BANK of the WEST

& GSB Mortgage, Inc.

a wholly owned subsidiary of BANK of the WEST

Community Service

GSB's Homeownership Assistance Program

IBAT Best of Community Banking Awards - 2026

Title:	*GSB's Homeownership Assistance Program* *for 2026 Best in Community Banking Awards*
Category:	*Community Service*
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Subsidiary:	*GSB Mortgage*
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Program Summary

The GSB Homeownership Assistance Program, launched in November 2023 by Bank of the West and its wholly owned subsidiary GSB Mortgage, is a targeted initiative designed to expand homeownership access in majority-minority and low-to-moderate income (LMI) census tracts across the Dallas-Fort Worth metropolitan area. The program offers custom financing solutions, including discounted rates, closing cost credits, and flexible eligibility criteria, to remove the financial barriers that have historically prevented underserved communities from achieving homeownership. Since launch, the program has supported 84 loans in majority-minority census tracts, 38 of which were also located in LMI tracts. Anchored in Bank of the West's 40-year legacy of community service and financial inclusion, the GSB Homeownership Assistance Program reflects the bank's unwavering commitment to building stronger, more equitable communities, one family at a time.

Statement of Goal

Bank of the West established the GSB Homeownership Assistance Program with a clear and purposeful mission: to democratize access to homeownership for individuals and families in majority-minority and low-to-moderate income communities, populations that have long been underserved by traditional lending models. The program was designed with four core objectives:

- Reduce the homeownership gap by offering tailored loan products with advantageous terms that address the unique financial needs of underserved communities.
- Increase financial literacy by educating potential homebuyers on mortgage financing, credit health, and the homebuying process.
- Foster sustainable community development by enabling homeownership as a vehicle for long-term economic stability and individual wealth building.
- Set a precedent for inclusive lending practices that can inspire broader industry change.

These goals are rooted in Bank of the West's founding values and its four-decade history of serving the communities of North Texas. The program is not simply a lending product. It is a commitment to the belief that homeownership should be within reach for every hardworking family, regardless of zip code or background.

Program Development and Process

The GSB Homeownership Assistance Program was developed through a deliberate, phased approach grounded in research, community engagement, and strategic partnership.

Phase 1: Research and Planning

Bank of the West and GSB Mortgage conducted detailed analysis of homeownership rates and financial barriers in majority-minority and LMI census tracts across the bank's assessment area. This research identified key obstacles, including lack of affordable financing options, low financial literacy, and historical lending disparities, that the program would be designed to address.

Phase 2: Program Design

A specialized loan product was developed offering discounted interest rates, closing cost credits, and more accessible eligibility criteria. Alongside the financial product, educational resources were created to improve financial literacy among program participants and prospective homebuyers in target communities.

Phase 3: Partnerships and Community Engagement

The bank built relationships with key community organizations, including the Grand Prairie Community Housing Development, the Hispanic Branch of the Grand Prairie Chamber of Commerce, and the Fort Worth Metropolitan Black Chamber of Commerce, to ensure the program reached its intended beneficiaries. A partnership with Hope4All, a nonprofit focused on expanding equitable access to opportunity, was established, connecting the bank to the City of Grand Prairie's efforts to develop low-income housing in high-minority census tracts.

Phase 4: Launch and Outreach

The program officially launched in November 2023. GSB Mortgage's lenders implemented a targeted outreach strategy, proactively identifying homes listed for sale in LMI and majority-minority census tracts and sharing financing information with listing real estate agents, keeping the program top-of-mind with realtors and prospective borrowers throughout the DFW market.

Phase 5: Ongoing Monitoring and Evolution

Performance is tracked on a quarterly basis through HMDA data analysis reviewed by the Compliance and CRA team and reported to the Board of Directors. This continuous monitoring has allowed the program to remain agile and responsive to market conditions and community needs. The program was extended through 2026, or until allocated funds are fully utilized, reflecting the bank's long-term commitment to the initiative.

Community Impact and Outcomes

Since its launch in November 2023 through Q1 2026, the GSB Homeownership Assistance Program has produced meaningful, measurable results for the communities it serves:

- 84 loans originated in majority-minority census tracts (MMCTs) since program launch through Q1 2026.
- 38 of those loans were also located in low-to-moderate income (LMI) census tracts, representing families who face the greatest barriers to homeownership.
- Consistent quarterly performance: GSB Mortgage maintained 34% to 52% of its loan volume in substantially minority tracts across every quarter of 2025 and into Q1 2026, demonstrating sustained, not episodic, commitment.
- Hope4All partnership milestone: the first home constructed under the City of Grand Prairie's low-income housing initiative in a high-minority census tract was completed in Q4 2025, with GSB closing the first loan under this initiative on May 15, 2026.
- Active minority applicant engagement: in Q4 2025 alone, 31% of applications came from minority applicants.
- Financial literacy resources developed and distributed to help program participants navigate the homebuying process and build long-term financial health.

