

Financial Products Quarterly Report

Period Ending 31 March 2019

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 two or more buyers 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 two or more buyers 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Quarter	Received	Approved	Pre-Approval	Declined, Withdrawn and Other	In process at quarter's end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 2018	9,165	4,863	5,326	2,358	314
Jul – Sept 2018	9,697	4,629	5,481	2,209	298
Oct – Dec 2018	8,371	4,577	4,739	2,064	221
Jan – Mar 2019	9,875	4,194	5,677	2,299	316

KiwiSaver HomeStart Grant Overview by Territorial Local Authority (TLA) December 2018 to March 2019

TLA	Applications Approved			Properties Bought			Grants Paid			Grants Paid \$		
	Existing House	New Build	Total	Existing House	New Build	Total	Existing House	New Build	Total	Existing House	New Build	\$ Total
Far North District	33	2	35	24	1	25	31	2	33	139,000	16,000	155,000
Whangarei District	30	1	31	18	0	18	28	0	28	127,000	0	127,000
Kaipara District	15	0	15	12	0	12	17	0	17	71,000	0	71,000
Thames-Coromandel District	6	2	8	3	1	4	5	2	7	24,000	20,000	44,000
Auckland	255	149	404	150	73	223	210	107	317	953,000	944,000	1,897,000
Hauraki District	15	0	15	9	0	9	11	0	11	51,000	0	51,000
Waikato District	40	6	46	23	4	27	29	8	37	130,000	76,000	206,000
Matamata-Piako District	18	2	20	13	0	13	15	0	15	65,000	0	65,000
Hamilton City	139	20	159	89	6	95	125	8	133	554,000	64,000	618,000
Waipa District	13	8	21	9	3	12	13	5	18	57,000	48,000	105,000
Otorohanga District	8	1	9	5	0	5	7	0	7	31,000	0	31,000
Waikato District	40	6	46	23	4	27	29	8	37	130,000	76,000	206,000
Matamata-Piako District	18	2	20	13	0	13	15	0	15	65,000	0	65,000
Hamilton City	139	20	159	89	6	95	125	8	133	554,000	64,000	618,000
Waipa District	13	8	21	9	3	12	13	5	18	57,000	48,000	105,000
Otorohanga District	8	1	9	5	0	5	7	0	7	31,000	0	31,000
Rotorua District	91	0	91	60	0	60	85	0	85	366,000	0	366,000
Whakatane District	25	0	25	18	0	18	22	0	22	99,000	0	99,000
Kawerau District	21	0	21	13	0	13	18	0	18	82,000	0	82,000
Opotiki District	4	0	4	2	0	2	3	0	3	10,000	0	10,000

