

Exhibit E:

Annual Loan Purchase Narrative Reporting Template

FREDDIE MAC
 MANUFACTURED HOUSING
 2021
 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

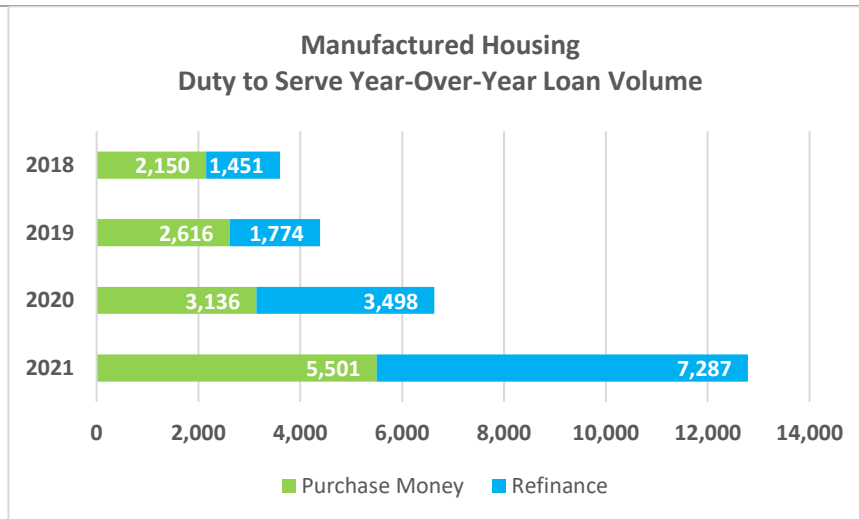
SUMMARY OF RESULTS:

	Loan Count			UPB (\$MM)
Baseline	4,304			-
2021 Target	7,900-8,500			-
2021 Volume	12,788			\$1,895
2021 Volume by AMI	≤ 50%: 3,069	> 50-80%: 6,450	> 80-100%: 3,269	

Freddie Mac exceeded our target for the purchase of mortgages secured by manufactured housing (MH) titled as real property for the fourth consecutive year in 2021 and continued to increase liquidity in this market.

In total, we provided nearly \$1.9 billion in liquidity to purchase 12,788 qualifying loans in 2021, surpassing our baseline (by volume) by 197% and the top of our target range by 50%. Almost 75% of the volume comprised loans made to low-income households.

Compared to our 2020 loan volume, we bought 6,154 more loans in 2021, a 93% year-to-year increase. Of our total 2021 volume in this market, 75% more loans were for home purchases and 108% more were for refinances than in 2020.



Near-historically low interest rates and pent-up demand for affordable housing contributed significantly to purchase growth. Additionally, homeowners refinanced their mortgages, saving money by lowering their monthly payments and/or shortening their loan terms. Low interest rates helped many people afford to buy homes, despite the rising home prices.

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 the coronavirus pandemic. 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:

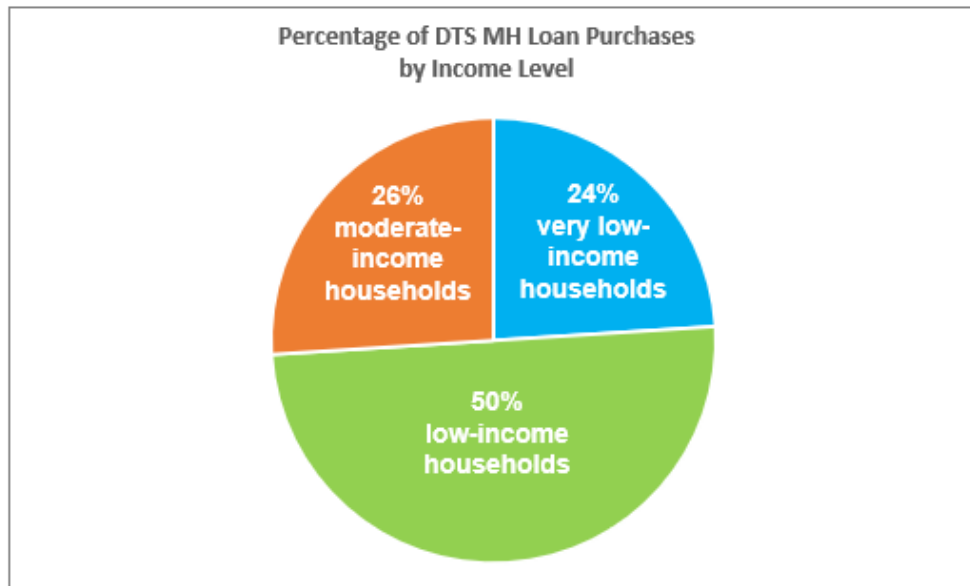
- 50 – Very Large Impact
- 40
- 30 – Meaningful Impact
- 20
- 10 – Minimal Impact
- 0 – No Impact

IMPACT EXPLANATION:

