

Exhibit G:
Annual Loan Products Narrative Reporting Template

FREDDIE MAC
 MANUFACTURED HOUSING
 2022
 LOAN PRODUCT

ACTIVITY:

1 – Support for Manufactured Homes Titled as Real Property: Regulatory Activity

OBJECTIVE:

B – Design New Product Flexibilities to Facilitate the Origination of Mortgages Securing Manufactured Housing Titled as Real Property in Tribal Areas

SUMMARY OF RESULTS:

Freddie Mac exceeded our goals under this objective in 2022 by conducting outreach sessions with our non-profit partners to gain insight necessary to developing a mortgage offering for financing manufactured housing (MH) titled as real property in tribal areas.

Above and beyond those efforts, we introduced five product enhancements to expand the pool of eligible borrowers, increase the types of MH properties eligible for financing with our products, and facilitate loan origination overall.

- Expanded flexibilities to allow the sale of MH on leasehold estates to Freddie Mac, which are essential to developing an offering that can be used to finance MH in tribal areas.
- Defined in more detail the eligibility of MH with Affordable Seconds® to facilitate financing.
- Clarified that evidence of the installation being completed in compliance with the HUD Code must be provided only for newly installed manufactured homes.
- Made MH eligible for financing through Freddie Mac’s HFA Advantage® offering.
- Allowed all lenders to originate CHOICEHome® mortgages and sell them to us without a term of business.

Objective’s components detailed in the Plan	Corresponding actions or deliverables
<p>1. Leverage our non-profit partners to conduct four outreach sessions, in regions where tribal lands are concentrated with tribally designated housing entities, tribal housing authorities, lenders with and without a presence and/or experience in tribal areas that source or can source MH, and non-profit organizations supporting MH that serve AIAN tribes and communities to gather feedback on lending to support MH; participants will be selected for their ability to encourage innovation and to shape existing practices to promote quality, energy-efficient MH in tribal areas. Examine policies in tribal areas that support new construction of MH and</p>	<p>Complete</p> <ul style="list-style-type: none"> • Hosted and/or participated in six outreach sessions with our non-profit partners in regions where tribal lands are concentrated to gather the depth and range of input needed to develop an offering to support conventional mortgage lending on manufactured homes in tribal areas. <ul style="list-style-type: none"> ○ South Dakota Native Housing Coalition (SDNHC) Annual Tour and Convening in Flandreau, South Dakota. The 72 participants in the two-day general event represented tribes, lenders active and not active in tribal areas, Native community development financial institutions (CDFIs), tribally designated housing entities (TDHEs), non-profits, appraisers, state, and federal agencies,