Gisborne District	44	0	44	35	0	35	45	0	45	205,000	0	205,000
Wairoa District	7	0	7	6	0	6	8	0	8	34,000	0	34,000
Hastings District	68	2	70	43	1	44	62	1	63	281,000	10,000	291,000
Napier City	58	0	58	35	0	35	51	0	51	234,000	0	234,000
Central Hawkes Bay District	33	1	34	20	3	23	31	3	34	138,000	30,000	168,000
New Plymouth District	99	11	110	52	6	58	72	9	81	316,000	80,000	396,000
Stratford District	25	1	26	13	1	14	17	1	18	81,000	10,000	91,000
South Taranaki District	44	5	49	33	2	35	38	3	41	179,000	28,000	207,000
Ruapehu District	13	0	13	9	0	9	10	0	10	45,000	0	45,000
Whanganui District	84	2	86	61	0	61	83	0	83	370,000	0	370,000
Rangitikei District	46	1	47	23	1	24	32	1	33	134,000	10,000	144,000
Manawatu District	47	5	52	28	3	31	40	4	44	180,000	34,000	214,000
Palmerston North District	136	8	144	74	4	78	104	5	109	462,000	44,000	506,000
Taranua District	28	1	29	20	1	21	27	1	28	124,000	8,000	132,000
Horowhenua District	56	1	57	32	0	32	43	0	43	193,000	0	193,000
Kapiti Coast District	45	0	45	27	0	27	37	0	37	165,000	0	165,000
Porirua City	45	1	46	23	1	24	33	1	34	147,000	10,000	157,000
Upper Hutt City	56	3	59	33	1	34	47	2	49	217,000	16,000	233,000
Lower Hutt City	129	13	142	88	6	94	134	9	143	598,000	84,000	682,000
Wellington City	34	1	35	23	1	24	31	1	32	141,000	10,000	151,000
Masterton District	37	3	40	22	2	24	34	3	37	156,000	26,000	182,000
Carterton District	11	0	11	7	0	7	10	0	10	46,000	0	46,000
South Wairarapa District	8	3	11	3	2	5	5	3	8	20,000	26,000	46,000
Tasman District	28	5	33	23	3	26	31	4	35	139,000	36,000	175,000
Nelson City	64	11	75	38	17	55	51	25	76	226,000	222,000	448,000
Marlborough District	65	6	71	37	5	42	53	6	59	241,000	54,000	295,000
Kaikoura District	4	2	6	3	2	5	4	4	8	19,000	34,000	53,000
Buller District	12	0	12	10	0	10	12	0	12	53,000	0	53,000
Grey District	31	0	31	16	0	16	19	0	19	84,000	0	84,000
Westland District	17	0	17	11	1	12	13	2	15	57,000	20,000	77,000
Hurunui District	9	1	10	5	1	6	6	1	7	26,000	8,000	34,000
Waimakariri District	62	28	90	41	21	62	55	32	87	253,000	294,000	547,000
Christchurch City	631	102	733	396	57	453	538	80	618	2,446,000	692,000	3,138,000
Selwyn District	55	78	133	26	49	75	37	77	114	167,000	698,000	865,000
Ashburton District	56	3	59	37	3	40	47	5	52	205,000	40,000	245,000
Timaru District	80	0	80	49	0	49	62	0	62	279,000	0	279,000
MacKenzie District	5	0	5	4	0	4	6	0	6	29,000	0	29,000

Waimate District	14	2	16	8	0	8	11	0	11	46,000	0	46,000
Chatham Island District	0	0	0	0	0	0	0	0	0	0	0	0
Waitaki District	42	3	45	31	1	32	42	2	44	185,000	18,000	203,000
Central Otago District	18	4	22	14	1	15	17	2	19	77,000	20,000	97,000
Queenstown Lakes District	4	9	13	2	10	12	4	13	17	13,000	116,000	129,000
Dunedin City	143	4	147	101	3	104	140	4	144	642,000	32,000	674,000
Clutha District	19	0	19	14	0	14	19	0	19	89,000	0	89,000
Southland District	49	1	50	30	0	30	39	0	39	183,000	0	183,000
Gore District	27	0	27	22	0	22	27	0	27	124,000	0	124,000
Invercargill City	138	0	138	92	0	92	118	0	118	528,000	0	528,000
Grand Total	3,639	555	4,194	2282	325	2607	3,124	475	3,599	14,046,000	4,226,000	18,272,000

KiwiSaver HomeStart Grant Summary - April 2018 to March 2019

	Apr – Jun 2018	Jul - Sept 2018	Oct – Dec 2018	Jan – Mar 2019	Total for last 4 quarters	Total since 1 Apr 2015
Total HomeStart grants paid	\$22,418,000	\$22,565,000	\$22,724,000	\$18,272,000	\$85,979,000	\$311,174,000
Existing properties	\$17,254,000	\$16,059,000	\$17,336,000	\$14,046,000	\$64,695,000	\$229,490,000
New properties	\$5,164,000	\$6,506,000	\$5,388,000	\$4,226,000	\$21,284,000	\$63,412,000
Average individual grant for new build	\$8,723	\$8,864	\$8,847	\$8,897	\$8,833	\$8,693
Average individual grant for existing properties	\$4,417	\$4,472	\$4,461	\$4,496	\$4,462	\$4,369
Average amount paid out per new build	\$13,344	\$13,359	\$13,206	\$13,003	\$13,228	\$12,901
Average amount paid out per existing property	\$6,175	\$6,237	\$6,183	\$6,155	\$6,188	\$5,905

