

Exhibit E:
Annual Loan Purchase Narrative Reporting Template

FREDDIE MAC
 MANUFACTURED HOUSING
 2022
 LOAN PURCHASE

ACTIVITY:

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

OBJECTIVE:

A – Increase Single-Family Loan Purchases of Manufactured Housing Titled as Real Property

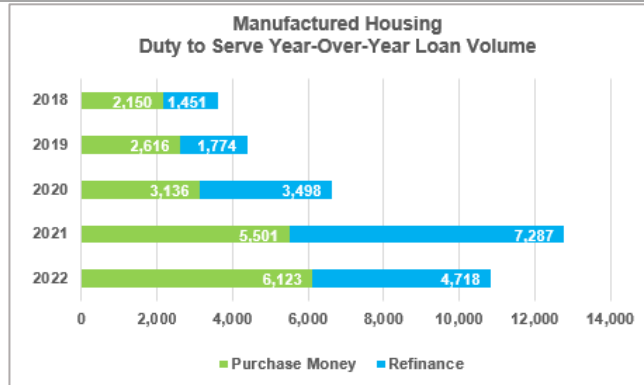
SUMMARY OF RESULTS:

	Loan Count			UPB (\$MM)
Baseline	6,247			-
2022 Target	8,000-8,500			-
2022 Volume	10,841			\$1,732
2022 Volume by AMI	≤ 50%: 2,804	> 50-80%: 5,629	> 80-100%: 2,408	

Freddie Mac exceeded our target for the purchase of mortgages secured by manufactured housing (MH) titled as real property for the fifth consecutive year in 2022 and continued to increase liquidity in this market.

In total, we provided more than \$1.7 billion in liquidity to purchase 10,481 qualifying loans in 2022, surpassing our baseline (by volume) by 174% and the top of our target range by 28%. Close to 80% of the volume comprised loans made to low-income households.

Of our total 2022 volume in this market, 56% of loans were for home purchases and 44% were for refinances. As expected, given the rise in interest rates, this was the reverse of our 2021 mix, where 43% were for home purchases and 57% for refinances, as shown in the following chart. Rapidly rising interest rates made refinancing less attractive to borrowers, many of whom already have mortgages with lower interest rates. As a result, our refinance loan purchases dropped 35% year over year. However, with households forming and entering the market, and more homebuyers choosing MH, our purchase-money loan purchases increased 11% year over year.



We further drove MH purchase growth through continuous extensive outreach to our lenders and efforts to educate industry professionals on the benefits of today’s manufactured housing and how using our products and resources can help them grow their businesses. Moreover, feedback from lenders led us to enhance our MH-related policies. The changes enable more households to realize affordable homeownership and lenders to originate and sell us more MH loans.

We delivered this level of effort and exceeded our purchase target in the face of changing market and economic conditions. Freddie Mac, lenders, housing intermediaries, and other industry participants continued to adjust our priorities and ways of working as needed, while fulfilling our business purposes. Our results reflect our collaboration, creativity, and commitment to this market.

SELF-ASSESSMENT RATING OF PROGRESS:

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

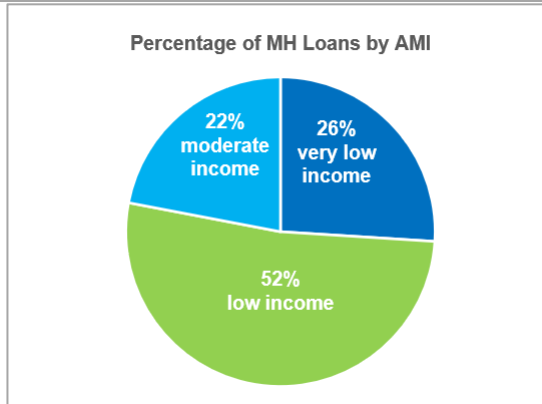
IMPACT:

