

Exhibit G:

Annual Loan Products Narrative Reporting Template

FREDDIE MAC

AFFORDABLE HOUSING PRESERVATION

2020

LOAN PRODUCT

ACTIVITY:

7 – Financing of Energy or Water Efficiency Improvements on Single-Family Properties: Regulatory Activity

OBJECTIVE:

A – Research the Relationship of Energy-efficient Homes to Property Values and Mortgage Performance

ACTIONS:

Freddie Mac met our 2020 goals under this objective by actively promoting the value and benefits of energy- and water-efficient homes to industry professionals and consumers.

2020 highlights:

- We aggressively promoted our GreenCHOICE Mortgages® product and our research report, "[Energy Efficiency: Value Added to Properties & Loan Performance](#)", to real estate professionals across the country, recognizing their role as trusted advisers to homebuyers. This included participating in national and state association conferences, presenting during virtual continuing professional education courses, and holding the Real Estate Professionals Summer Series of webinars in collaboration with five national associations, exceeding our target of three.
- Expanding our audience to include consumers, we posted five articles on the Freddie Mac Blog to increase awareness of the benefits of energy efficiency and interest in making related home improvements, with references to our 2019 research.
- We continued our outreach to other industry professionals through various channels to highlight the features and benefits of GreenCHOICE, including industry conferences and Freddie Mac publications. In addition, we equipped our sales team with materials that they used to promote GreenCHOICE to lenders and real estate professionals.

Objective's components detailed in the Plan	Corresponding actions taken
<p>1. Publish a series of consumer-focused blogs on our blog site within Freddiemac.com that presents information derived from our research about the benefits of energy efficiency.</p>	<p>Complete</p> <ul style="list-style-type: none"> • Posted a series of five articles on energy efficiency to the Freddie Mac Blog, our consumer-facing site; included references to our 2019 research report: <ul style="list-style-type: none"> ○ "The Green Glossary" ○ "What is a Green Home?" ○ "5 Questions to Ask Before You Buy a Green Home" ○ "Do Green Improvements Increase Resale Value" ○ "5 Simple Ways to Make Your Home Eco-Friendly"

<p>2. Incorporate information about energy efficiency product options into our ongoing real estate professional outreach efforts and partner with at least three real estate professional or trade organizations to coordinate outreach activities to their respective membership bases.</p>	<p>Complete</p> <ul style="list-style-type: none"> • Delivered a series of webinars on GreenCHOICE Mortgages as part of an education series for real estate professionals. Members of five national trade organizations helped plan and 406 professionals attended the sessions, exceeding our target of collaborating with three organizations: <ul style="list-style-type: none"> ○ Asian Real Estate Association of America ○ National Association of Gay and Lesbian Real Estate Professionals ○ National Association of Hispanic Real Estate Professionals ○ National Association of Real Estate Brokers ○ Veterans Association of Real Estate Professionals • Presented on GreenCHOICE at another eight events that reached 559 real estate professionals: <ul style="list-style-type: none"> ○ Illinois Association of Realtors ○ Greater Boston Association of Realtors ○ Vermont Association of Credit Unions - Green Real Estate Symposium ○ Florida Green Building Coalition - Realtors ○ Exit Realty Brokerage ○ New York Neighborhood Real Estate Specialist (NRES) Continuing Education (CE) Course ○ Illinois NRES CE Course ○ Colorado NRES CE Course • Presented on Freddie Mac energy-efficiency research and GreenCHOICE at Residential Energy Services Network’s (RESNET’s) annual conference, a national event for industry professionals. • Presented on GreenCHOICE at Freddie Mac’s premier sales and networking event, FreddieMacCONNECT. More than 100 lenders attended.
<ul style="list-style-type: none"> • Conduct marketing campaigns about Freddie Mac product features (to be designed under Objective C) and the benefits of energy efficiency improvements. This is an activity that relates to Objective C but will be built upon the results of our research under this activity. Specifically, we will use the research findings related to loan performance to market our product flexibilities by providing information that will build lender confidence. 	<p>Complete</p> <ul style="list-style-type: none"> • Conducted an extensive, integrated marketing campaign to tout the benefits of energy-efficient homes, drawing on our research. Tactics included the following. • Created a toolkit to support our sales team in promoting GreenCHOICE, the benefits of energy-efficient home features, and our research to lenders and real estate professionals. • Ran articles in our Single-Family Lender News publication, which is e-mailed to 7,600 customers and available on our Single-Family web site: <ul style="list-style-type: none"> ○ January (The Innovation Issue): Article on energy efficiency ○ June: Promoted CHOICE product suite training ○ August: Promoted the GreenCHOICE toolkit and ran an article, “The Beauty of Energy Efficiency Loans” • Published thought leadership articles: <ul style="list-style-type: none"> ○ In Freddie Mac’s Sightline on-line magazine: “Energy Efficient Home Improvements Can Increase Home Value” ○ An Insight on Freddie Mac Single-Family’s web site: “Working from Home, Higher AC Bills and the Beauty of Energy Efficiency Loans” • Published a series of posts on the Freddie Mac Blog to reach consumers (listed above). • Promoted articles and blog posts via social media.

