

Exhibit G:
Annual Loan Products Narrative Reporting Template

FREDDIE MAC
 MANUFACTURED HOUSING
 2024
 LOAN PRODUCT

ACTIVITY:

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

OBJECTIVE:

B – Design New Product Flexibilities to Facilitate the Origination of Mortgages Securing Manufactured Housing Titled as Real Property in Tribal Areas

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 promote our HeritageOne® conventional mortgage offering as a solution for financing manufactured homes (MH) titled as real property in tribal areas.

| Objective's components detailed in the Plan | Corresponding actions or deliverables |
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| 1. Socialize the tribal MH product enhancements by offering lenders guidance and support through various channels: <ul style="list-style-type: none"> ○ Post product information and resources on Freddie Mac's web site. ○ Publish articles to Freddie Mac's Single-Family News and Insights web pages and send via e-mail to Lender News subscribers. ○ Host a manufactured housing training webinar for at least 10 lenders that can provide MH financing in tribal areas. | Completed Socialized HeritageOne® and manufactured housing as an eligible property type through various channels: <ul style="list-style-type: none"> • Published HeritageOne and Manufactured Homes: Get the Facts and updated the HeritageOne FAQ document on FreddieMac.com's Native American Homeownership Preparedness and HeritageOne product pages. • Published items in Single-Family Lender News on-line (the publication was discontinued as of April); Lender News also was sent via e-mail to subscribers. <ul style="list-style-type: none"> ○ In the January issue, announced the Native American Housing Panel webinar under Thought Leadership, including a registration link. ○ In the February issue, featured the webinar replay under Learning and Events, including a link to it. • Published an article, "Exploring Mortgage Options for Native Homebuyers", on My Home by Freddie Mac®. • Published a Single-Family Insight article, "HeritageOne® Feeds a Hunger to Finance Affordable Housing in Cherokee Nation", describing the benefits of HeritageOne and a Native lender's experience with it. • Hosted and delivered a training webinar, "Advancing Lending in Indian Country with HeritageOne for |

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| | <p>Manufactured Homes”, for 37 industry professionals, including 18 lenders.</p> <ul style="list-style-type: none"> Hosted and delivered a custom training session for First Tribal Lending to educate originators and operations staff on originating, processing, and underwriting HeritageOne loans for manufactured homes. |
| <p>2. Promote the product to industry participants to raise awareness and encourage adoption. Efforts may include, for example, industry conferences and learning events; webinars/tutorials; distribution via MH industry organizations and non-profit partners serving tribal areas; e-mail to target audiences; podcasts; marketing collateral; updated web site content, including the Duty to Serve Manufactured Housing and Native American Homeownership Preparedness pages; Freddie Mac-supported rural housing forums; articles; blog posts; and feature items in Lender News.</p> | <p>Completed</p> <ul style="list-style-type: none"> In addition to the Freddie Mac-hosted learning events described under Action 1, presented on our HeritageOne product and its availability for financing manufactured homes at 13 industry conferences and events to raise awareness and encourage adoption, reaching more than 1,100 industry participants. <ul style="list-style-type: none"> Biloxi Manufactured Housing Show & Expo “Lending on Tribal Land 101” webinar held in advance of the SDNHC Annual Convening and our Lender Symposium Lender Symposium in conjunction with the SDNHC Annual Convening Montana Housing Partnership Conference Oweesta Annual Native Capital Access Convening National American Indian Housing Council Annual Conference National Tribal Housing Ecosystem Summit in collaboration with Enterprise Community Partners National Mortgage Insurance University session Wisconsin Indigenous Housing and Economic Development Conference National Property Preservation Conference HUD Office of Native American Programs, Native Homeownership, and Asset Building Summit “Expanding Homeownership Opportunities with HeritageOne” webinar in collaboration with the Federal Home Loan Bank (FHLB) of Des Moines Native Community Development Financial Institutions (NCDFI) Network Policy and Capacity Building Summit In addition to Freddie Mac-hosted learning events described under Action 1, hosted and delivered two Native American Housing Panel webinars. <ul style="list-style-type: none"> In January, panelists representing various parts of the housing ecosystem spoke about mortgage lending on tribal lands, including eligibility under HeritageOne for manufactured homes. Attendance: 135 industry professionals, including 107 lenders In November, representatives of First Tribal Lending, TTCU Federal Credit Union, and the South Dakota Native Homeownership Coalition (SDNHC) discussed HeritageOne and mortgage |

