

Exhibit G:
Annual Loan Products Narrative Reporting Template

FREDDIE MAC
 AFFORDABLE HOUSING PRESERVATION
 2023
 LOAN PRODUCT

ACTIVITY:

10 – Support for Shared Equity Programs for Affordable Housing Preservation: Regulatory Activity

OBJECTIVE:

B – Design New Product Flexibilities to Facilitate the Origination of Shared Equity Mortgages

INFEASIBILITY:

Check here if the Enterprise is submitting an infeasibility request for the objective.

SUMMARY OF RESULTS:

Freddie Mac exceeded our goals under this objective to enhance our offerings to drive standardization and facilitate the origination of shared equity mortgages.

Above and beyond the actions listed in the plan, we made several policy updates based on industry feedback:

- Removed the requirement that lenders review program terms and conditions, including provisions that describe resale restrictions.
- Removed the requirement for refinances that lenders confirm that the program has established procedures for screening, processing, and approving transactions.
- Removed the requirement that lenders confirm that programs have established procedures for approving capital improvements to the property.
- Increased flexibility for lenders reviewing ground leases against the two industry-standard community land trust (CLT) model ground leases.
- Allowed the recordation of a CLT ground lease memorandum instead of a full ground lease, resulting in cost savings for the borrower.

In addition, we reorganized the shared equity sections of our Seller/Service Guide to make them easier for our lenders to navigate and interpret.

Action	2023 Achievements
1. Report on the survey findings on Grounded Solutions Network’s and Freddie Mac’s web sites. Promote the findings through a marketing campaign, which may include, for example, hosting an online seminar to socialize the findings; training lenders on navigating the directory, while highlighting our offering and related resources; publishing	Complete <ul style="list-style-type: none"> • Grounded Solutions Network analyzed the data collected in Year 1 of the 2022-2024 DTS plan and shared their findings in a report, titled “The 2022 Census of Community Land Trusts and Nonprofits with Shared Equity Homeownership Programs”.

<p>articles and blog posts on our web site; and featuring items in Lender News.</p>	<ul style="list-style-type: none"> • Grounded Solutions partnered with the Lincoln Institute of Land Policy to publish the report for greater reach. • Provided a link to the report on FreddieMac.com. • Grounded Solutions finalized the Directory of Nonprofits with Shared Equity Homeownership Programs and made it available through their web site. Freddie Mac provided a link to the directory on FreddieMac.com. • Executed a marketing campaign to promote the survey findings and directory. <ul style="list-style-type: none"> ○ Delivered customized webinars to several lenders and housing finance agencies. ○ Conducted a phased e-mail campaign targeting lenders that support shared equity financing. ○ Published items on the survey report and directory in the August issue of our Lender News. ○ Posted information about the report and directory on social media. ○ Hosted a session on shared equity homeownership during our FreddieCONNECT sales conference, including describing how to navigate the directory. ○ Delivered a webinar in collaboration with Grounded Solutions to their network of CLT/shared equity program professionals. ○ Promoted the survey findings and directory during targeted discussions with individual lenders.
<p>2. Expand awareness, deepen understanding, and promote adoption of the model documents used to support resale restrictions. Conduct a marketing campaign, which may include social media, webinars, industry forums, a promotional video, articles on Freddie Mac’s web site, and information on training resources for program practitioners.</p>	<p>Complete</p> <ul style="list-style-type: none"> • In collaboration with market participants, identified opportunities to update our policies to encourage shared equity program stewards to adopt the model documents used to support resale restrictions. • Introduced policy updates in Selling Guide Bulletin 2023-24. • Executed a marketing campaign to expand awareness and promote the use of the model documents. <ul style="list-style-type: none"> ○ Executed an e-mail campaign aimed at lenders supporting shared equity programs. ○ Published items about the model documents in April and December issues of our Lender News. ○ Posted information about the model documents on social media. ○ Hosted a session on shared equity homeownership during our FreddieCONNECT sales conference, including describing the model documents and their benefits. ○ Promoted the model documents during targeted discussions with lenders.
<p>3. Conduct at least two appraisal training sessions virtually and/or in person in markets that have a concentration of community land trusts. Promote the learning through various channels (for example, Freddie Mac’s web site,</p>	<p>Complete</p> <ul style="list-style-type: none"> • The Appraisal Institute (AI) conducted two virtual CLT appraisal training sessions at the national level.

