

Exhibit E:
Annual Loan Purchase Narrative Reporting Template

FREDDIE MAC
MANUFACTURED HOUSING
2024
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

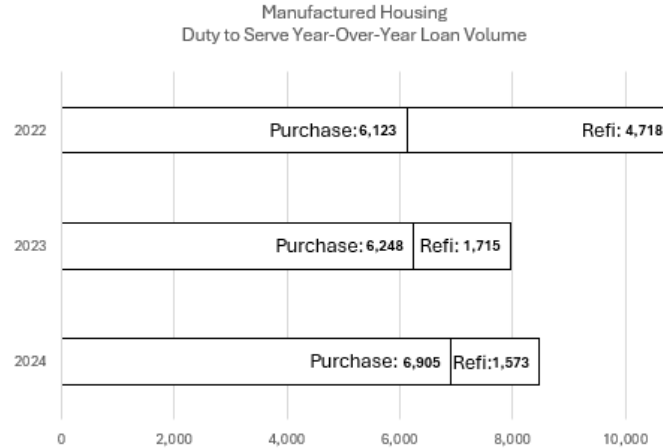
INFEASIBILITY:

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

SUMMARY OF RESULTS:

Freddie Mac exceeded our 2024 target for the purchase of mortgages secured by manufactured housing (MH) titled as real property and surpassed our baseline of 6,247 loans by 36%. In total, we provided more than \$1.4 billion in liquidity to purchase 8,478 loans. Three-quarters of the volume helped very low and low-income households attain or sustain homeownership.

Of our total 2024 Duty to Serve MH loan volume in this market, 81% of loans were for home purchases and 19% were for refinances. Interest rates bounced between 6% and 7% throughout the year, according to Freddie Mac's Primary Mortgage Market Survey®. The interest rate environment made refinancing less attractive to homeowners, many of whom already had mortgages with comparatively lower interest rates. As a result, our refinance loan purchases dropped 8% year-over-year, following a decrease of 64% from 2022 to 2023. However, with households forming and entering the market, and more homebuyers choosing MH, our purchase-money loan purchases increased 11% year-over-year. Total Duty to Serve MH loan purchase volume grew 6%.



We drove MH loan purchases by continuously conducting extensive outreach to our lenders as well as educating industry professionals on the benefits of our mortgage product offerings and resources to help them grow their businesses.

Moreover, based on lender feedback, we enhanced several MH-related policies and the clarity of the MH chapter of our Single-Family Seller/Service Guide. The updates enabled lenders to increase affordable lending on MH and sell us more MH loans with confidence and more households to realize affordable homeownership.

We delivered this level of effort and exceeded our purchase target in the face of challenging market and economic conditions. 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

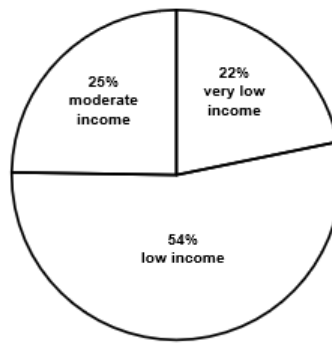
IMPACT:

- ☐ 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 manufactured housing 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.

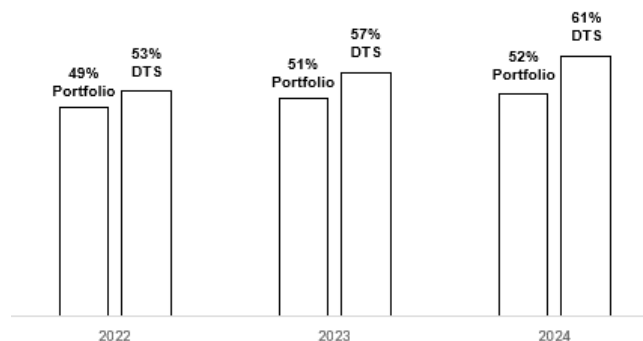
Percentage of DTS MH Loan Purchases
by Income Level



Total exceeds 100% due to rounding.

