

Exhibit G:

**Annual Loan Products Narrative Reporting Template**

FREDDIE MAC  
MANUFACTURED HOUSING  
2021  
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

**SUMMARY OF RESULTS:**

Freddie Mac exceeded our goals under this objective in 2021 by producing industry-leading thought leadership, groundbreaking research, and enhancing our products. We delivered these results and high level of achievement during the coronavirus pandemic and under market conditions that required Freddie Mac, lenders, and other industry participants to keep priorities and resources flexible.

2021 highlights:

- Our quantitative analysis of a wide range of manufactured housing (MH) industry data resulted in a first-of-its kind, holistic view of opportunities to increase the supply and ownership of manufactured homes in communities nationwide. We published our findings in a report, "[Identifying Opportunities to Expand Manufactured Housing](#)", which we shared through our web site. The executive summary that we posted, "[Preview of New Research: Where Are the Opportunities to Expand Manufactured Housing?](#)", provided a quick reference to key findings.
- We wrote a white paper, titled "[In the Zone: How Manufactured Housing Can Help Close the Supply Gap](#)", and posted it to our web site with additional resources as a "toolkit" to support industry participants in educating audiences on how zoning affects the acceptance and siting of manufactured homes.
- Above and beyond our planned 2021 actions, Freddie Mac enhanced policies in our Seller/Service Guide to increase process efficiencies, cost savings, and financing opportunities.
  - Allowed financing for single-wide manufactured homes outside of planned unit developments and condominium projects with Freddie Mac's prior written approval.
  - Removed the requirement that at least one borrower be on title to the land for at least 12 months before the effective date of permanent financing for no cash-out refinance construction conversion mortgages secured by manufactured homes, based on industry input.
  - Updated the calculation for determining the loan-to-value (LTV) ratio for certain no cash-out refinance transactions secured by manufactured homes, including construction conversion mortgages, based on industry input.
  - Allowed financing for manufactured homes certified as CHOICEHome® within community land trusts.

Objective's components detailed in the Plan	Corresponding actions or deliverables
<p>1. Perform a quantitative analysis to identify markets that offer significant opportunity for MH, including the following types of data:</p> <ul style="list-style-type: none"> <li>a. Manufactured home shipments</li> <li>b. MH loan originations by market</li> <li>c. Areas with favorable zoning regulations</li> <li>d. Profiles of consumers and neighborhoods supportive of MH</li> <li>e. Mortgage-ready consumers</li> </ul>	<p><b>Complete</b></p> <ul style="list-style-type: none"> <li>• Completed our research and quantitative analysis.</li> <li>• Accessed the following sources to gather and analyze available data at the state and/or local levels on MH shipments, MH loan originations by market, zoning regulations, existence of affordable housing programs, designation of MH as real property, local courts' involvement in the passing of zoning laws, and more. <ul style="list-style-type: none"> <li>○ 2020 Home Mortgage Disclosure Act (HMDA)</li> <li>○ 2019 National Longitudinal Land Use Survey (NLLUS)</li> <li>○ Manufactured Housing Institute (MHI)</li> <li>○ 2018 Wharton Residential Land Use Regulatory Index survey (WRLURI)</li> <li>○ State Inclusionary Index (SII) compiled by the Virginia Polytechnic Institute and State University (Virginia Tech) for the U.S. Department of Housing and Urban Development (HUD)</li> </ul> </li> <li>• Cross-matched the data to create a consolidated dataset comprising 825 jurisdictions across 32 states. Overlaid Freddie Mac's original research on mortgage-ready consumers.</li> <li>• Developed the MH Friendly Index to categorize the jurisdictions with the most opportunity to expand MH placements and ownership. Also built profiles of consumers and neighborhoods conducive to MH.</li> </ul>
<p>2. Share the results with the industry to help inform efforts to grow the market and promote manufactured homes as a means of increasing the affordable housing supply</p>	<p><b>Complete</b></p> <ul style="list-style-type: none"> <li>• Compiled our research findings in a report, "<a href="#">Identifying Opportunities to Expand Manufactured Housing</a>".</li> <li>• Created a summary of our key research findings, titled "<a href="#">Preview of New Research: Where Are the Opportunities to Expand Manufactured Housing?</a>".</li> <li>• Posted the report and summary to a dedicated <a href="#">landing page</a> to make them easily accessible to stakeholders.</li> <li>• Arranged with the Manufactured Housing Institute (MHI) to publicize the research to its members.</li> </ul>
<p>3. Provide materials and resources to support industry participants in educating audiences on how zoning affects the acceptance and siting of manufactured homes.</p>	<p><b>Complete</b></p> <ul style="list-style-type: none"> <li>• Interviewed industry participants who have met with local zoning commissions to understand officials' concerns and the misconceptions about manufactured housing that may be affecting their views and decisions.</li> <li>• Gathered data and other information from internal and external sources on the impacts of zoning.</li> <li>• Based on the data and information gathered, wrote a white paper to help educate officials and others outside of the MH industry on what manufactured housing is, why it is an important housing option, and how Freddie Mac supports it. Posted the paper, titled "<a href="#">In the Zone: How Manufactured Housing Can Help Close the Supply Gap</a>", on <a href="#">FreddieMac.com</a>.</li> </ul>