<p>renovation of existing MH; also determine how to address relocation of existing homes that are moved from their original locations. Highlight the advantages of titling homes as real estate versus personal property as part of our outreach efforts</p>	<p>and both Enterprises. Attendees came together from 12 states and the District of Columbia. Topics discussed:</p> <ul style="list-style-type: none"> ▪ HUD’s Mutual Help program, which facilitates rent-to-own structures ▪ Hawaiian Native lands ▪ Land management (land managed by the state) ▪ Environmental review requirements on new construction, including reaching the proper authorities to connect to public utilities ▪ Renovation of existing housing stock, including manufactured homes ▪ Opportunities presented by the Helping Expedite and Advance Responsible Tribal Home Ownership (HEARTH) Act for tribes to have their own leasing regulations and recording to establish the leasehold on tribal trust land; few tribes take advantage of the HEARTH Act’s benefits <p>○ Held a separate one-day symposium in Sioux Falls, “Empowering Native American Homeownership,” in connection with the SDNHC event to gather additional input for our product. The 28 participants represented lenders active and not active in tribal areas, a Federal Home Loan Bank, Native CDFIs, a law firm, TDHEs, and both Enterprises. Topics discussed:</p> <ul style="list-style-type: none"> ▪ Benefits of titling MH as real property ▪ Appraisals ▪ Gaps in existing loan products ▪ Opportunities for manufactured housing, including how to address existing homes that have been moved from their original locations ▪ Operational and legal processes of transacting on tribal land <p>○ Partnered with Enterprise Community Partners to facilitate a two-day Alaska Housing Innovation Summit in Anchorage. The 260 attendees represented lenders, Native CDFIs, TDHEs, housing authorities, government agencies, and non-profit housing organizations. Freddie Mac held two sessions. The first, “Mortgage Financing Options on Alaska Native Land,” informed 52 attendees of Freddie Mac’s financing solutions</p>	
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	<p>for home renovations, MH, shared equity homeownership, and accessory dwelling units. The second, "Testing Conventional Capital for Homeownership," discussed the following topics with 40 attendees:</p> <ul style="list-style-type: none"> ▪ Appraisals ▪ Income considerations ▪ Lending considerations ▪ Fee structures ▪ Servicing ▪ Land issues ▪ Construction methods ▪ Potential future product enhancements <ul style="list-style-type: none"> ○ After the symposium, Freddie Mac and Enterprise staff toured the remote village of Nome at Bering Seas Regional Housing Authority's invitation. <ul style="list-style-type: none"> ▪ Spoke with housing authority staff at their offices, where a state representative also joined us. Learned from them about the 20 regions of Alaska. ▪ Toured various areas of Nome to deepen our understanding of property types, the land, and borrower characteristics. ○ Hosted a virtual roundtable titled "Moving Housing Forward with Manufactured Homes," with Oweesta Corporation, a Native community development financial institution (CDFI). Presented current Freddie Mac MH mortgage requirements and led a discussion on best practices and success factors for MH lending on tribal lands. The 10 attendees represented TDHEs, Native CDFIs, and lenders active in tribal areas. Topics discussed: <ul style="list-style-type: none"> ▪ Appraisals ▪ Energy efficiency ▪ Benefits of titling MH as real property ▪ Relocation of existing MH ▪ Opportunities for renovation of existing homes ▪ Leaseholds ▪ Gaps in existing loan products ○ Participated in the New Mexico Housing Summit in Albuquerque hosted by the New Mexico Mortgage Finance Authority. Presented at the Manufactured Homes Roundtable, where the 35 attendees represented lenders, real estate professionals, the New Mexico State
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	<p>Manufactured Housing Association, and the New Mexico Mortgage Finance Authority. Topics discussed during our session:</p> <ul style="list-style-type: none"> ▪ MH as an affordable homeownership option ▪ Freddie Mac MH offerings for home purchase, refinance, construction conversion, renovation, energy-efficiency improvements ▪ Benefits of titling MH as real property ▪ Single- and multi-section home requirements ▪ MH on leasehold estates ▪ Expanding financing for MH on tribal lands <ul style="list-style-type: none"> • Assessed policies related to new construction and renovation of existing MH. Based on feedback gathered, confirmed the need to allow the new offering to be used to finance new homes as well as in combination with our renovation suite of products. • Explored the need to address the relocation of existing MH within tribal areas in Freddie Mac policy. Decided not to pursue the matter after thoughtful consideration. <ul style="list-style-type: none"> ○ During various outreach events, discussed with tribal representatives and industry participants the prevalence of and processes associated with relocating existing MH within tribal areas. ○ Determined that homes are infrequently relocated because of the expense involved; homeowners are more likely to replace the homes. ○ For homes that are relocated, concluded that ensuring that the structural integrity was not compromised and the home was re-sited properly would be too complex, difficult, and costly.
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SELF-ASSESSMENT RATING OF PROGRESS:

- Target met
- Target exceeded
- Objective partially completed
- No milestones achieved

PARTIAL CREDIT JUSTIFICATION:

Not applicable.

IMPACT:

- 50 – Very Large Impact
- 40
- 30 – Meaningful Impact
- 20
- 10 – Minimal Impact
- 0 – No Impact

IMPACT EXPLANATION:

1. How and to what extent were the actions or deliverables under this objective impactful in addressing the applicable underserved market’s needs, or in laying the foundation for future impact in addressing the underserved market’s needs?

Our efforts under this objective were integral to developing HeritageOneSM, the conventional mortgage product that we expect to introduce in 2023 to support the financing of homes, including manufactured homes, on tribal lands. Moreover, the product enhancements that we introduced will facilitate adoption and use of HeritageOne once it is introduced and expand affordable lending for manufactured homes generally.

The outreach was invaluable to building a meaningful product and buy-in for it. Gathering input and exchanging ideas with stakeholders across the ecosystem is essential to developing market-relevant offerings. In collaboration with our non-profit partners that support the Native community, we deliberately created and chose opportunities to interact with organizations and individuals whose insights would help in making HeritageOne a useful and meaningful solution for financing MH ownership in tribal areas. The forums in which we were involved brought together complementary combinations of subject matter experts and community representatives, providing opportunities for them to learn more about conventional mortgage lending and the secondary mortgage market as well as to share experiences and feedback that influenced the development of our new offering.