Average subsidy/grant payments from July 2014 to March 2019

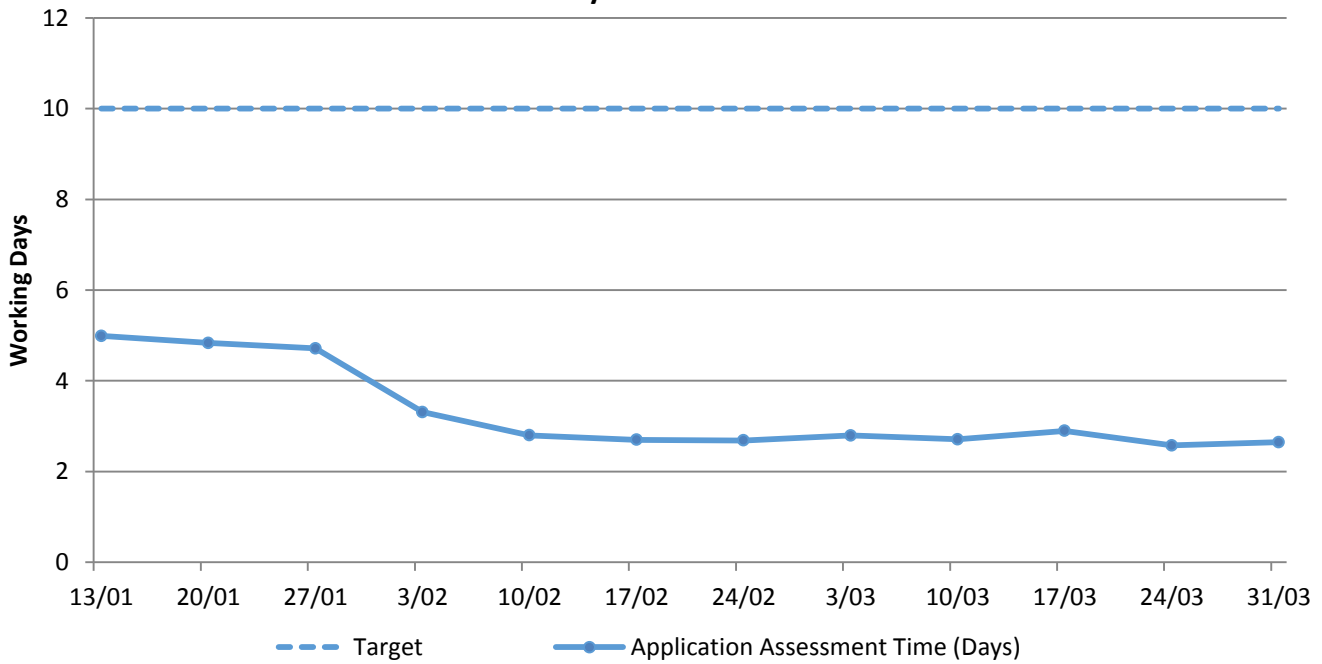
KiwiSaver deposit subsidy average amounts paid out from Jul 2014 to Mar 2015

	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 2019

	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
	Apr 2018	May 2018	Jun 2018	Jul 2018	Aug 2018	Sept 2018	Oct 2018	Nov 2018	Dec 2018	Jan 2019	Feb 2019	Mar 2019
Average (\$)	4,882	5,062	4,994	5,130	5,211	5,316	5,075	5,112	4,965	5,161	5,005	5,070