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

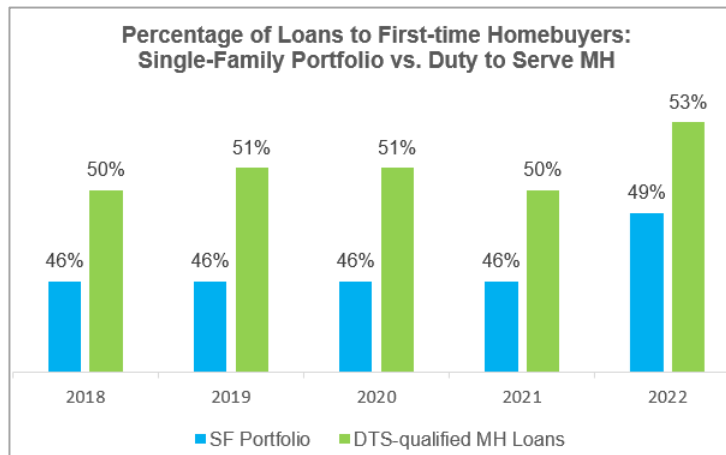
IMPACT EXPLANATION:

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 actions had a very large impact in the MH market. Collaborating across the housing ecosystem, we broadened access to credit for attaining and sustaining MH ownership, responsibly expanded affordable lending opportunities, and worked to shape perceptions of MH as an affordable and attractive housing option. As a result, more very low-, low-, and moderate-income households were able to buy or refinance their manufactured homes.



Duty to Serve-qualified MH real property loan purchases consistently have helped more people become first-time homebuyers than other loans in Freddie Mac’s Single-Family portfolio, as shown in the following chart. In 2022, the difference was 4 percentage points, reflecting the relative affordability of manufactured homes as well as the benefits of Freddie Mac’s MH mortgage offerings.



Our success under this objective reflects our leadership and commitment to increasing lending and sustainable homeownership opportunities in the MH market:

- Continued to conduct extensive outreach and deliver education to lenders, housing finance agencies, real estate professionals, and other industry participants.
- Introduced six MH product enhancements to expand the pool of eligible borrowers, increase the types of eligible MH properties, and facilitate loan origination. This brings the total to 21 policy updates since 2018 – versus three planned in our first Plan cycle and zero in Year 1 of the current Plan – to improve operational efficiencies, promote lender adoption, support more borrowers responsibly, and boost market liquidity.
 - Permitted the use of Affordable Seconds® with manufactured housing mortgages.
 - Made MH eligible for financing through Freddie Mac’s HFA Advantage® offering.

- Clarified that evidence of the installation being completed in compliance with the HUD Code must be provided only for newly installed manufactured homes.
- Expanded our requirements to allow the lender to review a manufactured home detached condominium unit in an established condominium project, subject to certain requirements.
- Promoted our 2021 white paper, "[In the Zone: How Manufactured Housing Can Help Close the Supply Gap](#)", and research, "[Identifying the Opportunities to Expand Manufactured Housing](#)", to educate stakeholders on the importance of MH as a housing solution, highlight areas offering the greatest opportunities for MH market growth, and identify markets that could benefit from changes to zoning ordinances.

Because of our efforts, Freddie Mac has had a very large impact in the Duty to Serve MH space since our program began in 2018:

- More lenders have access to the secondary market, more financing options, and more confidence in lending.
- More people are prepared to become MH owners.
- More people purchased their first homes.
- More people financed MH.
- The industry has access to a range of previously unavailable data and insights that help in making business decisions and understanding the benefits of manufactured homes.
- The ecosystem works more effectively in helping people realize affordable homeownership.
- About \$5.4 billion flowed to the MH market, financing 38,254 homes.

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, in a rising interest rate environment, small rate changes do not affect lending for manufactured housing as much as other property types because the loans balances are smaller.

As a related observation, lenders seek opportunities to replace lost origination volume during market downturns and, therefore, exhibit more capacity and readiness to roll out new offerings. The number of new lenders who sold us MH loans in 2022 reflected this trend. The product enhancements that we have made over the last several years to streamline processes and make financing manufactured home loans similar to financing site-built homes encouraged lenders to use our products to increase support for MH. Through our outreach and education efforts, lenders gained better understanding of the value in offering MH mortgage options as a way to grow business and provide affordable homeownership opportunities to more people.

We also confirmed the industry's strong desire and need for data and insights into opportunities to increase the supply and ownership of manufactured homes in communities nationwide as well as for tools and information that could help in advancing positive perceptions of manufactured homes. The market was very receptive to our 2021 research, "[Identifying the Opportunities to Expand Manufactured Housing](#)". The events that we held to share our insights were well attended and industry participants are using the research to identify and work in areas that we identified as MH friendly to bring manufactured homes to the market. Industry participants also are using the research and our white paper, "[In the Zone: How Manufactured Housing Can Help Close the Supply Gap](#)", to assist in their efforts to educate local zoning authorities.

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

Not applicable.