<p>industry forums, the appraisal industry’s trade organization, advisory board meetings, Freddie Mac Single-Family Lender News, targeted e-mail, and social media).</p>	<ul style="list-style-type: none"> • Eight AI chapters – North Carolina, Minnesota, East Florida, Florida Gulf Coast, Northeast Florida, South Florida, Washington Idaho Montana, and Connecticut – delivered the CLT appraisal curriculum to their constituents virtually and/or in person. In total, the chapters held 19 training sessions. • Promoted the curriculum through several channels: <ul style="list-style-type: none"> ○ E-mail sent to Freddie Mac’s Lender News subscribers ○ Presentation at the appraisal industry’s Valuation Expo ○ Social media posts ○ Targeted discussions with lenders
<p>4. Publish at least one policy update to our Single-Family Seller/Service Guide to expand flexibilities introduced in Year 1 to allow lenders to accept CLT certifications bestowed through CLT programs besides the Florida program that ensure the CLTs meet Freddie Mac’s requirements. Allow lenders to receive representation and warranty relief for mortgages on properties in certified CLTs’ inventories.</p>	<p>Complete</p> <ul style="list-style-type: none"> • Because the originally expected path was closed to Freddie Mac until year-end, created an alternative approach to expand the flexibilities introduced in Year 1 of this Plan cycle. <ul style="list-style-type: none"> ○ Explored the feasibility of outsourcing the CLT certification to an external organization. ○ Developed a process to review non-model ground leases and deem those that meet our standards as broadly acceptable. ○ Created a term of business (TOB) to allow lenders to deliver mortgages on homes in CLTs with non-model ground leases that have been reviewed and approved by Freddie Mac. Lenders with the TOB have on-line access to a comprehensive list of the ground leases that Freddie Mac has reviewed and approved. ○ Updated our Seller/Service Guide to increase flexibility for lenders reviewing against the two industry-standard CLT model ground leases. ○ Updated our Seller/Service Guide to permit the use of a CLT ground lease memorandum. • Explored the feasibility of creating a Freddie Mac CLT ground lease certification program based on the non-model ground lease process. • Identified one CLT certification program in the market. Because it is proprietary to Fannie Mae and details were unavailable to us, we could not accept the certifications in lieu of ground lease reviews. • Created a CLT origination road map to aid lenders in understanding and navigating the CLT ground lease review process.
<p>5. Create and maintain a database of active CLT programs nationwide that enables lenders to identify those with homes available for sale. Make the database accessible to lenders via Freddie Mac’s web site. Develop and execute a marketing campaign to create awareness of the CLT database among Freddie Mac lenders and training on the</p>	<p>Complete</p> <ul style="list-style-type: none"> • Created a Freddie Mac CLT Database and provided public access via Freddie Mac’s CLT Mortgages web page. • Continually reached out to CLTs through e-mail, phone, and in person to gather additional information. Regularly

<p>use of the database, which may include promotions in Single-Family Lender News, delivering webinars, and posting pre-recorded tutorials on our web site.</p>	<p>updated the database with the latest information obtained to keep it up-to-date and to add CLTs that had not been captured previously.</p> <ul style="list-style-type: none"> • Integrated the CLT directory data into Freddie Mac’s client management system to give our sales teams a tool for helping to connect lenders and CLTs. • Promoted the CLT database and how to navigate it through various channels: <ul style="list-style-type: none"> ○ An item in the September issue of Lender News ○ Targeted discussions with lenders and housing finance agencies ○ A session on shared equity homeownership during our FreddieCONNECT sales conference ○ A training video about how to navigate the database
---	--

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 made, or laid the foundation to drive, a large impact on the shared equity market, providing fresh market insights, streamlined processes, support for increased standardization, and CLT appraisal education that will help increase the visibility and spark the growth of this very small yet important market.