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| | <p>lending on tribal lands. Attendance: 63 industry participants, including 44 lenders</p> <ul style="list-style-type: none"> ○ Posted a recording of the January webinar to FreddieMac.com, accessible through the HeritageOne product page and the Native American Homeownership Preparedness page. • In addition to publishing articles and resources on FreddieMac.com as described under Action 1, promoted HeritageOne and learning opportunities through various communications channels. Among them: <ul style="list-style-type: none"> ○ Geographically targeted social media posts ○ Geographically targeted e-mail to lenders and other industry participants ○ Lender-focused and consumer-focused postcards on HeritageOne, distributed during conferences, which included QR codes linked to the HeritageOne product page on FreddieMac.com ○ Direct e-mail and social media posts promoting access to our “Advancing Lending in Indian Country with HeritageOne for Manufactured Homes” webinar |
| <p>3. Establish agreements with tribal entities referenced in Rural Housing Activity 2, Objective A: Facilitate Conventional Lending to Members of Federally Recognized Native Tribes in Tribal Areas to socialize our conventional MH mortgage offering and distribute training resources to stakeholders that can produce and promote MH as infill or in MH communities as well as enable MH lending in tribal areas.</p> | <p>Completed</p> <ul style="list-style-type: none"> • Established an agreement with the South Dakota Native Homeownership Coalition (SDNHC) to collaborate on the third annual Lender Symposium, which was held in June. <ul style="list-style-type: none"> ○ The symposium brought together representatives from Freddie Mac-approved lenders, NCDIFs, tribally designated housing entities (TDHEs), and other industry leaders. ○ The symposium’s goals were to socialize our HeritageOne offering, including eligibility of manufactured housing; educate attendees on conventional mortgage lending; and foster relationships among attendees that could lead to increased mortgage lending in tribal areas and greater access to the secondary market. • Established an agreement to collaborate with Enterprise Community Partners on the National Tribal Housing Ecosystem Summit, which was held in Idaho in August. <ul style="list-style-type: none"> ○ The multi-day event brought together representatives from TDHEs, NCDIFs, tribal leaders, and other industry stakeholders. ○ The summit’s goals were to share information about advancing homeownership opportunities for Native Americans, including promoting HeritageOne and its availability for financing manufactured homes. • Established an agreement with Oweesta Corporation, to host two sessions on HeritageOne for their members, financing for manufactured homes: one during Oweesta’s Annual Native Capital Access Convening (held in June) and one virtual webinar (scheduled for January 2025). • Established an agreement with Next Step®, a non-profit organization dedicated to advancing manufactured housing and its use in increasing affordable housing supply, to create a culturally sensitive MH buyer curriculum based on their existing MH curriculum. Tribal entities will use the |

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| | <p>curriculum to educate their members on the MH buying process, financing options (including HeritageOne), and home maintenance.</p> <ul style="list-style-type: none"> ○ Next Step formed a relationship with Oweesta to provide technical assistance and act as a liaison between Next Step and Native communities. ○ Next Step contracted with Native Made, LLC, a Native-owned marketing and consulting services firm, to help tailor the MH curriculum as well as to develop a plan for promoting and distributing the curriculum. <ul style="list-style-type: none"> ● Established an agreement with Next Step to explore opportunities to equip Native developers to use manufactured housing to increase affordable housing on tribal land. |
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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 actions under this objective to promote HeritageOne for financing MH and to develop educational courses that will help advance manufactured housing and homeownership in tribal areas had – and laid the foundation to have – a very large impact on members of federally recognized Native American tribes and Native communities nationwide.

A total of 10 lenders adopted the HeritageOne TOB in 2024 – including top HUD 184 lenders. The types of lenders adopting the TOB included credit unions and CDFIs. Taken together, their footprints cover most of Indian Country. Additional lenders working through the process of adopting the TOB at year-end.

Lenders and other stakeholders across the tribal lending ecosystem became aware of HeritageOne, its availability for financing MH, and its benefits through our extensive outreach and education efforts. We reached more than 1,100 industry participants through conferences, in-person events, webinars, and on-demand tutorials. Increasing our presence at state and regional events helped build relationships, show our commitment to Native housing, and deepen our understanding of the market at all levels. In addition, the articles and other materials that we published on-line made information about HeritageOne broadly available to industry professionals and to homebuyers and homeownership.

In forging relationships with each of the Federal Home Loan Banks (FHLBs) during the year, we discovered ways in which we could work collaboratively to amplify each other's impact in this market. As a result, we established a partnership with the Des Moines FHLB to promote HeritageOne. The webinar that we delivered to their member banks raised awareness about HeritageOne and how it could be combined with the FHLB's down payment assistance for Native borrowers to help increase homeownership opportunities, including with manufactured homes. We made a similar agreement with the Dallas FHLB. Also, the FHLBs presenting at the National American Indian Housing Council's annual meeting included Freddie Mac in their session to speak about HeritageOne.

