

Financial Products Quarterly Report

Period Ending 31 March 2018

KiwiSaver HomeStart Grant

The KiwiSaver HomeStart Grant replaced the KiwiSaver deposit subsidy from 1 April 2015. Like the KiwiSaver Deposit subsidy, the grant provides eligible first-home buyers with a grant of up to \$5,000 for individuals and up to \$10,000 for couples to put towards the purchase of an existing/older home.

In addition, the new KiwiSaver HomeStart grant also provides eligible first-home buyers with a grant of up to \$10,000 for individuals and up to \$20,000 for couples to help with purchasing a brand new property.

HomeStart Applications - Quarter by Quarter

Quarter	Received	Approved	Pre-Approval	Declined, Withdrawn and Other	In process at quarter's end
Apr – Jun 2017	8,433	4,256	4,456	1,996	315
Jul – Sept 2017	8,874	4,050	4,565	2,118	422
Oct – Dec 2017	8,218	4,403	4,496	1,979	268
Jan – Mar 2018	9,926	4,383	5,163	2,245	481

KiwiSaver HomeStart Grant Overview by Territorial Local Authority (TLA) January to March 2018

TLA	Applications Approved			Properties Bought			Grants Paid			\$ Paid		
	Existing	New	Total	Existing	New	Total	Existing	New	Total	Existing	New	Total
Far North	33	1	34	19	1	20	25	1	26	113,000	10,000	123,000
Whangarei	82	6	88	42	3	45	68	5	73	302,000	44,000	346,000
Kaipara	13	0	13	6	0	6	10	0	10	45,000	0	45,000
Auckland	302	137	439	190	75	265	284	110	394	1,258,000	984,000	2,242,000
Thames/Coromandel	9	1	10	7	1	8	8	1	9	35,000	6,000	41,000
Hauraki	13	0	13	8	0	8	11	0	11	53,000	0	53,000
Waikato	32	0	32	24	0	24	36	0	36	160,000	0	160,000
Matamata Piako	27	0	27	19	0	19	28	0	28	118,000	0	118,000
Hamilton	184	9	193	109	10	119	154	15	169	664,000	136,000	800,000
Waipa	35	1	36	24	1	25	31	1	32	142,000	10,000	152,000
Otorohanga	13	0	13	6	0	6	10	0	10	40,000	0	40,000
South Waikato	47	3	50	26	0	26	30	0	30	129,000	0	129,000
Waitomo	6	1	7	3	1	4	3	1	4	15,000	10,000	25,000
Taupo	44	0	44	26	0	26	34	0	34	146,000	0	146,000
Western BoP	24	10	34	16	5	21	25	7	32	108,000	66,000	174,000
Tauranga	100	21	121	58	10	68	87	15	102	376,000	130,000	506,000
Rotorua	85	3	88	43	2	45	63	3	66	270,000	30,000	300,000
Whakatane	22	0	22	17	0	17	25	0	25	113,000	0	113,000
Kawerau	13	0	13	9		9	14	0	14	68,000	0	68,000
Opotiki	12	0	12	8	0	8	12	0	12	53,000	0	53,000
Gisborne	54	0	54	35	0	35	48	0	48	205,000	0	205,000
Wairoa	7	0	7	4		4	5	0	5	21,000	0	21,000
Hastings	64	11	75	41	6	47	57	11	68	253,000	98,000	351,000

