

Exhibit G:

Annual Loan Products Narrative Reporting Template

FREDDIE MAC

MANUFACTURED HOUSING

2020

PRODUCT

ACTIVITY:

4- Manufactured Housing Communities with Certain Pad Lease Protections: Regulatory Activity

OBJECTIVE:

B- Develop Pilot Offering for Borrowers That Institute Duty to Serve Tenant Protections

ACTIONS:

Freddie Mac launched the MHC Tenant Protection incentives program on June 26, 2019. In 2020, we purchased 14 loans on MHCs with tenant protections across a total of 10 states, with 11 unique borrowers and a total UPB of \$72MM. We worked with two different Optigo lenders on these deals.

Objective's components detailed in the Plan	Corresponding actions taken	Explanation of any deviations from the Plan (if applicable)
1) As part of the pilot, purchase at least one loan on a community with the full complement of Duty to Serve tenant protections.	Complete We were able to purchase a total of 14 loans with the full complement of Duty to Serve tenant protections due to the success of our pilot offering.	
2) Publish lessons learned from our pilot and, depending on the results, seek market guidance on what is required for this market to develop. If we are unable to purchase any loans with the full complement of Duty to Serve tenant protections, this report will include a description of attempts made and a summary of market feedback we received.	Complete We published a viewpoint article titled " Duty to Serve: The End is Just the Beginning " containing lessons learned from our MHC Tenant Protections Offering on 12/21/20	
3) We will view this pilot as successful if we are able to either (1) purchase a loan as a result, (2) receive recommendations from the seller/servicer and/or the borrower on how we might adjust product terms to better create this market, or (3) provide FHFA with market feedback on the viability of this particular combination of tenant protections.	Complete We launched this offering enhancement to all of our MHC Optigo lenders. As of 12/31/2020, we have purchased a total of 22 loans with MHC Tenant Protections for a total of \$160 million since the inception of this pilot offering in June 2019.	

(Character limit: 3,000 characters, including spaces)

SELF-ASSESSMENT RATING OF PROGRESS:

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

- 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

IMPACT:

Provide a self-assessment of the level of impact that actions under the objective have accomplished.

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

IMPACT EXPLANATION:

Answer the following questions.

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? (limit: 3,000 characters, including spaces)

Our product offering represents substantial progress towards increasing tenant protections at MHCs, which can improve the homeowner experience. In the first two years of our plan, we educated the market about the status of state laws enforcing MHC tenant protections, created an offering that require these tenant protections and purchased eight loans with MHC tenant protections. We built on this success in 2020 and added a purchase target specifically for MHCs with tenant protections to our DTS plan for 2020 and 2021.

Building off of our impact we were able to achieve in 2019, we exceeded our target by purchasing 14 loans across 10 unique states for a UPB of \$72MM in 2020, bringing the total loan purchase volume under this offering to 22 loans under this offering, across 13 different states, with 17 different borrowers for a total UPB of \$160MM over the past two years. Based on 2020 loan purchases, 1,238 homeowners will have their leases updated to include all of the MHC Tenant protections within one year of loan origination.

We have had an impact on a broad range of communities since inception of our MHC product offering. All of our loans have been acquisitions or refinance opportunities working with many repeat small and medium-sized borrowers, though we have had inquiries from larger institutional sponsors. Across 2019 and 2020, we served large and small communities, with an average unit count of 179 ranging from 58 to 637 units, and an average loan size of \$7MM, ranging from \$1.5MM to \$28.5MM. Our transactions served both families and age-restricted communities, with two of the deals we closed in 2020 serving residents that are 55 years or older.

In our research to date, we have not found states that require the full complement of DTS tenant protections, nor have we identified MHC owner/operators who have included the full complement of Duty to Serve tenant protections in their leases. Our program is unique in impact in that we require all eight tenant protections to be included in every loan agreement and require 100% of homeowner leases to include tenant protections. We require all MHC tenant protections be included in all in-place and future homeowner leases for the duration of the loan. Compliance is confirmed on an annual basis through a lease audit and a borrower certification confirming compliance.

We have received positive feedback from our borrowers due to our incentives, the flexibility we offer and the year-long implementation period. These loan purchases and positive feedback demonstrate that we effectively designed offering terms to incentivize community owners to implement tenant protections above and beyond those required by state laws.

2. What did the Enterprise learn from its work about the nature of underserved market needs and how to address them? (limit: 1,500 characters, including spaces)

From our experience in this space, we have learned that we serve an important role in providing greater liquidity to smaller communities in particular. Our work in 2020 reinforces the lessons we learned last year and sets a market standard as far as GSE financing is concerned. Since launching our MHC tenant protection offering in June 2019, we learned that borrowers were more receptive to the protections than previously understood, particularly given the way we structured our offering, which offered an effective incentive package and allowed community owners a reasonable period of time to put all protections in place.

We have also observed that the majority of borrowers instituting MHC tenant protections are small and medium borrowers, though we have had inquiries from large institutional sponsors. This information is pertinent to our business as it allows us to better target our lending and better incentivize our borrowers to institute MHC tenant protections.

3. **Optional:** If applicable, why were all components of this objective not completed? (limit: 1,500 characters, including spaces)

Not applicable

Exhibit C:
Second Quarter Loan Products Narrative Reporting Template

FREDDIE MAC

MANUFACTURED HOUSING

Q2: JANUARY-JUNE 2020

PRODUCT

ACTIVITY:

4 - Manufactured Housing Communities with Certain Pad-Lease Protections: Regulatory Activity

OBJECTIVE:

B - Develop Pilot Offering for Borrowers that Institute Duty to Serve Tenant Protections

ACTIONS:

Freddie Mac is on track to meet or exceed this objective. In 2019, we purchased eight loans on MHCs with tenant protections across seven states, with seven unique borrowers, providing a total UPB of \$88MM in liquidity. In 2020, we planned to purchase at least one loan on a community with the full complement of Duty to Serve tenant protections, and at this time we have already purchased three. By leveraging our flagship MHC offering as the basis for all MHC offerings with tenant protections, we have been able to easily incorporate tenant protections into our normal course of business and are working to make the concept of tenant protections a more standard practice throughout the market.

Actions	2020 Achievements through Q2
1) As part of the pilot, purchase at least one loan on a community with the full complement of Duty to Serve tenant protections.	<p>Complete</p> <ul style="list-style-type: none"> As of 6/3/2020, we funded 3 deals that will require 241 leases that to be amended to include the full complement of DTS tenant protections within one year of each deal's origination date.
2) Publish lessons learned from our pilot and, depending on the results, seek market guidance on what is required for this market to develop. If we are unable to purchase any loans with the full complement of Duty to Serve tenant protections, this report will include a description of attempts made and a summary of market feedback we received.	<p>In progress</p> <ul style="list-style-type: none"> We intend to publish a summary towards the end of 2020 that includes lessons learned from 2019 and 2020.
3) We will view this pilot as successful if we are able to either (1) purchase a loan as a result, (2) receive recommendations from the seller/servicer and/or the borrower on how we might adjust product terms to better create this market, or (3) provide FHFA with market	<p>Complete</p> <ul style="list-style-type: none"> Since the launch of this offering, we have purchased 11 loans. Based on our experience in the market we provided feedback to FHFA regarding policy decisions and market conditions that would enable a more

feedback on the viability of this particular combination of tenant protections.

widespread adoption of tenant protections across the nation.

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):

N/A