The report that was completed and published in collaboration with Grounded Solutions helped fill an information gap and address industry requests for broader, deeper insights into the size and composition of the shared equity market. The new report updates and expands on Grounded Solutions' 2011 survey and represents the most exhaustive study of CLT/shared equity entities to date. It contains a comprehensive summary of more than 300 CLT/shared equity programs, including the legal document type (ground lease, resale restriction, deed of trust), geographic service area, target population, and active inventory. The report gives lenders information they need to help inform their business decisions around their support for shared equity homeownership. The Lincoln Institute of Land Policy promoted the paper for greater reach and visibility.

To provide broader insight into the market, Grounded Solutions created a directory of CLTs and other shared equity programs based on the survey findings: [Directory of Nonprofits with Shared Equity Homeownership Programs](#). The directory is accessible through Grounded Solutions' web site.

Expanding on the survey data, Freddie Mac created a CLT database that serves as a central repository of CLT/shared equity program information. Development of the CLT database was very resource intensive and required Freddie Mac to perform extensive, focused, repeated outreach to program stewards; maintaining it will require similar efforts going forward. Lenders can use the database to identify programs and opportunities in their lending footprints. Several lenders told us that the database is a helpful tool for sourcing new business. Because the database resides on FreddieMac.com, we can update it regularly to keep the information fresh over time. Integrating the database with Freddie Mac's seller management tools also helps equip our sales team to actively engage with lenders about shared equity opportunities.

The outreach campaign that we conducted spread awareness of Grounded Solutions' survey findings and CLT directory as well as Freddie Mac's CLT database. To promote the findings and tools to industry participants across the ecosystem, we used multiple communications channels. The report can be accessed on the Freddie Mac, Grounded Solutions, and Lincoln Institute of Land Policy web sites; we announced its availability to Freddie Mac lenders through targeted e-mail and our Single-Family Lender News. Additionally, to delve deeper into the survey findings, the directory, the database, and how to use these resources to help expand homeownership opportunities, we held several learning events. For example, we delivered a webinar in collaboration with Grounded Solutions to their network of CLT/shared equity program professionals. Through a session at FreddieCONNECT, Freddie Mac's annual sales conference, we informed more than 150 lenders. Through individual meetings with lenders, we highlighted specific findings that could help them expand their shared equity business. In addition, we delivered customized webinars to several lenders and housing finance agencies.

As a follow-up to our collaboration on a CLT appraisal curriculum in 2022, the Appraisal Institute and local affiliates offered virtual and in-person sessions to provide information and tools that enable appraisers to perform quality CLT appraisals, thereby expanding the pool of qualified appraisers. In 2023, the Appraisal Institute delivered a total of 19 sessions in person and virtually. As of February 2024, four more sessions had been scheduled in 2024 through the Appraisal Institute's Florida chapters; the state has one of the highest concentrations of CLTs in the country.

That concentration of CLTs in Florida is a main reason that we worked with the Florida Housing Coalition a few years ago to create the Florida CLT Training and Certification Program to promote industry standardization. We intended to update our policies in 2023 to accept certifications bestowed through the new national CLT certification program in lieu of requiring lenders to review the ground leases of certified CLTs. However, the proprietary nature of the program – which Grounded Solutions administers and was developed with Fannie Mae – prevented us from accepting their certifications.

Instead, we found creative ways to continue making progress toward increased standardization. To meet immediate market needs, we created a comprehensive process to review non-model ground leases that allows us to purchase CLT loans that do not use one of the two industry model ground leases. To help our lenders better understand and navigate this process, we created a CLT origination road map.

