

Exhibit H:
Annual Outreach Narrative Reporting Template

FREDDIE MAC
AFFORDABLE HOUSING PRESERVATION
2024
OUTREACH

ACTIVITY:

Activity 4 – Financing of Small Multifamily Rental Properties: Regulatory Activity

OBJECTIVE:

Objective B: Develop Multifamily Correspondent Lender Program for Community Development Financial Institutions, Minority Depository Institutions and Small Lenders

INFEASIBILITY:

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

SUMMARY OF RESULTS:

Throughout 2024, Freddie Mac continued its efforts to further extend liquidity to emerging lenders. A component of our strategy is our Emerging Correspondent Program, which we launched in 2023 and continued to expand in 2024.

<i>Objective's components detailed in the Plan</i>	<i>Corresponding actions or deliverables</i>
Identify at least one additional Optigo lender to commit to supporting small lending institutions	Freddie Mac set a requirement that all Optigo lenders establish an emerging correspondent lender relationship. By year end 2024, 18 of 26 lenders had agreements in place that met our revised program requirements. These 18 agreements have a cumulative 70 qualifying relationships with SFIs, CDFIs, MDIs, MWDOBs, and SMLs. In 2023, we identified that 14 lenders had met the standards for Duty to Serve qualifying relationships, demonstrating year-over-year progress.
Grow correspondent network to at least five lenders	

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?

In 2022, Freddie Mac introduced our Emerging Correspondent Program (ECP) with the goal of supporting a range of institutions by leveraging the existing multifamily Optigo lender network. In 2023, we provided our lender network with the Emerging Correspondent Program framework that defines emerging correspondents as: Minority, Women, and Disabled-Owned Businesses (MWDOBs), Minority Depository Institutions (MDIs) as identified by the U.S. Federal Deposit Insurance Corporation, Community Development Financial Institutions (CDFIs) certified by the U.S. Department of Treasury, and Small Financial Institutions (SFIs).

In developing this program and refining its parameters, we closely examined the list of correspondent lender relationships and determined that in some cases relationships met the criteria but did not sufficiently align to the spirit of the initiative, namely further extending liquidity to small institutions that can better meet the multifamily lending needs of underserved communities. To address this, we made two key changes. First, we tightened our criteria for SFIs to require them to be depository institutions or federally insured credit unions with total assets of \$10 billion or less. This change helped address concerns that the previous definition for SFIs was overly broad. Secondly, we added Small Mortgage Lenders (SMLs) as a new category to allow for smaller non-depository institutions to remain engaged in the program despite more narrowly defining SFIs. SMLs are mortgage lenders with annual multifamily loan obligations of \$250 million or less who demonstrate the ability to open or expand access to underserved markets and communities.

As noted in our previous reporting, in 2023 this work resulted in 21 of 26 lenders with correspondent agreements in place, 14 of which were MDIs, CDFIs or SFIs that are depositories with less than \$10 billion in assets.

Our 2024 Plan targets included identifying at least one additional Optigo lender to commit to supporting small lending institutions and growing our network to five lenders with qualifying relationships. As of December 31, 2024, we have verified that 18 of 26 lenders meet our requirements for the ECP, and that of these 18 lenders, there is a cumulative qualifying 70 relationships. Those relationships breakdown as follows: 49 SFIs, 9 CDFIs, 5 MDIs, 6 MWDOBs, and 1 SML.

Our approach to facilitating correspondent relationships has been to leverage our lender network by setting a requirement and by directing lenders to resources intended to help them uncover eligible correspondents. Freddie Mac has also separately engaged in and executed a robust outreach strategy that allows us to continue to increase engagement with eligible institutions. Collectively, we engaged with 26 unique CDFIs and SFIs, 6 of which are correspondent lenders throughout 2024.

Achieving these targets required substantial outreach efforts, including providing education and resources to our lender network. Additionally, we committed to refining our correspondent lender program framework, which involved additional outreach and engagement with the network to determine where the program succeeds and where improvements can be made. We detail the findings of the engagement in the question below.

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

As we began soliciting feedback on the revised framework and gathering lists of qualifying relationships from each lender, we learned that providing additional details about our standards would be useful to lenders. With this in mind, Freddie Mac assembled a more comprehensive resource meant to support lenders' efforts to pre-certify correspondent relationships, which helped better facilitate the outreach efforts and support lenders in identifying and securing eligible correspondent relationships. This comprehensive resource, titled [Emerging Correspondent Definitions](#), compiled and centralized many of our existing resources into a formal guidance, distributed to lenders in December 2024.

Freddie Mac's focus has been on encouraging and supporting lenders to establish relationships, however, the program's eventual value will be its role in our broader strategy to extend liquidity to emerging correspondents. A component of that strategy is our multi-lender Q-Deal execution for which we have established new targets in our 2025-2027 Duty to Serve Plan.

Thus far, our lender network has not achieved notable volume through ECP relationships. We have identified a few possible reasons. First, the program is relatively new and was created in a challenging market environment that has seen a significant decline in volume (aside from a strong third quarter in 2024 driven by a dip in treasury rates) which has suppressed lender appetite for new approaches, like the ECP. Additionally, we have seen a general drop in brokered business, which includes correspondent relationships – business through these channels has declined by half since 2021. The newness of the program also means that lenders and correspondents will need time to locate transactions that meet the criteria. One of the lenders we spoke to indicated that one of their emerging correspondents will likely submit a significant number of loans associated with assets now in the construction phase once those properties stabilize.

3. Optional: If applicable, why was the Enterprise unable to achieve the Plan target?
Not applicable