	<ul style="list-style-type: none"> <li>• Curated a collection of informative Freddie Mac materials and resources into a toolkit and <a href="#">posted</a> it to FreddieMac.com. In addition to the white paper and the research report and summary, it includes: <ul style="list-style-type: none"> <li>○ <a href="#">Manufactured Housing Myth vs Fact</a></li> <li>○ <a href="#">Manufactured Homeowners: Survey and Report on Loan Shopping Experiences</a></li> <li>○ <a href="#">Insights into Manufactured Housing Loan Performance: Decade in Review</a></li> <li>○ <a href="#">Fireside Chat: Manufactured Homes Bolster Affordable Housing Options</a></li> <li>○ <a href="#">“Four Ways Manufactured Housing Can Help with Affordability Challenges”</a></li> <li>○ <a href="#">“Modern Manufactured Homes: What Lenders Need to Know”</a></li> <li>○ <a href="#">“Next-Gen Manufactured Housing Requires a New Appraisal Approach”</a></li> <li>○ <a href="#">“ADUs Offer Promise as a Viable Affordable Housing Supply Solution”</a></li> <li>○ <a href="#">Manufactured Homes Mortgages</a></li> <li>○ <a href="#">CHOICEHome Mortgages</a></li> <li>○ <a href="#">Freddie Mac CHOICEHome Mortgage Offering Video</a></li> </ul> </li> <li>• Next Step® highlighted the white paper, the article on accessory dwelling units (ADUs), and our CHOICEHome mortgage offering in its Next Step Network <a href="#">newsletter</a>, which reaches members nationwide.</li> </ul>
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**SELF-ASSESSMENT RATING OF PROGRESS:**

- Target met
- Target exceeded
- Objective partially completed
- No milestones achieved

**PARTIAL CREDIT JUSTIFICATION:**

If the self-assessment above indicated that the objective was partially completed, briefly explain the basis for the share of the objective that was completed. In the explanation, include a discussion of the level of effort expended for the completed actions compared to the level of effort required to complete the entire objective.

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?**

Freddie Mac continued to show thought leadership and laid the foundation to make a very large impact on this market by delivering valuable research and educational materials as well as rolling out product enhancements to help promote manufactured housing as a safe, attractive, affordable housing option and to facilitate financing for MH. Our position and thought leadership in the industry uniquely qualify us to deliver such insights.