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| | <ul style="list-style-type: none"> Conducted the Real Estate Professionals Summer Series of webinars (noted above). |
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SELF-ASSESSMENT RATING OF PROGRESS:

- Objective met
 Objective exceeded
 Objective partially completed:
 - 75-99% (substantial amount)
 - 50-74% (limited amount)
 - 25-49% (minimal amount)
 - 1-24% (less than a minimal amount) No milestones achieved

PARTIAL CREDIT JUSTIFICATION:

Not applicable

IMPACT:

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

IMPACT EXPLANATION:

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

Freddie Mac's efforts under this objective made a significant impact in heightening awareness and understanding of the connection between energy-efficient homes and home values and mortgage loan performance that our 2019 research revealed and of our GreenCHOICE Mortgages. In addition to continuing to inform lenders in 2020, we targeted the people who influence and make home-improvement and financing decisions: real estate agents, homebuyers, and homeowners. Our expanded, integrated efforts increased understanding of the benefits of energy-efficient homes across the ecosystem and boosted usage of GreenCHOICE.

As trusted advisers, real estate agents can show their clients paths to homeownership they might not have considered. Knowing this, we sharpened our focus on engaging and educating real estate agents, in collaboration with industry associations. The robust set of information and resources we provided support agents in encouraging homebuyers to consider affordable older homes that may need energy-efficiency upgrades. Agents can draw on our research to stress the long-term affordability and value of energy-efficient homes; they also are

prepared to inform homebuyers of how GreenCHOICE financing can help them achieve sustainable homeownership.

The blog series on FreddieMac.com connected directly with homebuyers and homeowners nationwide and raised awareness of the benefits of energy efficiency, backed by our research. The series also allowed us to reach many more housing professionals and to give them additional tools for talking with their clients about the value of energy-efficient homes and mortgage financing for energy-efficiency improvements.

At the same time, our continuing, extensive lender engagement and thought leadership activities spread and reinforced the word about our research findings. We also took those opportunities to highlight how GreenCHOICE could help their borrowers realize the benefits of energy-efficient homes and to promote training opportunities for lenders.

We conducted the research after industry stakeholders repeatedly highlighted the lack of data that could inform the market and spur product development, particularly regarding the relationship of energy-efficient homes to property values and loan performance. Our research used more recent and a wider scope of data; given our objective position and industry leadership, it also is more authoritative than previous studies.

The findings gave us the confidence to update our policies and expand access to credit to borrowers seeking to refinance debts previously incurred to pay for energy-efficiency renovations—now one of the most popular uses of GreenCHOICE.

Already, as a result of our work and collaboration under this objective to date, deliveries of GreenCHOICE Mortgages surged.

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

We learned that the operational ease of financing energy-efficiency home improvements using GreenCHOICE appealed to lenders and borrowers. Often, the aggregate cost of home improvements being financed were kept to no more than \$6,500, thereby avoiding the need for an energy audit or report. Solar panels were the most popular improvement financed; even if the cost of installation exceeds \$6,500, Freddie Mac does not require an energy audit if the borrower can prove that the utility cost savings exceed the cost of installing solar panels on the home.

The options for using GreenCHOICE as part of a refinance also were valued in the market. No doubt the low interest-rate environment encouraged homeowners to refinance; however, they often chose to use GreenCHOICE to pay off debt previously incurred to finance energy-efficiency improvements. This flexibility could have a major impact on making homes more affordable for households with very low, low, and moderate incomes by enabling them to reduce higher-cost debt.

3. Optional: If applicable, why were all components of this objective not completed?

Not applicable

Exhibit C:
Second Quarter Loan Products Narrative Reporting Template

FREDDIE MAC

AFFORDABLE HOUSING PRESERVATION

Q2: JANUARY-JUNE 2020

LOAN PRODUCT

ACTIVITY:

7 - Financing of Energy or Water Efficiency Improvements on Single-Family Properties: Regulatory Activity

OBJECTIVE:

A - Research the Relationship of Energy-Efficient Homes to Property Values and Mortgage Performance

ACTIONS:

Freddie Mac made progress toward our goals under this objective by promoting the benefits of home energy efficiency and GreenCHOICE Mortgages®, our offering for financing energy-efficiency improvements, which we enhanced last year based on our research findings. However, market conditions have changed dramatically this year because of the coronavirus pandemic and historically low interest rates. Freddie Mac has focused on fulfilling our mission: providing liquidity, stability, and affordability to help minimize disruption to the housing market. Appropriately, lenders shifted their focus and resources to support forbearance programs and assist the huge number of refinance customers. However, this has deterred our efforts under this objective.