Our continuing collaborations with trusted non-profit organizations serving Native communities provide stakeholders across the Native housing ecosystem with opportunities to gain insights, knowledge, and relationships that they can use to help advance housing and homeownership. For example, our agreements with SDNHC and Enterprise Community Partners supported learning and networking forums where, among other topics, attendees learned about HeritageOne and other Freddie Mac financing solutions, the potential benefits to their communities of manufactured homes, and MH's eligibility for HeritageOne financing.

- At the Lender Symposium, held in collaboration with SDNHC and conjunction with the third annual Empowering Native American Homeownership symposium, highlights included a session with an NCDFI and a Freddie Mac lender, showcasing it as a potential aggregation model for lending with HeritageOne. Other focus areas were liquidity strategies for non-conforming loans and how to determine loan suitability based on the borrower's needs.
- At the National Tribal Housing Ecosystem Summit, held in collaboration with Enterprise Community Partners, highlights included a panel with representatives from across the tribal housing ecosystem describing each of the mortgage products available to Native homebuyers and homeowners. We also included a project-matching session in conjunction with Project Reach through the Office of the Comptroller of the Currency that showcased various housing developments and other projects that tribal communities presented, in hopes of finding additional funding.

In addition, our agreement with Next Step laid the foundation for the creation and distribution of a relevant, culturally sensitive homebuyer education curriculum that helps prepare Native households to buy and own manufactured homes in tribal areas. Freddie Mac believes in the importance of homebuyer education and supports a range of programs designed to meet the varying needs of potential homebuyers. We have collaborated with Oweesta for several years to increase their capacity to deliver homebuyer education in tribal areas. Also, we previously collaborated with Next Step to create a curriculum specifically for households interested in buying manufactured homes. With Next Step and Oweesta working together, Native households will gain access to Native-focused homebuyer education based on a proven MH curriculum.

Oweesta's involvement will help Next Step to build relationships essential to success in Native communities. For example, Next Step was able to present a session at the Oweesta Annual Native Capital Access Convening – "Advancing Manufactured Housing in Tribal Communities through Culturally Relevant Homebuyer Education" – and gather feedback from attendees. Furthermore, the collaboration will ensure that the course instructors will be from Native-led organizations, which will lead to greater acceptance of and confidence in the learning within the communities.

The relationship that Next Step formed with Native Made will further support the new curriculum's effectiveness and facilitate an effective, efficient rollout.

Another collaborative effort between Freddie Mac and Next Step will promote the use of manufactured homes as infill or in developments in tribal areas. Next Step's participation in Native convenings allowed for some initial sharing of ideas with organizations across the Native housing ecosystem. At the Oweesta Annual Native Capital Access Convening, Next Step's session – "Creative Affordable Housing Solutions: Today's Manufactured Homes" – attracted more than 20 representatives of Native CDFIs and other industry stakeholders. Also, attending the National Tribal Housing Ecosystem Summit afforded Next Step the opportunity to deepen their understanding of residential development in tribal areas and to build relationships with tribal organizations.

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 many of the tribes view residential housing development in the context of a broader economic development strategy, considering not only the increase in housing supply, but also the project's potential to provide employment and generate income. As a related point, we learned that developers who use MH in their development projects in tribal areas often source the homes through a limited set of retailers with little to no competition. As a result, the homes often cost more than MH off of tribal lands. In addition, there is a lack of service providers who can provide maintenance and repairs to MH homes, given the distance from their business locations to the homes on tribal land. This can increase the costs to maintain the homes. In light of this, we may explore with Next Step the possibility of encouraging greater participation in the MH ecosystem as part of efforts to promote the use of MH in new developments on tribal land. Next Step also would need to work with tribes and tribal members to change perceptions about MH and promote its acceptance as an attractive, affordable solution to increasing housing supply.

We learned that solar and other renewable energy sources could help overcome the lack of infrastructure in areas of tribal lands. Integrating solar panels with MH may be an opportunity to explore with Native partners. It has the potential to create a self-sustaining energy model and reduce reliance on the traditional grid system.

We learned that Freddie Mac and the FHLBs can be powerful partners in helping to promote Native homeownership, including manufactured homes as an affordable, attractive option. We are aligned in mission and purpose and have distinct capabilities that could be joined to deliver greater impact. In 2024, we built relationships with all of the FHLBs and identified opportunities to launch collaborative efforts with several of them. Because of the prevalence of tribal areas in the Des Moines and Dallas FHLB districts, we reached agreements with them first to educate their member banks on HeritageOne. Under our 2025-2027 Duty to Serve Plan, we expect to deepen our collaboration. We will create and execute strategies with the FHLBs' input and educate their member banks on the Freddie Mac offerings and resources. Homeownership opportunities could be created as a result; in turn, Freddie Mac could gain opportunities to purchase mortgages and increase the flow of liquidity to this market.

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