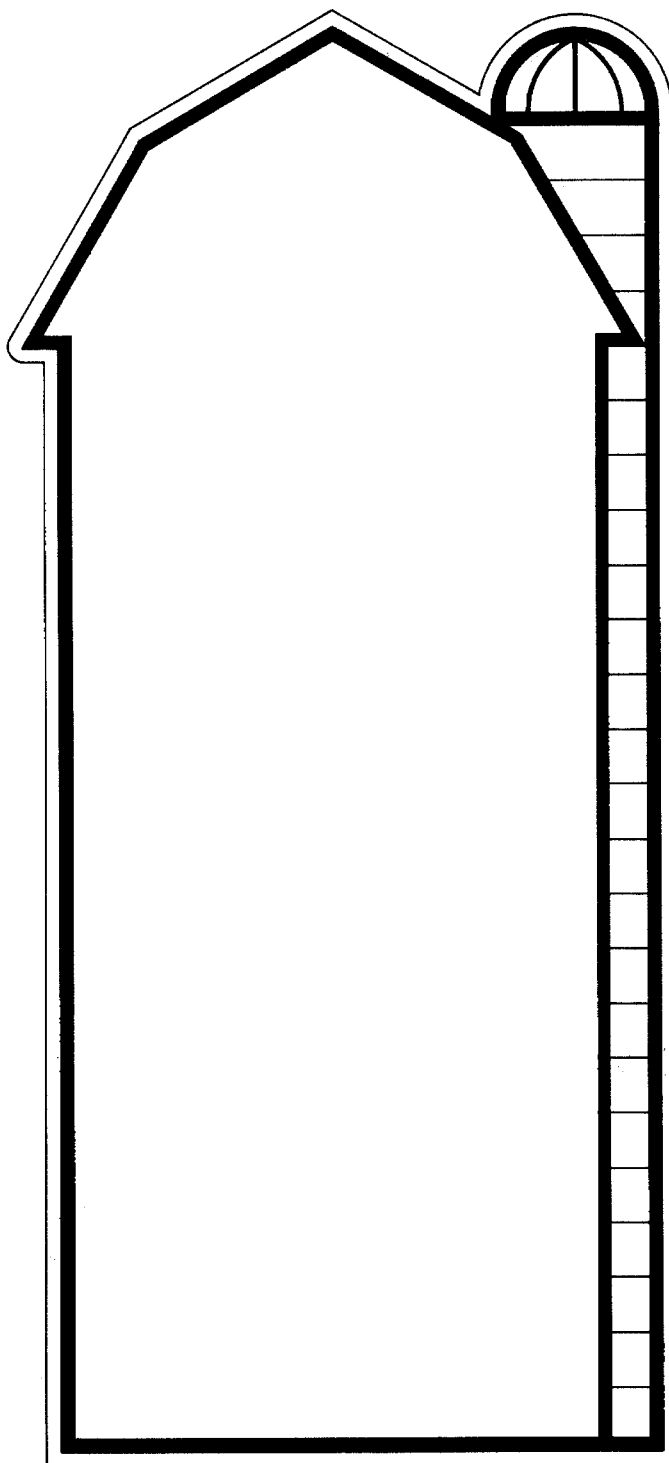


(8-24-88) SPECIAL PN

Template for developing advertisements.



Template for developing advertisements.



(8-24-88) SPECIAL PN

Headings and logos for use with templates in developing advertisements.

**Investment
Properties
for Sale**

**Public Auction
Farm Equipment
for Sale**

**Financing
Available**

**Investment Buy
of the Month**

**Attractive FmHA
Homes for Sale**

**Financing Available
on Excellent Terms**

**Home
of the Week**

Sealed Bid Sale

Price Slashed!!