In the first half of 2020:

- We published the first in a series of consumer-facing posts on the Freddie Mac Blog. When developing blog posts and thought leadership articles this year, we appropriately put them in context of the response to the pandemic and the interest-rate environment.
- We continued our education and outreach efforts. We delivered webinars on GreenCHOICE Mortgages to real estate professionals and presented on our groundbreaking research into the relationship between energy efficiency and house prices and loan performance, published last fall. In addition, we presented on GreenCHOICE Mortgages at RESNET 2020, the Residential Energy Services Network’s annual conference.
- Freddie Mac began to develop marketing collateral and toolkits with our sales teams in support of a comprehensive campaign to promote the benefits of home energy efficiency and Freddie Mac’s solutions for financing energy-efficiency improvements. We delayed the launch of the campaign to focus on assisting our customers, homeowners, and potential homebuyers affected by the pandemic, as discussed with FHFA.

Actions	2020 Achievements through Q2
<p>1) Disseminate consumer education or information in at least four homebuyer events in partnership with entities supporting homeowners and homebuyers and work with our Borrower Help Centers to disseminate energy efficiency information to their respective borrowers and prospective borrower clients.</p>	<p>Not initiated</p> <ul style="list-style-type: none"> • Because the coronavirus pandemic led housing counseling agencies and lenders to change their priorities and approach to serving customers, decided with our partner organizations against holding homebuyer fairs. • Because our Borrower Help Centers’ highest priority in the current environment is foreclosure prevention, have not expected counselors to promote energy efficiency to their

	clients; discussed this decision with our partner organizations.
2) Publish a series of consumer-focused blogs on our blog site within Freddiemac.com that presents information derived from our research about the benefits of energy efficiency.	<p>In progress</p> <ul style="list-style-type: none"> Published a consumer-facing blog post to FreddieMac.com titled the "Green Energy Glossary", which helps consumers understand terminology used in the energy-efficiency space. Laid the foundation for blog posts planned for the second half of this year that tie to our energy-efficiency research findings.
3) Incorporate information about energy efficiency product options into our ongoing real estate professional outreach efforts and partner with at least three real estate professional or trade organizations to coordinate outreach activities to their respective membership bases.	<p>In progress</p> <ul style="list-style-type: none"> Continued to engage with real estate professionals and other industry professionals. Delivered a series of webinars on GreenCHOICE Mortgages as part of an education series for real estate professionals. Members of five trade organizations helped plan and attended the session: National Association of Real Estate Brokers, National Association of Hispanic Real Estate Professionals, Asian Real Estate Association of America, Veterans Association of Real Estate Professionals, and National Association of Gay and Lesbian Real Estate Professionals. <ul style="list-style-type: none"> Webinars were very well received. Participants were engaged and asked detailed questions about the offering and applications in their markets. Some participants stated that they previously were unaware of this offering; after attending a session, they understood the benefits. Scheduled additional webinars in third quarter with the Illinois Association of Realtors and the Northern San Diego California Association of Realtors. Presented our research findings and discussed GreenCHOICE Mortgages at the RESNET 2020 conference
4) Conduct marketing campaigns about Freddie Mac product features (to be designed under Objective C) and the benefits of energy efficiency improvements. This is an activity that relates to Objective C but will be built upon the results of our research under this activity. Specifically, we will use the research findings related to loan performance to market our product flexibilities by providing information that will build lender confidence.	<p>In progress</p> <ul style="list-style-type: none"> Developing marketing collateral and toolkits in collaboration with our sales teams to conduct a comprehensive campaign promoting the benefits of energy efficiency and our financing solutions. As FHFA directed, delayed the campaign's launch to allow staff to focus on formulating Freddie Mac's response to the coronavirus pandemic to assist customers who have been affected. Will launch the campaign when market conditions allow.

SELF-ASSESSMENT RATING OF PROGRESS:

Select the category that best describes progress on this objective for the reporting period.

- 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):

Freddie Mac and our partners necessarily have shifted priorities and resources to meet customers' needs in the current environment. Besides diverting attention from counseling agencies' top-priority foreclosure prevention activities, holding homebuyer fairs during the

pandemic would be irresponsible and dangerous. They involve lots of people in confined spaces and close interactions; an on-line format is not conducive. Many state and local governments ban such gatherings now, in line with Centers for Disease Control and Prevention guidance.

Also, having our Borrower Help Centers distribute energy-efficiency information or add it to existing training conflicts with and draws resources away from counselors' current priorities.

We will submit a modification request to remove the homebuyer fairs and the Borrower Help Centers' distribution of information on financing energy-efficiency improvements from this objective in our Duty to Serve Plan for 2020.