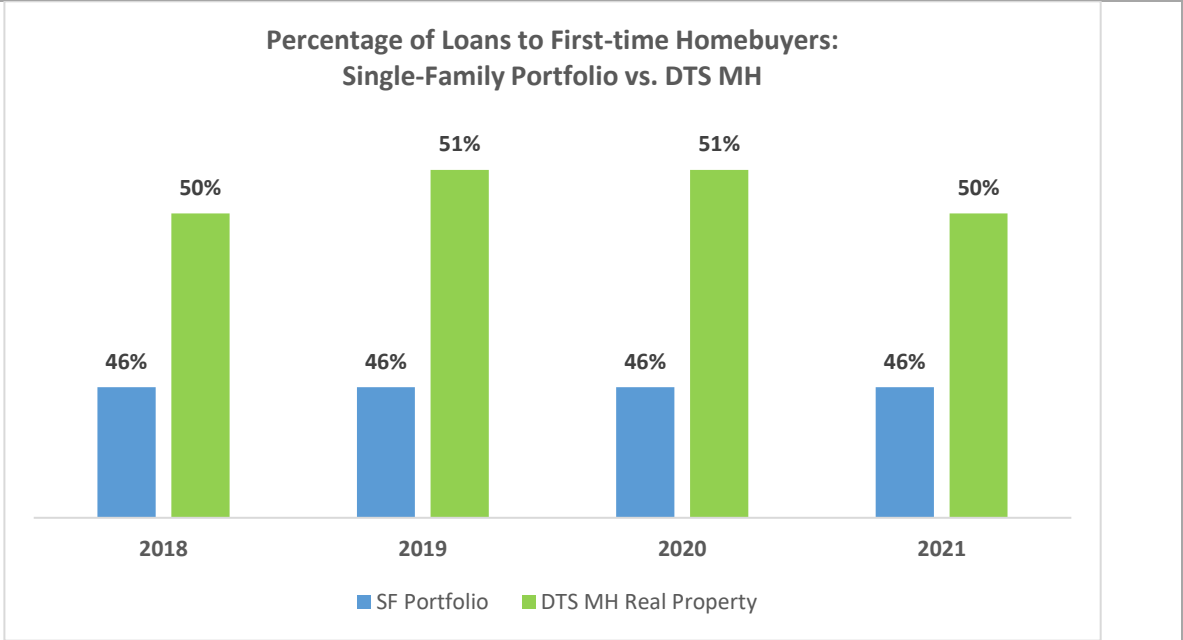
1. How and to what extent were the actions or deliverables under this objective impactful in addressing the applicable underserved market's needs, or in laying the foundation for future impact in addressing the underserved market's needs?

Our actions made a very large impact in the MH market. We broadened access to credit for attaining and sustaining MH ownership, responsibly increased liquidity, and worked to raise MH's image as an affordable and attractive option.

We devoted extensive resources and collaborated across the industry to expand responsible lending. As a result, we helped more very low-, low-, and moderate-income households finance MH.



Duty to Serve-qualified MH real property loan purchases consistently helped more people become first-time homebuyers than portfolio loan purchases. This has remained true through the refinance boom, which began in late 2019.



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 education to lenders, real estate professionals, and other industry participants.
- Introduced four 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 15 policy updates since 2018 – nine more than anticipated during the Duty to Serve Plan cycle – to improve operational efficiencies, promote lender adoption, support more borrowers responsibly, and boost market liquidity.

- Published findings from our research to highlight areas with the highest opportunity for MH market growth and identify markets that could benefit from changes to zoning ordinances.
- Published [“In the Zone: How Manufactured Housing Can Help Close the Supply Gap”](#) to educate stakeholders on how MH can help narrow the affordability gap and increase housing supply; included it among resources that we grouped into a toolkit accessible to industry participants on our web site.

Because of our efforts, DTS has had a substantial impact in the 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 financed MH.
- The ecosystem works more effectively in helping people realize affordable homeownership.
- About \$3.7 billion flowed to the MH market, financing 27,413 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 lenders had more capacity and readiness to roll out new products and offerings in 2021 than in 2020. Lenders became concerned about refinances waning in an uncertain interest-rate environment and sought ways to maintain or increase their origination volumes. With the help of our outreach and education efforts, lenders better understood the value in offering MH mortgage options, as a way to grow business and to provide affordable homeownership opportunities to their customers. [REDACTED]

3. In addition, we confirmed the importance of staying open to customer feedback and incorporating suggestions to better serve the market, while maintaining safety and soundness. Increasing access to credit – especially for very low-, low-, and moderate-income households – requires many small changes to existing product offerings over time and collaboration across the ecosystem. For example, we updated our construction conversion policies based on lenders’ feedback that our construction conversion policies were not favorable to customers who owned or bought the land before placing MH on it. Our 2020 research, [“Manufactured Homeowners: Survey and Report on Loan Shopping Experiences”](#), found that more than 60% of MH owners owned the land before purchasing the home, reinforcing the need for this change. Also based on industry input, we expanded our mortgage offerings to include financing for single-wide MH, which will help more individuals with very low, low, and moderate incomes become homeowners. Numerous lenders expressed interest in the offering when we announced it.

We also deepened our understanding of the impact of zoning on manufactured housing and learned which markets appear poised for growth, based on first-of-its kind research that we conducted based on industry stakeholders’ requests. Our findings and insights help equip industry participants to drive MH market growth and expand affordable, sustainable housing and homeownership. To offer additional support, we published, [“In the Zone; How Manufactured Housing Can Help Close the Supply Gap”](#) as a tool for industry professionals to use in educating stakeholders on how MH can help narrow the affordability gap and increase housing supply.

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

Not applicable.