Duty to Serve MH real property loan purchases have consistently helped more people become first-time homebuyers than loans in Freddie Mac's Single-Family portfolio overall. The spread between the percentage of MH loan purchases and portfolio loan purchases supporting first-time homeownership widened each year during the 2022-2024 Duty to Serve Plan cycle – from 3 percentage points in 2022 to 6 percentage points in 2023 and 9 percentage points in 2024. This reflects the relative affordability of MH, the benefits of Freddie Mac's MH mortgage offerings, and the growing acceptance of MH as an attractive housing option.

Percentage of Loans to First-time Homebuyers:
Single-Family Portfolio vs. Duty to Serve MH



Given that single-section homes cost significantly less than multi-section homes (\$84,000 compared to \$154,100 in 2023, according to Manufactured Housing Institute calculations based on data from various sources), first-time homebuyers were considerably more likely to choose single-section homes than multi-section homes. Of Freddie Mac's 2024 MH purchase-money loan purchases, single-section home loans helped create 2% more first-time homebuyers than did multi-section homes.

We expanded the base of lenders that delivered loans to us, purchasing Duty to Serve MH loans from a significant number of lenders that had not sold us loans in at least a year.

Our success under this objective in 2024 reflects our leadership and commitment to increasing lending and sustainable homeownership opportunities in the MH market:

- Conducted extensive outreach and education, reaching more than 7,100 industry participants through in-person events, webinars, and on-demand tutorials, about 42% more than in 2023.
- Significantly increased loan purchases from HFAs as a result of our targeted outreach and education.
- Introduced MH product enhancements to help promote lender adoption of our offerings, support more borrowers, and boost market liquidity.
 - In response to lender feedback, improved the organization, clarity, and specificity of the Single-Family Seller/Service Guide's MH chapter to make it easier for lenders to use and help increase lending on MH.
 - Updated our MH requirements to allow for only one certification to prove that the home was built in compliance with the HUD Code, allowing either the HUD Data Plate or the HUD Certification Label(s) on existing MH instead of both. Streamlining the process for lenders and increasing consumer satisfaction.
 - Removed the requirement for lenders to provide an insured closing protection letter on mortgages secured by MH, except in states where insured closing protection letters are not allowed, thereby streamlining the mortgage fulfillment process and reducing borrower costs.
- Provided a credit on Home Possible loans secured by MH bought by very low-income households, which must be used toward the borrower's down payment and/or closing costs.

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

- More lenders and HFAs have access to the secondary market, more financing options, and more confidence in lending.
- More people achieved homeownership.
- More people were able to purchase a home for the first time.
- More people financed MH with a conventional mortgage.
- During the 2022-2024 Plan cycle, we provided a total of nearly \$4.5 billion in liquidity to the MH market, financing more than 27,000 homes. Since our Duty to Serve program's start in 2018, we provided a total of about \$8.1 billion to the MH market, financing more than 54,000 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 showing MH in single-family developments is an effective means of improving perceptions and acceptance of MH. In promoting the Kilpatrick Woods and North Corktown developments to government officials as well as industry professionals and potential homebuyers, we helped create excitement about and interest in the potential for manufactured homes to play a larger role in addressing the need for more access to affordable homes across the country. These developments demonstrate how quality manufactured homes can be used to increase affordable, attainable homeownership opportunities.

Related to this, we recognized that developers need technical assistance to understand the differences in using MH versus site-built homes in their future developments and infill projects. Few developers have the relevant knowledge about MH sourcing, site preparation, and installation. To help address this need, we will expand our Develop the Developer program to include a focus on MH in our 2025-2027 Duty to Serve Plan. As a preliminary step, we delivered a primer to the Freddie Mac Develop the Developer Tulsa Academy graduates in collaboration with Next Step.

We learned that some of the language and positioning in our Seller/Service Guide were not clear to our lenders. Revising our Guide for clarity can help lenders more easily interpret our requirements and increase the confidence in selling MH loans to us. In addition, small changes to our guidelines helped to streamline processes and give lenders more confidence in selling loans to us, while lowering borrower costs. As an example, no longer requiring lenders to obtain a letter from the Institute for Building Technology & Safety if either the HUD Data Plate or Certification Label were missing speeds up the lending process and reduces cost, \$75-\$250 for label verification or \$125-\$250 for the Performance Certificate with the Data Plate information.

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

Not applicable.