At the Alaska Housing Innovation Summit



At the Bering Seas Regional Housing Authority

As part of our conversations, we also highlighted the benefits of titling manufactured homes as real property. Today, MH in tribal areas typically is titled as personal property. However, titling it as real property makes it eligible for mortgage financing, which typically comes with lower interest rates and longer loan terms that translate into lower monthly payments; it also provides more borrower protections. In addition, owning real property may offer tax advantages over personal property.

Through the outreach events conducted under this objective, we also deepened and expanded our relationships with the non-profit housing organizations, TDHEs, Native CDFIs, tribal housing authorities, and tribal councils and leaders, which helped lay the foundation for future successful rollout, adoption, and usage of HeritageOne.



At the Alaska Housing Innovation Summit



At the South Dakota Native Housing Coalition Convening

Beyond our efforts directly related to collecting input for HeritageOne, we introduced several policy enhancements – based on feedback from market participants – that are foundational to financing MH on tribal lands: manufactured homes on leasehold estates are now eligible for Freddie Mac financing and requirements for using Affordable Seconds for manufactured homes are better defined. Because of governance and affordability matters in tribal areas, these policies had to be in place before HeritageOne can go into effect. The policies also support MH financing outside of tribal areas.

We also enhanced several other product policies in 2022 – beyond our planned activities and based on industry feedback – in our continuing effort to make it easier for more people to buy and own manufactured homes, on and off tribal lands. For example, MH now is eligible for financing through Freddie Mac’s HFA Advantage® offering, enabling housing finance agencies to help more very low- and low-income households achieve homeownership. Also, allowing all lenders to originate CHOICEHome® mortgages and sell them to us without a term of business could increase access to credit for these manufactured homes that have the aesthetics of and are financed like site-built homes. In addition, more MH owners may be encouraged to buy or refinance existing homes since we clarified that evidence of the installation being completed in compliance with the HUD Code must be provided only for newly installed manufactured homes.

Today’s manufactured homes are attractively designed, well made, energy efficient, and typically more affordable than site-built homes. They could and should play a larger role in creating homeownership opportunities for more people. Freddie Mac continued to evolve our offerings and expand affordable lending and access to credit for manufactured homes nationwide.

2. What did the Enterprise learn from its work about the nature of the underserved market’s needs and how to address them?

We learned that appraising homes in tribal areas can present various challenges, from the lack of qualified appraisers serving tribal areas, to higher appraisal costs because of the distances appraisers may travel, to the difficulty in finding comparable sales that are not time bound or nearby. Appraisals can take four to six months to complete. For those reasons, participants in our outreach events mentioned that allowing the cost approach to appraisals would help alleviate many of those challenges and benefit the market. Freddie Mac incorporated that flexibility in our HeritageOne product requirements. Furthermore, we worked collaboratively with the Appraisal Institute to create a curriculum to educate appraisers in appraising homes on tribal lands, which will help increase the number of knowledgeable appraisers.

We learned that some tribes have worked with federal government agencies on standardized lease agreements, whereas others encourage development of lease agreements, to outline the tribe’s rights if the homeowner defaults on the mortgage to help ensure that properties on fee-simple land cannot be sold to outside investors or speculators. Accordingly, we designed HeritageOne to allow tribes the right of first refusal in cases of default and retain ownership of the home.

We learned that mortgage offerings intended to support Native homeownership in tribal areas should allow for flexibility around the borrower’s income level. Many tribe members with very low, low, and moderate incomes

qualify for grants and other forms of assistance. We designed HeritageOne without a limit relative to area median income to enable more households to qualify for financing through this offering.

We learned that the market is significantly constrained by the lack of affordable housing supply. Compounding the issue are unique land challenges regarding where homes can be placed and the impact of permafrost on home construction, which requires some homes to be elevated several feet off the ground. We factored these circumstances into our product guidelines.



In Nome, Alaska

We also learned that many homebuyers purchase older homes for their affordability. However, older homes may require updates in the near term. In addition, homeowners may need to make home improvements over time – for example, to accommodate household changes or to accommodate aging in place. Participants told us that Native homebuyers and homeowners would benefit from renovation offerings that help make a wide range of renovations and repairs affordable. Even where tribes receive Indian Housing Block Grants and/or Native American Housing Assistance and Self-Determination Act (NAHASDA) funds that may be allocated to new homes, renovations, or other construction projects, sufficient funds might not be available for the renovations needed. HeritageOne may be combined with Freddie Mac’s CHOICERenovation and CHOICEReno eXPRESS mortgages to finance improvements to manufactured homes in tribal areas.