Our comprehensive quantitative analysis of data drawn from various sources provided a first-of-its kind, holistic view that industry participants could employ to design strategies and tactics for advancing the acceptance, use, and ownership of manufactured homes. Conducted based on industry requests for information that could help spur market growth and transformation, the research findings showed the extent to which state and local jurisdictions in our dataset encourage MH through zoning as well as where manufactured homes are being shipped and financed. Overlaying Freddie Mac’s original research into mortgage-ready consumers added a new dimension: where people who do not own homes but could qualify for mortgages may be concentrated. The framework that we developed, the MH Friendly Index, provides an easy-to-use, well-rounded view of the possibilities the jurisdictions offer for MH, including where MH has the greatest potential to help increase affordable housing supply and homeownership. The consumer and neighborhood profiles that we built offer further detail on the characteristics of people and communities that tend to be open to manufactured homes.

The analysis and findings resulting from our research help equip MH market participants with insights that they can start to use today to move the manufactured housing industry forward – for example, by developing plans for growth and outreach in MH-friendly areas, promoting making zoning regulations more favorable to MH, and collaborating across the ecosystem to achieve goals in a thoughtful, purposeful, and coordinated manner.

The materials and resources that we curated provide a wealth of fact-based content that industry professionals can use to educate zoning decision makers and others outside of the MH industry on the benefits of manufactured housing and, as a result, help effect positive change. The white paper that we published – [“In the Zone: How Manufactured Housing Can Help Close the Supply Gap”](#) – gives an overview of the affordable housing supply crisis and the potential for MH to help ease it, the importance of the HUD Code, the truth about common negative perceptions of MH, the impact of zoning on manufactured housing, and Freddie Mac’s commitment to support financing manufactured homes. The paper also includes links to additional information sources. The other items in the toolkit cover a range of topics that showcase the versatility, value, and benefits of MH as an attractive, safe, affordable housing option as well as provide access to information about Freddie Mac MH financing solutions. The research papers on MH that we have published during Duty to Serve are included as well.

Creating a [landing page](#) for the toolkit on FreddieMac.com affords easy and broad access to the full set of materials and resources. Next Step’s promotion of the white paper and other resources in its newsletter made Next Step’s nationwide network aware of the toolkit. Network members include non-profit and for-profit developers that use MH as housing stock and could employ the insights and resources shared. Through collaboration with MHI, a major portion of the MH ecosystem will learn about the toolkit and its purpose; having MHI announce the toolkit’s availability serves as another important endorsement. As industry participants use the toolkit, we hope to realize faster movement toward acceptance of MH, more inclusive zoning, and industry growth and transformation. In turn, this would lead to greater access to affordable homes, more sustainable homeownership opportunities, and increased lending and market liquidity.

Above and beyond completing the actions in our 2021 Plan, we made it easier for lenders to originate MH loans and created additional opportunities to provide access to credit for responsible homeownership. For example, the construction conversion policy changes around the land-ownership seasoning and how to determine the value of the property when placing a manufactured home on that land help widen the pool of potential homebuyers eligible for mortgage financing. In addition, 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; single-wide homes cost considerably less than multi-wide homes. Numerous lenders expressed interest in the offering when we announced it. As they expand their businesses to include lending on single-wide MH, responsible access to credit and market liquidity will increase.

**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 through our research that communities across the country offer significant opportunities today to expand the use of MH to help alleviate the housing shortage and increase affordable homeownership. For example, through our quantitative analysis, we found that the Midwest contains the greatest share of “MH-friendly” jurisdictions but receives the second-lowest number of MH shipments. We also found that nearly 29 million people living in MH-friendly jurisdictions are “mortgage ready” today; 1.8 million individuals could benefit from MH ownership if zoning were less stringent in their jurisdictions.

However, no state requires jurisdictions to allow manufactured homes in all single-family residential neighborhoods based solely on being built to the national HUD Code. Of the jurisdictions in our dataset, 22% must allow MH in some area of the city, 56% have zoning regulations that in effect ban MH, and 22% are in states that are silent on MH or zoning regulations are unknown, which could mean that the jurisdiction may restrict MH. Lowering these barriers requires continued collaborative effort across the MH ecosystem to educate zoning authorities and the public on the benefits of MH and to raise its image as a safe, attractive, affordable housing option.