TLA	Existing	New	Total	Existing	New	Total	Existing	New	Total	Existing	New	Total
Napier	75	0	75	37	0	37	53	0	53	231,000	0	231,000
Ctrl Hawkes Bay	32	0	32	19	0	19	27	0	27	120,000	0	120,000
New Plymouth	75	5	80	53	4	57	72	7	79	315,000	54,000	369,000
Stratford	21	0	21	16	1	17	19	1	20	87,000	6,000	93,000
South Taranaki	46	0	46	35	0	35	46	0	46	203,000	0	203,000
Ruapehu	22	1	23	7	1	8	9	1	10	39,000	10,000	49,000
Wanganui	96	0	96	68	0	68	81	0	81	361,000	0	361,000
Rangitikei	36	0	36	23	0	23	32	0	32	142,000	0	142,000
Manawatu	42	5	47	27	1	28	37	2	39	163,000	20,000	183,000
Palmerston Nth	144	11	155	98	4	102	128	7	135	577,000	60,000	637,000
Tararua	49	0	49	27	0	27	40	0	40	169,000	0	169,000
Horowhenua	59	2	61	38	2	40	55	4	59	249,000	24,000	273,000
Kapiti Coast	45	2	47	35	4	39	51	8	59	225,000	80,000	305,000
Porirua	50	0	50	29	1	30	45	2	47	195,000	16,000	211,000
Upper Hutt	87	3	90	47	3	50	67	5	72	297,000	38,000	335,000
Lower Hutt	141	6	147	85	4	89	129	5	134	571,000	42,000	613,000
Wellington	69	6	75	46	4	50	66	5	71	295,000	46,000	341,000
Masterton	33	0	33	21	2	23	29	3	32	122,000	30,000	152,000
Carterton	9	0	9	9	0	9	14	0	14	62,000	0	62,000
South Wairarapa	6	0	6	6	0	6	7	0	7	30,000	0	30,000
Tasman	22	16	38	17	9	26	24	14	38	108,000	126,000	234,000
Nelson	70	16	86	48	6	54	67	12	79	307,000	106,000	413,000
Marlborough	59	3	62	38	5	43	53	6	59	234,000	42,000	276,000
Kaikoura	0	0	0	0	0	0	0	0	0	0	0	0
Buller	8	0	8	9	0	9	11	0	11	53,000	0	53,000
Grey	18	1	19	11	1	12	17	1	18	75,000	10,000	85,000
Westland	13	0	13	7	0	7	10	0	10	42,000	0	42,000
Hurunui	13	4	17	10	0	10	16	0	16	73,000	0	73,000
Waimakariri	91	32	123	55	16	71	80	24	104	344,000	206,000	550,000
Christchurch	622	57	679	356	29	385	497	45	542	2,215,000	404,000	2,619,000
Selwyn	29	89	118	18	41	59	26	67	93	116,000	574,000	690,000
Ashburton	53	3	56	36	4	40	46	4	50	204,000	38,000	242,000
Timaru	59	2	61	38	1	39	49	1	50	217,000	10,000	227,000
MacKenzie	3	0	3	2	0	2	3	0	3	12,000	0	12,000
Waimate	6	0	6	5	0	5	6	0	6	29,000	0	29,000
Chatham Islands	0	0	0	0	0	0	0	0	0	0	0	0
Waitaki	35	4	39	24	1	25	31	2	33	143,000	20,000	163,000
Central Otago	15	2	17	9	1	10	14	2	16	65,000	20,000	85,000
Queenstown Lakes	2	6	8	3	2	5	4	3	7	18,000	30,000	48,000
Dunedin	197	1	198	143	0	143	195	0	195	864,000	0	864,000
Clutha	29	1	30	19	1	20	26	1	27	118,000	6,000	124,000
Southland	25	3	28	18	2	20	23	4	27	101,000	32,000	133,000
Gore	19	0	19	14	0	14	19	0	19	82,000	0	82,000
Invercargill	148	4	152	107	4	111	139	5	144	604,000	46,000	650,000
Total	3,894	489	4,383	2453	269	2722	3,431	411	3,842	15,164,000	3,620,000	18,784,000

	Apr - Jun 2017	Jul - Sept 2017	Oct - Dec 2017	Jan - Mar 2018	Total for last 4 quarters	Total since 1 Apr 2015
Total HomeStart grants paid	\$19,582,000	\$19,760,000	\$20,240,000	\$18,784,000	\$75,328,000	\$206,923,000
Existing properties	\$15,058,000	\$15,122,000	\$15,940,000	\$15,164,000	\$61,284,000	\$164,795,000
New properties	\$4,524,000	\$4,638,000	\$4,300,000	\$3,620,000	\$17,082,000	\$42,128,000
Average individual grant for new build	\$8,667	\$8,573	\$8,884	\$8,808	\$8,724	\$8,927
Average individual grant for existing properties	\$4,377	\$4,392	\$3,651	\$4,420	\$4,388	\$4,443
Average amount paid out per new build	\$12,708	\$13,065	\$13,480	\$13,457	\$13,150	\$12,085
Average amount paid out per existing property	\$6,002	\$5,949	\$6,061	\$6,182	\$6,047	\$5,585