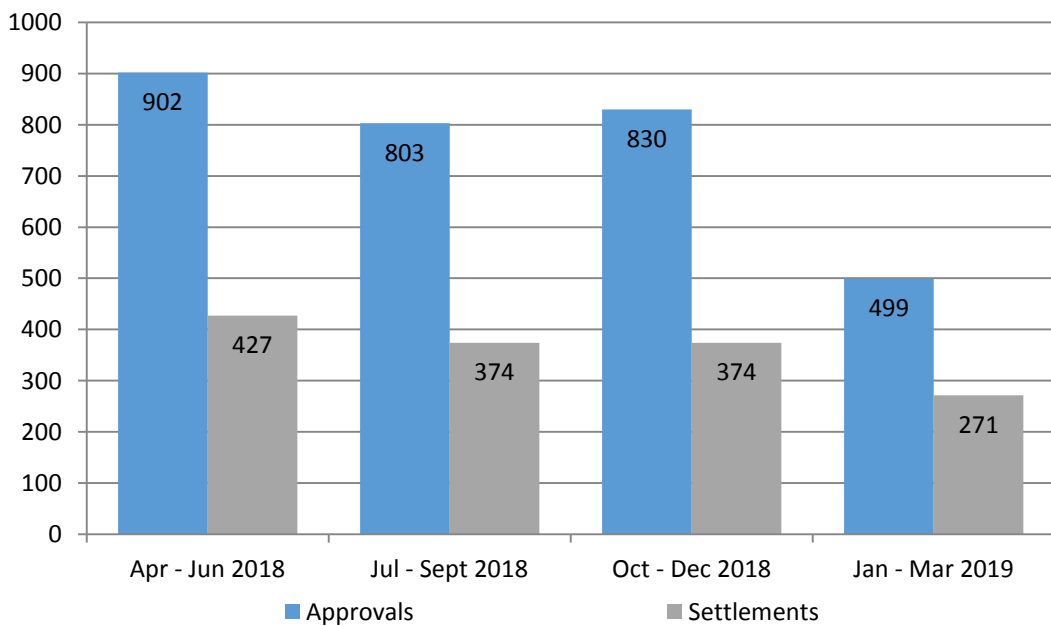
**KiwiSaver HomeStart Application Processing Time
13 January 2019 to 31 March 2019**



Welcome Home Loans

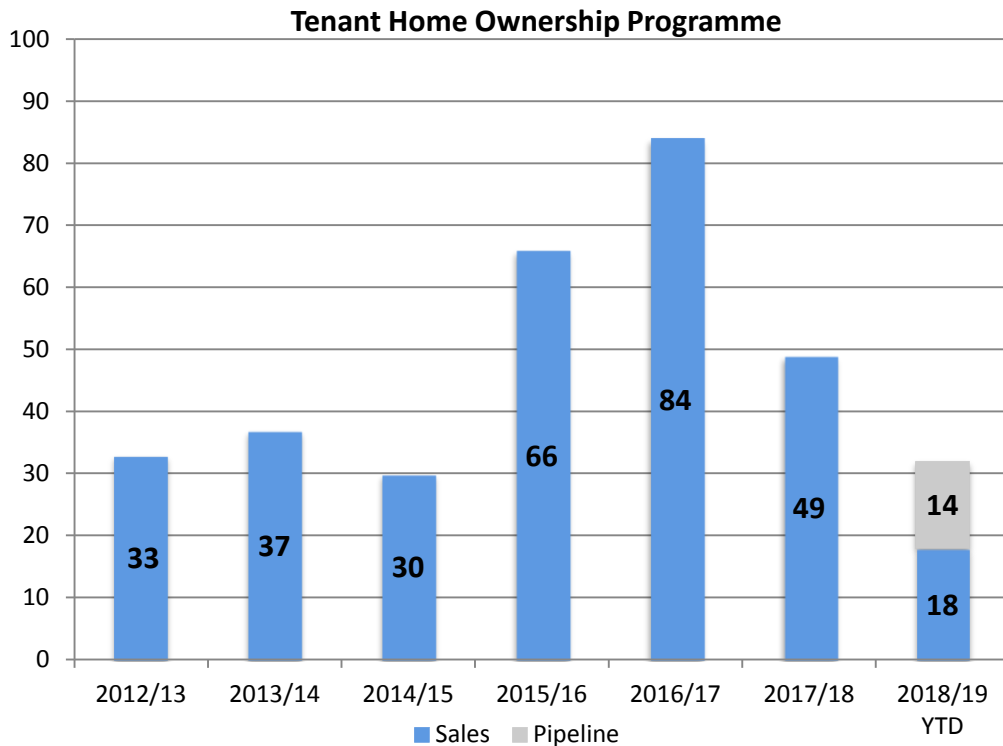
Welcome Home Loan is offered by lenders, supported by Housing New Zealand, and, designed for first-home buyers who can afford to make regular repayments on a home loan, but have trouble saving for a large deposit. With Welcome Home Loan you only need a 10 percent deposit, not a 20 percent deposit as 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