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.

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

Not applicable.

Exhibit C:  
**Second Quarter Loan Products Narrative Reporting Template**

FREDDIE MAC

MANUFACTURED HOUSING

Q2: JANUARY-JUNE 2021

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

**ACTIONS:**

Freddie Mac made progress during the first half of 2021 toward our goals under this objective to identify markets that offer significant opportunity to begin to use manufactured housing (MH) as an affordable housing option and to develop materials that help equip industry participants to educate targeted audiences on how zoning affects MH and local affordable housing supply.

In the first half of 2021:

- We analyzed and mapped the U.S. Census bureau’s MH shipment data.
- We researched, compiled, and categorized MH zoning regulations by state and municipality; in many areas nationwide, the regulations severely limit the industry’s potential and perpetuate misperceptions about MH.
- We updated our research on “mortgage-ready” individuals—those who currently do not have home mortgages but could qualify.
- Based on the insights gathered, we began to identify areas that present the greatest opportunity for MH.
- We connected with MH industry participants working at the local level to gain understanding of materials that would enhance their efforts to educate decision makers on the impacts of zoning on the affordable housing inventory in their communities and the use of MH as an option to help increase supply.

Freddie Mac is uniquely positioned to deliver insights and resources that could help open new avenues toward market growth. Through our efforts under this objective, we will address industry requests for data and help lay the foundation for market expansion and transformation.

<b>Action</b>	<b>2021 Achievements through Q2</b>
<p>1) Perform a quantitative analysis to identify markets that currently receive no manufactured home shipments yet offer significant opportunity. Freddie Mac will share the results with the industry to help inform efforts to grow the market and promote manufactured homes as a means of increasing the affordable housing supply.</p>	<p><b>In progress</b></p> <ul style="list-style-type: none"> <li>• Analyzed and mapped U.S. Census Bureau MH shipment data; categorized geographies based on the number of MH deliveries to provide the industry with a visual of areas with significant opportunities to expand MH into where it is not present today.</li> <li>• Created consumer and neighborhood profiles of recent MH buyers, based on Home Mortgage Disclosure Act and credit bureau data, to provide the industry insights into opportunistic markets for MH growth.</li> <li>• Researched, compiled, and categorized state and local zoning regulations to reveal where zoning is conducive to</li> </ul>

	<p>MH but shipments are lacking, thereby identifying markets primed for MH market growth.</p> <ul style="list-style-type: none"> <li>• Refreshed our periodic analysis of the number, characteristics, and location of individuals who are mortgage ready, based on credit history and demographic data. The data will inform the industry of markets poised for increasing homeownership.</li> <li>• Began to overlay the MH shipment, zoning, and mortgage-readiness information to identify areas of high opportunity to increase affordable housing supply with MH. Integrated analytics will give the industry a clear picture of significant openings for expansion beyond current markets.</li> <li>• Began to develop our approach to sharing our findings with industry participants to help them better understand market opportunities and develop strategies for expanding the use and acceptance of MH into additional geographies.</li> </ul>
<p>2) Provide materials and resources to support industry participants in educating audiences on how zoning affects the acceptance and siting of manufactured homes.</p>	<p><b>In progress</b></p> <ul style="list-style-type: none"> <li>• Engaged with MH industry professionals to determine the content and tools that Freddie Mac could provide to raise awareness of zoning’s impacts on access to quality, affordable homes and the benefits and opportunities associated with MH.</li> <li>• Gathered and reviewed research into the impacts of zoning on access to affordable housing and perceptions of factory-built homes, which will serve as a basis for the materials that we develop in support of efforts to help lower systemic barriers to the advancement of MH.</li> </ul>

**SELF-ASSESSMENT RATING OF PROGRESS:**

- 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):**

Not applicable