We learned that homebuyers may only take apparent affordability into consideration in deciding whether to purchase single-section or multi-section MH and, therefore, may not opt for homes with energy-efficient features that add to upfront costs. One participant talked about the organization’s efforts to promote the value of home energy efficiency and the importance of educating homebuyers on the potential utility cost savings that could be realized, offsetting the additional upfront expense. HeritageOne supports financing for energy-efficient MH and may be combined with Freddie Mac’s GreenCHOICE Mortgage® to finance energy-efficiency improvements, provided that they do not affect the integrity of the home.

In addition, we learned that relocating a manufactured home is cost prohibitive, given the small number of qualified contractors and their lack of willingness to travel long distances to the tribal lands. The cost can range from \$2,000 to \$14,000. There also is the possibility that the home’s structure could be compromised during the move. To minimize the cost and risk, the tribe member typically buys a new MH and trades in the existing home. In this case, the retailer’s contractors remove the existing home from the property when they deliver and install the new home. Therefore, we did not include relocation financing in HeritageOne.

3. **Optional: If applicable, why was the Enterprise unable to achieve the Plan target?**

Not applicable.

Exhibit C:

Second Quarter Loan Products Narrative Reporting Template

FREDDIE MAC
 MANUFACTURED HOUSING
 Q2: JANUARY-JUNE 2022
 LOAN PRODUCT

ACTIVITY:

1 - Support for Manufactured Homes Titled as Real Property: Regulatory Activity

OBJECTIVE:

B - Design New Product Flexibilities to Facilitate the Origination of Mortgages Securing Manufactured Housing Titled as Real Property in Tribal Areas

ACTIONS:

Freddie Mac made progress during the first half of 2022 toward our goals under this objective to tailor an offering to support conventional mortgage lending on manufactured homes in tribal areas. We are on track to meet or exceed expectations.

Action	2022 Achievements through Q2
<p>1. Leverage our non-profit partners to conduct four outreach sessions, in regions where tribal lands are concentrated with tribally designated housing entities, tribal housing authorities, lenders with and without a presence and/or experience in tribal areas that source or can source MH, and non-profit organizations supporting MH that serve AIAN tribes and communities to gather feedback on lending to support MH; participants will be selected for their ability to encourage innovation and to shape existing practices to promote quality, energy-efficient MH in tribal areas. Examine policies in tribal areas that support new construction of MH and renovation of existing MH; also determine how to address relocation of existing homes that are moved from their original locations. Highlight the advantages of titling homes as real estate versus personal property as part of our outreach efforts</p>	<p>In progress</p> <ul style="list-style-type: none"> • In collaboration with a non-profit partner, hosted a symposium in South Dakota on Native housing. <ul style="list-style-type: none"> ○ The 72 participants in the general event on June 8 and 9 represented lenders active and not active in tribal areas, Native community development financial institutions (CDFIs), tribally designated housing entities (TDHEs), non-profits, appraisers, state and federal agencies, and both Enterprises. ○ Topics discussed: <ul style="list-style-type: none"> ▪ HUD’s Mutual Help program, which facilitates rent-to-own structures ▪ Hawaiian Native lands ▪ Land management (land managed by the state) ▪ Environmental review requirements on new construction, including reaching the proper authorities to connect to public utilities ▪ Renovation of existing housing stock, including manufactured homes ▪ Opportunities presented by the Helping Expedite and Advance Responsible Tribal Home Ownership (HEARTH) Act for tribes to have their own leasing regulations and recording

	<p>to establish the leasehold on tribal trust land; few tribes take advantage of the HEARTH Act's benefits</p> <ul style="list-style-type: none">• Held a separate session on June 10 to gather additional input for our product enhancements.<ul style="list-style-type: none">○ The 28 participants represented lenders active and not active in tribal areas, a Federal Home Loan Bank, Native CDFIs, a law firm, TDHEs, and both Enterprises.○ Topics discussed:<ul style="list-style-type: none">▪ Titling▪ Appraisals▪ Gaps in existing loan products▪ Opportunities for manufactured housing, including how to address existing homes that have been moved from their original locations• Built in opportunities for participants to network with each other to exchange ideas on the operational and legal process of transacting on tribal land. Connections made between participants also created the potential to form future partnerships and collaborate on aggregation strategies.• Three additional outreach sessions have been scheduled for later this year.
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SELF-ASSESSMENT RATING OF PROGRESS:

- On-target to meet or exceed the objective
- Progress delayed and/or partial completion of the objective expected
- Unlikely to achieve any milestones of the objective

ADDITIONAL INFORMATION (IF APPLICABLE):

Not applicable.