Our further analysis of previously reviewed ground leases revealed that most ground leases are based on one of the two industry-recognized model ground leases. The updates we made to our Seller/Servicer Guide as a result of that finding allow lenders to perform their own reviews of ground leases according to our requirements. If the lender can verify that a ground lease is based on – instead of conforms to – one of the industry-recognized

ground leases, we will accept it, reducing the number of Freddie Mac reviews needed and expediting lending processes. Freddie Mac will review any CLT ground lease that is not based on either model ground lease; if approved, it will be certified and placed on the list of approved model ground leases.

A policy enhancement made based on feedback from CLTs allows for the recordation of CLT ground lease memorandum in lieu of the full ground lease. This reduces the borrower's expenses because filing the memorandum costs less than filing the entire ground lease.

The policy updates that we made around income-based resale-restricted properties, based on industry feedback and as part of our ongoing standardization efforts, increased flexibility and streamlined the lender's document review process. These positive changes could lead more lenders to encourage the programs they support to adopt the 2021 Model Declaration of Affordability Covenants.

In addition, the reorganization of the Freddie Mac Seller/Servicer Guide's shared equity chapters based on lender feedback made our policies easier to understand and follow, which will help facilitate lending in this market.

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

Through the survey analysis and the creation of the CLT directory as well as our extensive follow-up effort to create the CLT database, we learned previously unavailable details that help Freddie Mac and lenders better understand the shared equity market opportunity. Among the key findings:

- At the end of 2022, there were 314 CLT/shared equity entities across 46 states plus Washington, D.C., and Puerto Rico – a 30% increase since Grounded Solutions Network's 2011 survey.
- Of responding organizations, 98% opt to keep their shared equity portfolios affordable for the long term, having terms of 30 years or longer.
- Based on resident data reported from 104 organizations representing approximately 9,650 households, at the end of 2021, nearly 90% of residents were first-time homebuyers, about two-thirds of the homeowners had at least one dependent under the age of 18, and about one-third of those households were headed by single mothers.
- More than 90% of responding organizations have a homebuyer education prerequisite, which typically includes orientation to the program's CLT model.
- Of the organizations responding, 58% restrict eligibility to households earning 80% of area median income or less and 35% restrict it to 120% or less; 7% of respondents set limits exceeding 120%.
- When the number of units that the 314 CLT/shared equity entities anticipated bringing to market in 2023 was estimated, the largest share were rental units. This highlights the very small size of the shared equity homeownership market.

We learned through our CLT outreach efforts relevant, up-to-date information about CLTs/shared equity programs is difficult to obtain because many CLTs lack the resources needed to provide it. As non-profit organizations, their staffing models require employees to fulfill many responsibilities. They may not have the bandwidth to respond to information requests or to proactively keep information updated; they also may be unable to provide specific details around future plans.

We learned through reviewing non-model CLT ground leases that many CLTs base their ground leases on one of the two CLT model ground leases; in addition, we found that some CLTs file a ground lease memorandum instead of a full ground lease to save the borrower money in recording fees. These insights gave us the confidence to update our guidelines to allow lenders to review the CLT ground lease on their own before selling the loan to Freddie Mac and to accept the recordation of a ground lease memorandum in lieu of a full ground lease.

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
 AFFORDABLE HOUSING PRESERVATION
 Q2: JANUARY-JUNE 2023
 LOAN PRODUCT

ACTIVITY:

10 – Support for Shared Equity Programs for Affordable Housing Preservation: Regulatory Activity

OBJECTIVE:

B – Design New Product Flexibilities to Facilitate the Origination of Shared Equity Mortgages

SUMMARY OF PROGRESS:

Freddie Mac made progress during the first half of 2023 toward our goals under this objective to design new product flexibilities to drive standardization, operational efficiency, and transaction cost savings that facilitate the origination of shared equity mortgages. We also worked collaboratively to start collecting data on shared equity programs and developing an appraisal curriculum.