Average subsidy/grant payments from July 2014 to December 2017

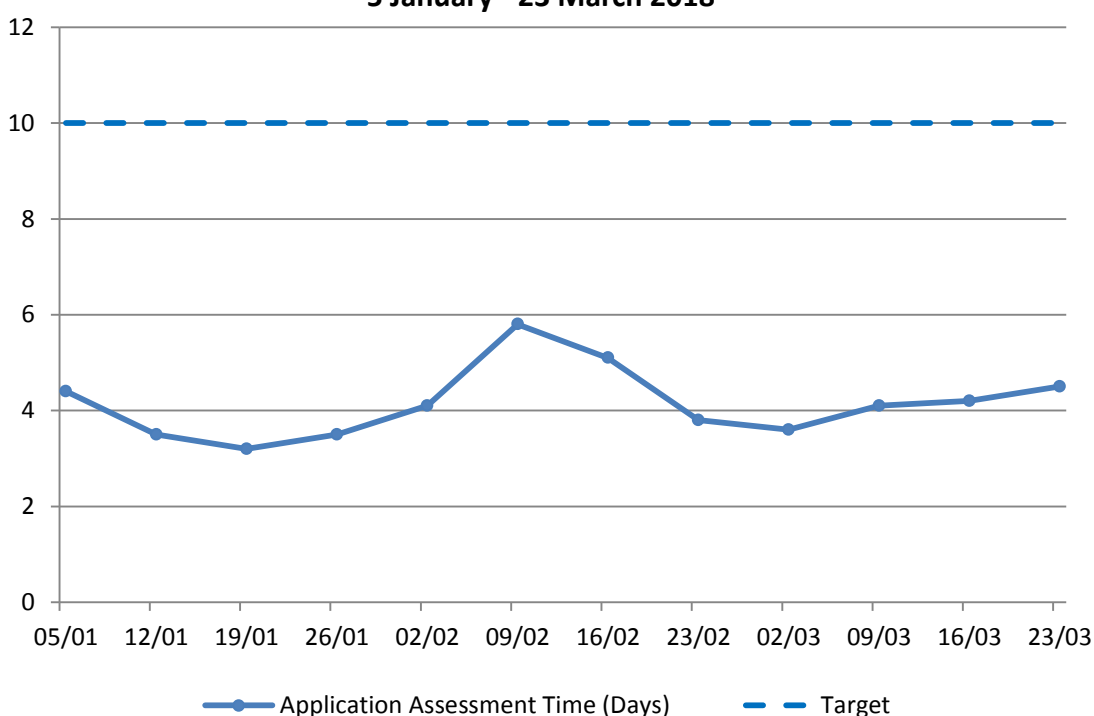
KiwiSaver deposit subsidy average amounts paid out from Jul 2014 to Mar 2015

	Jul 2014	Aug 2014	Sep 2014	Oct 2014	Nov 2014	Dec 2014	Jan 2015	Feb 2015	Mar 2015
Average (\$)	4,158	4,037	4,110	4,195	4,148	4,168	4,262	4,223	4,281

KiwiSaver HomeStart grant average amounts paid out from Apr 2015 to March 2018

	Apr 2015	May 2015	Jun 2015	Jul 2015	Aug 2015	Sep 2015	Oct 2015	Nov 2015	Dec 2015	Jan 2016	Feb 2016	Mar 2016
Average (\$)	4,720	4,645	4,519	4,679	4,663	4,634	4,682	4,725	4,715	4,669	4,667	4,590
	Apr 2016	May 2016	Jun 2016	Jul 2016	Aug 2016	Sept 2016	Oct 2016	Nov 2016	Dec 2016	Jan 2017	Feb 2017	Mar 2017
Average (\$)	4,706	4,770	4,849	4,857	4,820	4,928	4,934	4,872	4,870	4,817	4,866	4,861
	Apr 2017	May 2017	Jun 2017	Jul 2017	Aug 2017	Sept 2017	Oct 2017	Nov 2017	Dec 2017	Jan 2018	Feb 2018	Mar 2018
Average (\$)	4,863	4,972	4,980	4,936	5,028	4,911	4,896	4,904	4,885	4,848	4,873	4,930