These outcomes represent more than numbers. They represent families in Grand Prairie, Irving, Lancaster, Arlington, Lewisville, and South Dallas who now own homes in communities where homeownership has historically been out of reach.

Created and Managed by Bank of the West

The GSB Homeownership Assistance Program was conceived, designed, and is fully managed by Bank of the West. Quarterly HMDA data analysis and performance reporting is provided to the Board of Directors. All outreach, underwriting, and community partnership activity is driven internally by the bank's lending and compliance teams, ensuring accountability, consistency, and alignment with the bank's mission and CRA obligations. The program reflects an intentional, bank-wide strategic commitment and not a one-time initiative and has been sustained and expanded over more than two years since its launch.

Looking Ahead

Bank of the West is committed to building on the foundation the GSB Homeownership Assistance Program has established. Future directions include:

- Expanding the Hope4All partnership as additional homes in the Grand Prairie development become available, creating a pipeline of lending opportunities in high-minority, LMI census tracts.
- Broadening community partnerships with organizations such as the Grand Prairie Community Housing Development, the Hispanic Branch of the Grand Prairie Chamber of Commerce, and the Fort Worth Metropolitan Black Chamber of Commerce.
- Enhancing financial literacy initiatives to better equip prospective homeowners with the tools and knowledge they need to successfully navigate the path to homeownership.
- Continuing quarterly performance monitoring and Board reporting to ensure the program remains effective, accountable, and responsive to evolving community needs.

The GSB Homeownership Assistance Program is a testament to what community banking can and should be: responsive, purposeful, and deeply rooted in the neighborhoods it serves. Bank of the West looks forward to continuing this work and expanding its impact in the years ahead.

Appendix A: Program Marketing Materials

The GSB Mortgage team has adopted a targeted marketing strategy for promoting the Homeownership Assistance Program. This involves identifying homes for sale in majority minority census tracts and contacting the relevant real estate agents to inform them about our assistance program. These agents then communicate this information to prospective buyers in those areas.

Program Flyer:

201 N Main St
Grapevine, TX 76051

GSB Mortgage, Inc.

a wholly owned subsidiary of BANK of the WEST

www.gsbmtg.com
940-594-6326

GSB's Homeownership Assistance Program

Product Features

- Discounted Rate - 1% below current market rate (subject to applicable conditions and floor rate)
- No Private Mortgage Insurance (PMI) **
- Up to 97% LTV
- Closing cost credit up to $2500 for first time homebuyers that do not qualify for receiving down payment assistance
- Adjustable rate mortgage, fixed for 5 years then adjusts annually ***

Product Restrictions

- Property must be located in a low– or moderate-income census tract that is > 50% Majority Minority Census Tract as determined by the FFIEC Geocoding/Mapping System within Dallas, Tarrant, Denton, Wilbarger, Burnet, and Llano Counties
- Borrower income must be equal to or less than 80% of the area median income
- Available for single-family residences that are owner occupied as a primary residence
- Purchase transactions only

Product Guidelines

- No minimum credit score requirement
- No late payments or derogatory credit in previous 12 months (excluding medical)
- Maximum Debt to Income Ratios 35/43
- Two-year employment or self-employment history required (full time college student history accepted)
- First Time Homebuyer Course required (available online, no charge to borrower)
- Borrower must escrow for taxes and homeowner's insurance

Additional H.E.L.P. Down Payment Assistance Program

- Available through Bank of the West & Homebuyer Equity Leverage Program offered by FHLB Bank
- Up to $20,000 in assistance available
- 100% forgiven after 5 years ****
- Borrowers income must be below 80% of area median income
- Borrower must contribute $500 of their own funds
- First Time Homebuyers Only
- Subject to availability of funds

- Subject to credit approval. Escrow required. Other restrictions apply. Third-party fees may apply. Loans subject to income and/or other eligibility requirements which may vary depending on property location.
- Townhomes and condos are eligible, restrictions may apply.
- This ad is not a commitment to lend.
- Not available with all loan products. Program or any portion may change without notice.
- Lender credit may be considered taxable income; a 1099 MISC will be issued, consult a tax advisor for potential tax implications.
- Limited availability. Program available for applications received on or before 6/30/25 or until funds expire (whichever is sooner) on a first come, first serve basis.

** PMI protects lenders when borrowers with less than 20% down payment fail to make payments.
*** Adjustable rate, 5-years fixed, adjusts annually, prime rate + 1%, caps 2-2-5, floor is start rate.
**** DPA offered through FHLB Bank, homebuyer is required to sign a 5 year retention agreement.

EQUAL HOUSING LENDER

NMLS # 210108

Appendix B: Community Engagement

A milestone moment for the GSB Homeownership Assistance Program: the ribbon cutting for the first Hope4All home in Grand Prairie, Texas. Developed in partnership with Hope4All and the City of Grand Prairie in a high-minority census tract, this home closed on April 15, 2026, and stands as a symbol of what is possible when a community bank commits to doing more than banking.