**Homes
Priced to Sell**

Farm for Sale

**All Rates
and Terms
Subject to Change
Without Notice**

**Farm Property
for Auction**

**FmHA Is An
Equal Opportunity
Lender**



MEMORANDUM OF AGREEMENT

BETWEEN

THE FARMERS HOME ADMINISTRATION

AND

THE SECRETARY OF HOUSING AND URBAN DEVELOPMENT

1. PURPOSE. This agreement provides for the transfer of funds from the Secretary of Housing and Urban Development (HUD) to the Farmers Home Administration (FmHA) to reimburse FmHA for properties transferred to a Local Urban Homesteading Agency (LUHA) for use in a HUD-approved local Urban Homesteading Program. The authority for this Agreement is section 810 of the Housing and Urban Development Act of 1974, as amended (12 U.S.C. § 1706e) (referred to in this Agreement as "Section 810"), HUD's Urban Homesteading Regulations at 24 CFR Part 590, and Section 510(e) of the Housing Act of 1949 (as amended). As used in this Agreement, the term "HUD Area Office" includes the Denver Regional Office in HUD's Region VIII.

2. AMOUNT OF REIMBURSEMENT.

(A) The maximum charge against Section 810 funds for any one property will be the lesser of the fair market value of the property, or the amount of FmHA's claim. As used herein, "FmHA's claim" means FmHA's gross investment in the property (unpaid mortgage indebtedness and cash acquisition costs) and FmHA's expenses connected with ownership and sale of the property. Reimbursement will include the cost of obtaining evidence of good and marketable title satisfactory to the LUHA.

(B) Where reimbursement is based upon FmHA's claim (as defined in paragraph 2(A)), FmHA's claim will include FmHA's share of local property taxes prorated to the date of closing between FmHA and the LUHA. Where reimbursement is based upon the fair market value of the property, HUD will not reimburse FmHA for FmHA's share of the prorated property taxes. In addition, HUD is not responsible to FmHA or to the LUHA for the LUHA's share of the prorated property taxes. The FmHA field office will not transfer to the LUHA properties for which FmHA is not reimbursed by the LUHA at closing for any property taxes prepaid by FmHA.

3. PROPERTY TRANSFER AND REIMBURSEMENT PROCEDURE

(A) Upon the request of any LUHA, the responsible FmHA field office will make available to the LUHA in writing a list of the single-family properties owned by FmHA and located within the participating locality, including a certification of the maximum charge against section 810 funds for each property in accordance with paragraph 2. Where reimbursement will be based upon FmHA's claim, FmHA will include in its certification the estimated closing date it has assumed in calculating the amount of its claim.

(B) If the LUHA desires to acquire the property for the amount certified by FmHA, the LUHA will check its section 810 funding authority balance and, if sufficient funds are available, will give written notice to FmHA of its good faith intent to acquire the property with section 810 funds. Upon receipt of such notice from an LUHA, FmHA will not seek or accept other offers for the property for 30 calendar days.

(C) Concurrently with an LUHA's notice to FmHA under paragraph 3(B), the LUHA will request the HUD Area Office (CPD) to certify to FmHA that sufficient funds are available to reimburse FmHA for the property. The LUHA will advise HUD of the charge against section 810 funds for the property, as certified by FmHA under paragraph 3(A), and will certify to HUD the eligibility of the property for section 810 reimbursement.

(D) Within 30 calendar days after the LUHA's notice to FmHA under paragraph 2(B), the HUD Area Office (CPD) will confirm the eligibility of the property for transfer and will certify to the FmHA field office that sufficient funds are available to reimburse FmHA for the property.

(E) Within 30 calendar days after receipt of HUD's certification referred to in paragraph 3(D), FmHA will convey the property to the LUHA, using FmHA's usual form of quitclaim deed and furnishing evidence of good and marketable title satisfactory to the LUHA. This 30 day period may be extended, at FmHA's discretion, for a reasonable period of time if so requested by the LUHA.