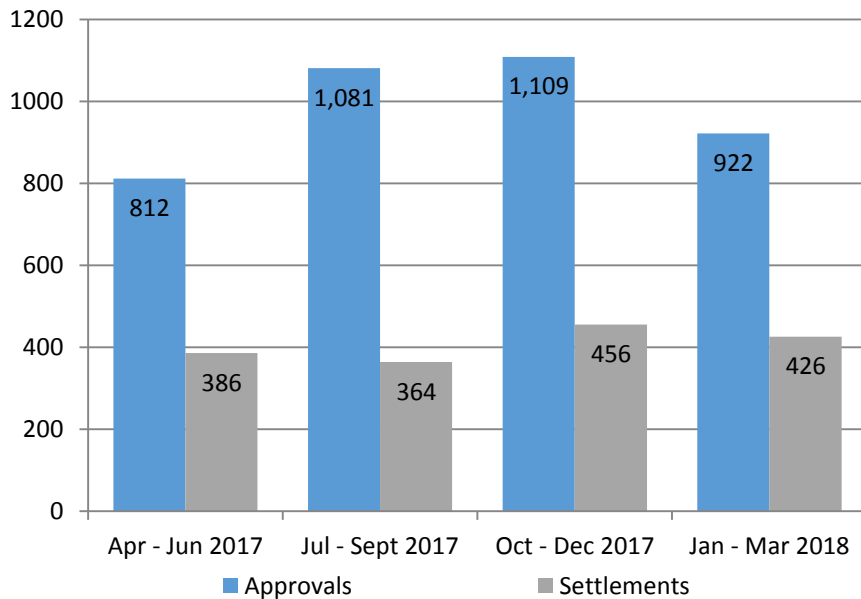
KiwiSaver HomeStart Application Processing Time 5 January - 23 March 2018



Welcome Home Loans

Welcome Home Loan is offered by lenders, supported by Housing New Zealand, and, designed for first-home buyers who can afford to make regular repayments on a home loan, but have trouble saving for a large deposit. With Welcome Home Loan you only need a 10 percent deposit, not a 20 percent deposit as required by most lenders. Housing New Zealand does not issue the loan. This is done through normal lenders such as selected banks and credit unions. Housing New Zealand underwrites the loan for the lender. Individual applicants are required to meet the lender's specific lending criteria. Income and House Price Caps apply.

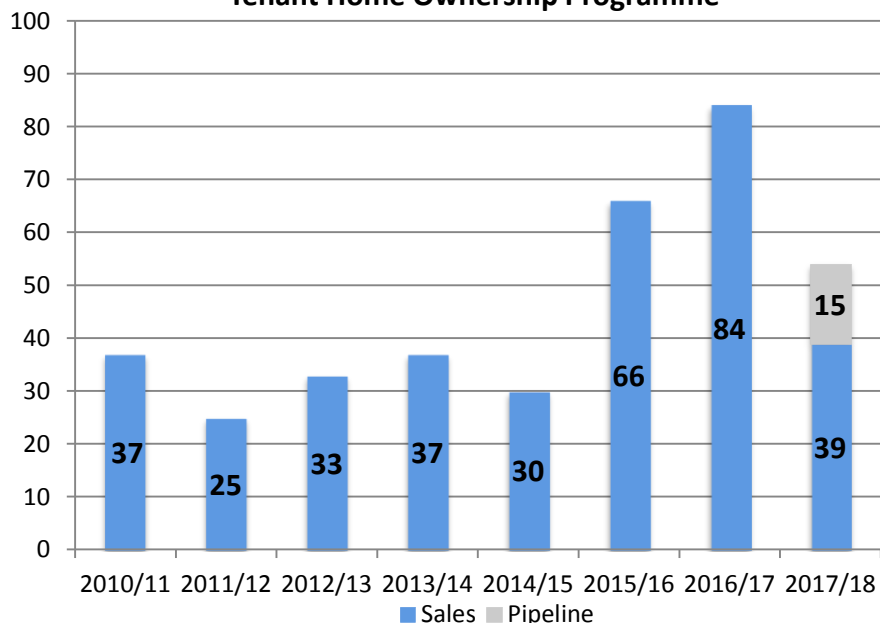
Welcome Home Loans - Approvals and Settlements