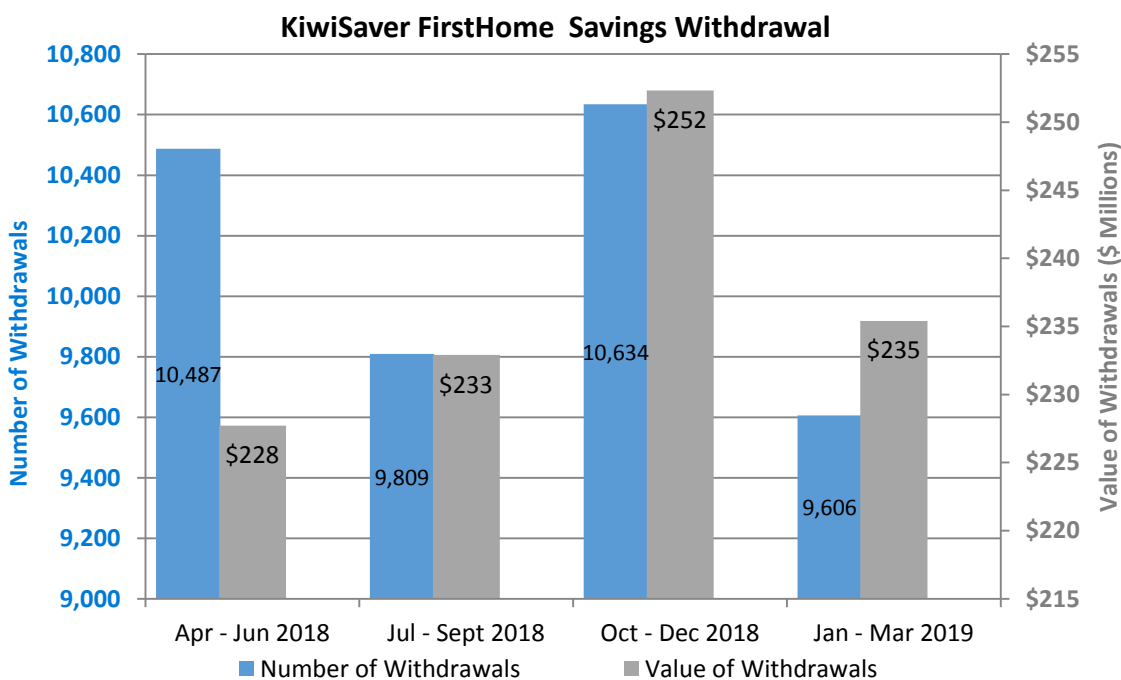
Housing New Zealand also offers its tenants the opportunity to purchase the house they rent. Not all properties are for sale, particularly in high-demand areas. However, tenants who live in houses that are not for sale but wish to buy a house will be given the option to buy other Housing New Zealand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



* 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.

**Previous Owner Savings Withdrawal Applications
April 2018 to March 2019**