(F) After conveyance, the FmHA field office will send a request for reimbursement to the HUD Area Office (CPD). HUD will review the reimbursement request and will reimburse FmHA in accordance with this Agreement within the calendar month following the month in which FmHA sends HUD the reimbursement request. HUD will reimburse FmHA by sending an SF 1081 to the FmHA field office which services the property.

4. STANDARD FOR REHABILITATION OF FmHA PROPERTIES. The deed conveying an FmHA property to the LUHA will contain a covenant requiring that the property be rehabilitated to comply with FmHA requirements for decent, safe and sanitary housing and thermal performance (see 7 CFR 1955, § 117(c)(1) and 7 CFR Part 1924, Subpart A, Exhibit D) prior to its residential occupancy. The LUHA shall assure that the homesteader complies with this covenant prior to residing in the property.

5. LEGAL LIABILITY. This Agreement is not intended to create any legally enforceable rights or duties on the part of FmHA, HUD, or any LUHA, except that HUD will be legally bound to reimburse FmHA, in the amount authorized by paragraph 2, for properties actually conveyed, with acceptable title evidence, by FmHA to an LUHA, and the LUHA is legally obligated by the terms of FmHA's deed.


6. DURATION OF AGREEMENT. This Agreement shall be effective as long as Section 810 and 24 CFR Part 590 authorize HUD to reimburse FmHA for homesteading properties, unless it is terminated earlier at the written request of either party.

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7. **MODIFICATION.** This Agreement may be amended or modified as specified in any subsequent written agreement executed by both parties.

8. **EFFECTIVE DATE OF THIS AGREEMENT.** The Agreement shall be effective on the date of the last signature to this document.

SECRETARY OF HOUSING AND
URBAN DEVELOPMENT

By 
Assistant Secretary for
Community Planning and
Development

DATE: _____, 1981

ADMINISTRATOR OF FARMERS HOME
ADMINISTRATION

By 

DATE: 2 OCT 1981, 1981

(7-8-85) SPECIAL PN

SALES STEPS FOR SFH INVENTORY PROPERTY
(When available for sale)

PROGRAM PROPERTY

<u>Dates</u>	<u>Action</u>
Days 1 - 45 (0 - 1½ months)	Offered exclusively to program applicants for market value.
Days 46 - 75 (1½ - 2½ months)	Available for sale to anyone for market value.
Days 76 - 120 (2½ - 4 months)	Offered exclusively to program applicants for 90% of market value.
Days 121 - 150 (4 - 5 months)	Available for sale to anyone for 90% of market value.
Days 151 - 195 (5 - 6½ months)	Offered exclusively to program applicants for 80% of market value.
Days 196 - 240 (6½ - 7½ months)	Available for sale to anyone for 80% of market value.
Day 240 (8 months)	Submit inventory file with documentation of marketing efforts to State Office for consideration of requesting authority to sealed bid/auction or other marketing steps.
Day 360 (1 year)	Submit file to State Office for submission to National Office for authority to sealed bid/auction or for further guidance.

NONPROGRAM PROPERTY

<u>Dates</u>	<u>Action</u>
Days 1 - 45 (0 - 1½ months)	Available for sale to anyone for 100% of market value.
Days 46 - 90 (1½ - 3 months)	Available for sale to anyone for 90% of market value.
Days 91 - 150 (3 - 5 months)	Available for sale to anyone for 80% of market value.
Day 150 (5 months)	Submit inventory file with documentation of marketing efforts to State Office to authorize sealed bid/auction or provide further advice on sales initiatives.
Day 270 (9 months)	Submit inventory file to State Office for submission to National Office for further guidance.

MARKETING TOOLS TO ALWAYS CONSIDER (see Instruction for information/authority)

Advertising	Special effort sales bonuses	Reappraisal
Bulletin boards	Open houses	Inform applicants
Group meetings	Exclusive brokers	Sealed bid sales
Further repairs	20 year amortization (with 10 year balloon) on NP terms	Auction sales