Tenant Home Ownership

Housing New Zealand also offers its tenants the opportunity to purchase the house they rent. Not all properties are for sale, particularly in high-demand areas. However, tenants who live in houses that are not for sale but wish to buy a house will be given the option to buy other Housing New Zealand properties that have been identified as suitable for sale.

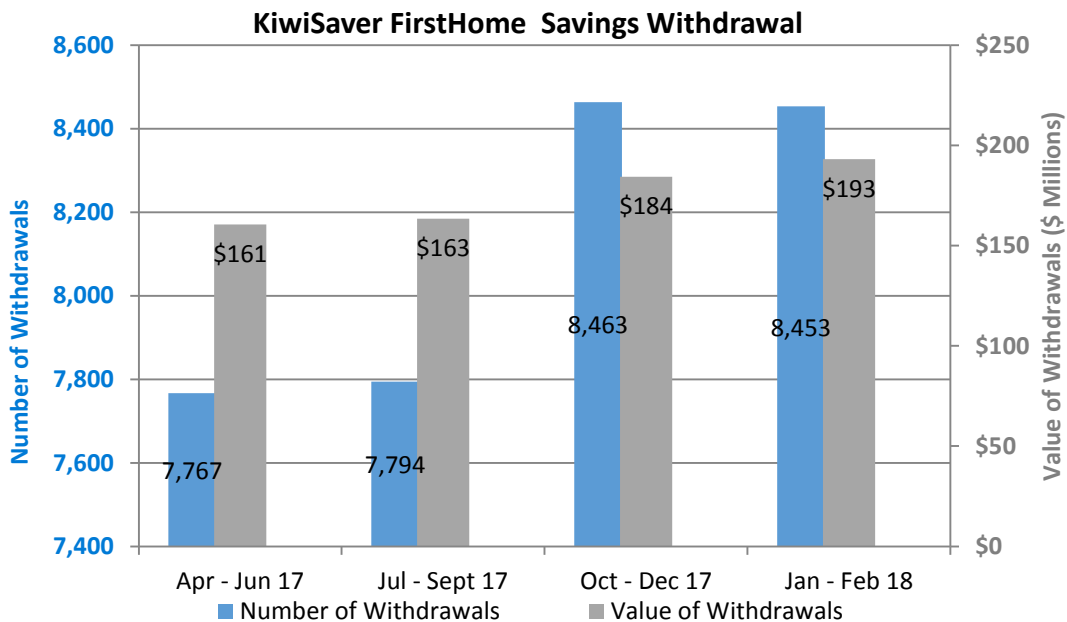
Tenant Home Ownership Programme*



* The programme began in September 2009

KiwiSaver FirstHome Savings Withdrawal

The KiwiSaver First Home Savings Withdrawal is administered by individual KiwiSaver scheme providers who report data on the withdrawals to Inland Revenue. Although Housing New Zealand does not administer this withdrawal, it forms part of the Government's programme of assistance for first home buyers.



KiwiSaver Savings Withdrawal Determination for Previous Home Owners

First-home buyers are able to apply to withdraw all or part of their savings to assist with purchasing a first home. From 1 April 2015, all funds, with the exception of \$1,000, can be withdrawn.

Previous home owners may still be eligible for a KiwiSaver first-home withdrawal, providing they are deemed to be in the same financial position as someone who has never owned a property. This financial assessment is conducted by Housing New Zealand and should the client be eligible, a letter is produced to assist with their application to withdraw their contributions. The number of applications approved increased beginning with the July – September 2016 quarter following the removal of the income cap test on 1 July 2016.