Action	2023 Achievements through Q2
1. Report on the survey findings on Grounded Solutions Network’s and Freddie Mac’s web sites. Promote the findings through a marketing campaign, which may include, for example, hosting a webinar to socialize the findings; training lenders on navigating the directory, while highlighting our offering and related resources; publishing articles and blog posts on our web site; and featuring items in Lender News.	In progress <ul style="list-style-type: none"> • Grounded Solutions Network analyzed the data collected in the survey and drafted the report. • Lincoln Institute of Land Policy scheduled the report’s publication for third quarter. • Promoted a preliminary version of the program directory and how to navigate it through custom webinars with several lenders and housing finance agencies (HFAs).
2. Expand awareness, deepen understanding, and promote adoption of the model documents used to support resale restrictions. Conduct a marketing campaign, which may include social media, webinars, industry forums, a promotional video, articles on Freddie Mac’s web site, and information on training resources for program practitioners.	In progress <ul style="list-style-type: none"> • In collaboration with market participants, identified opportunities to revise our policies in support of the model documents used to support resale restrictions. • Established an internal working group focused on determining and developing appropriate policy updates, while maintaining safety and soundness.
3. Conduct at least two appraisal training sessions virtually and/or in person in markets that have a concentration of community land trusts. Promote the learning through various channels (for example, Freddie Mac’s web site, industry forums, the appraisal industry’s trade organization, advisory board meetings, Freddie Mac Single-Family Lender News, targeted e-mail, and social media).	In progress <ul style="list-style-type: none"> • The Appraisal Institute (AI) conducted two virtual community land trust (CLT) appraisal training sessions at the national level. • Three AI state chapters – North Carolina (virtual), Minnesota (in person), and Connecticut (virtual) – delivered the CLT appraisal curriculum to their constituents.

	<ul style="list-style-type: none"> Promoted the curriculum through e-mail sent to Freddie Mac’s Lender News subscribers; have plans in place to promote the learning opportunities at the appraisal industry’s Valuation Expo and through social media.
<p>4. Publish at least one policy update to our Single-Family Seller/Service Guide to expand flexibilities introduced in Year 1 to allow lenders to accept CLT certifications bestowed through CLT programs besides the Florida program that ensure the CLTs meet Freddie Mac’s requirements. Allow lenders to receive representation and warranty relief for mortgages on properties in certified CLTs’ inventories.</p>	<p>In progress</p> <ul style="list-style-type: none"> Reviewed non-model ground leases to explore the feasibility of creating a CLT ground lease certification program. Created a term of business to allow lenders to deliver mortgages on homes in CLTs with non-model ground leases that have been reviewed and approved by Freddie Mac. Will determine whether this approach is scalable for all CLTs, based on Freddie Mac resources. Identified one additional CLT certification program in the market. Discussed the possibility of outsourcing the CLT certification with additional counterparties.
<p>5. Create and maintain a database of active CLT programs nationwide that enables lenders to identify those with homes available for sale. Make the database accessible to lenders via Freddie Mac’s web site. Develop and execute a marketing campaign to create awareness of the CLT database among Freddie Mac lenders and training on the use of the database, which may include promotions in Single-Family Lender News, delivering webinars, and posting pre-recorded tutorials on our web site.</p>	<p>In progress</p> <ul style="list-style-type: none"> Grounded Solutions Network worked toward finalizing the CLT program directory content based on the results of the survey conducted in Year 1; anticipate updating the on-line directory in third quarter. Promoted a preliminary version of the CLT program directory and how to navigate it through custom webinars with several lenders and HFAs.

SELF-ASSESSMENT RATING OF PROGRESS:

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

ADDITIONAL INFORMATION (IF APPLICABLE):

Not applicable.