

Financial Products Quarterly Report

Period Ending 30 June 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Quarter	Received	Approved	Pre-Approval	Declined, Withdrawn and Other	In process at quarter's end
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
Apr – Jun 2018	9,165	4,863	5,326	2,358	314

KiwiSaver HomeStart Grant Overview by Territorial Local Authority (TLA) April to June 2018

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	38	4	42	17	2	19	28	4	32	120,000	36,000	156,000
Whangarei District	53	3	56	33	2	35	48	3	51	219,000	30,000	249,000
Kaipara District	17	0	17	12	0	12	16	0	16	69,000	0	69,000
Auckland	315	242	557	203	155	358	295	230	525	1,302,000	1,988,000	3,290,000
Thames-Coromandel District	7	0	7	2	0	2	3	0	3	14,000	0	14,000
Hauraki District	8	0	8	6	0	6	9	0	9	41,000	0	41,000
Waikato District	41	2	43	31	0	31	40	0	40	176,000	0	176,000
Matamata-Piako District	26	2	28	22	1	23	29	2	31	123,000	16,000	139,000
Hamilton City	190	23	213	120	8	128	179	16	195	790,000	130,000	920,000
Waipa District	36	2	38	27	1	28	35	2	37	160,000	18,000	178,000
Otorohanga District	12	2	14	11	0	11	16	0	16	71,000	0	71,000
South Waikato District	69	0	69	53	1	54	70	2	72	307,000	18,000	325,000
Waitomo District	21	1	22	14	1	15	18	1	19	83,000	10,000	93,000
Taupo District	45	0	45	28	0	28	41	0	41	188,000	0	188,000
Western Bay Of Plenty District	39	12	51	19	7	26	30	10	40	131,000	86,000	217,000
Tauranga City	129	26	155	74	14	88	116	24	140	508,000	218,000	726,000
Rotorua District	80	2	82	60	0	60	81	0	81	365,000	0	365,000
Whakatane District	32	0	32	19	0	19	27	0	27	127,000	0	127,000
Kawerau District	13	0	13	10		10	12	0	12	58,000	0	58,000
Opotiki District	6	0	6	5	0	5	6	0	6	23,000	0	23,000
Gisborne District	58	2	60	43	1	44	56	2	58	244,000	20,000	264,000
Wairoa District	7	0	7	6		6	6	0	6	29,000	0	29,000
Hastings District	101	9	110	67	2	69	94	3	97	432,000	28,000	460,000

Napier City	70	0	70	54	0	54	81	0	81	355,000	0	355,000
Central Hawkes Bay District	38	2	40	24	1	25	31	2	33	145,000	16,000	161,000
New Plymouth District	102	8	110	58	3	61	79	6	85	330,000	52,000	382,000
Stratford District	24	0	24	13	0	13	17	0	17	71,000	0	71,000
South Taranaki District	36	0	36	24	0	24	29	0	29	137,000	0	137,000
Ruapehu District	10	0	10	15	0	15	19	0	19	91,000	0	91,000
Whanganui District	94	8	102	75	4	79	93	5	98	408,000	40,000	448,000
Rangitikei District	49	3	52	27	3	30	40	4	44	169,000	40,000	209,000
Manawatu District	44	2	46	37	3	40	52	6	58	238,000	58,000	296,000
Palmerston North District	147	11	158	103	3	106	135	5	140	606,000	44,000	650,000
Tararua District	41	0	41	32	0	32	43	0	43	191,000	0	191,000
Horowhenua District	51	2	53	37	1	38	51	2	53	232,000	20,000	252,000
Kapiti Coast District	66	6	72	36	4	40	53	6	59	230,000	54,000	284,000
Porirua City	70	8	78	45	2	47	71	4	75	315,000	38,000	353,000
Upper Hutt City	58	3	61	42	1	43	66	1	67	278,000	10,000	288,000
Lower Hutt City	142	10	152	90	7	97	133	11	144	582,000	90,000	672,000
Wellington City	49	4	53	37	2	39	52	2	54	237,000	20,000	257,000
Masterton District	43	0	43	27	0	27	40	0	40	177,000	0	177,000
Carterton District	7	2	9	3	1	4	3	2	5	12,000	20,000	32,000
South Wairarapa District	7	0	7	3	0	3	3	0	3	12,000	0	12,000
Tasman District	23	1	24	12	0	12	19	0	19	82,000	0	82,000
Nelson City	115	10	125	76	4	80	109	5	114	464,000	50,000	514,000
Marlborough District	63	5	68	44	4	48	61	5	66	267,000	42,000	309,000
Kaikoura District	0	0	0	0	0	0	0	0	0	0	0	0
Buller District	15	0	15	9	0	9	11	0	11	52,000	0	52,000
Grey District	25	0	25	24	0	24	29	0	29	126,000	0	126,000
Westland District	15	3	18	11	1	12	14	2	16	63,000	20,000	83,000
Hurunui District	3	3	6	3	5	8	4	7	11	14,000	64,000	78,000
Waimakariri District	98	32	130	57	17	74	85	27	112	364,000	238,000	602,000
Christchurch City	648	128	776	434	76	510	608	114	722	2,680,000	980,000	3,660,000
Selwyn District	27	61	88	20	37	57	31	58	89	137,000	504,000	641,000
Ashburton District	72	0	72	41	0	41	62	0	62	271,000	0	271,000
Timaru District	95	0	95	65	2	67	85	2	87	378,000	14,000	392,000
MacKenzie District	2	0	2	1	0	1	2	0	2	10,000	0	10,000
Waimate District	8	0	8	6	0	6	7	0	7	31,000	0	31,000
Chatham Island District	0	0	0	0		0	0	0	0	0	0	0
Waitaki District	35	0	35	24	1	25	28	2	30	122,000	18,000	140,000
Central Otago District	21	2	23	13	0	13	16	0	16	75,000	0	75,000
Queenstown Lakes District	3	13	16	2	5	7	2	8	10	9,000	66,000	75,000
Dunedin City	170	0	170	112	1	113	156	1	157	686,000	10,000	696,000
Clutha District	29	0	29	17	0	17	21	0	21	92,000	0	92,000
Southland District	51	5	56	32	2	34	46	3	49	195,000	28,000	223,000
Gore District	32	0	32	18	0	18	22	0	22	106,000	0	106,000
Invercargill City	149	9	158	109	2	111	142	3	145	634,000	30,000	664,000
Grand Total	4,190	673	4,863	2794	387	3181	3,906	592	4,498	17,254,000	5,164,000	22,418,000

	Jul – Sept 2017	Oct – Dec 2017	Jan – Mar 2018	Mar – Jun 2018	Total for last 4 quarters	Total since 1 Apr 2015
Total HomeStart grants paid	\$19,760,000	\$20,240,000	\$18,784,000	\$22,418,000	\$81,202,000	\$229,341,000
Existing properties	\$15,122,000	\$15,940,000	\$15,164,000	\$17,254,000	\$63,480,000	\$182,049,000
New properties	\$4,638,000	\$4,300,000	\$3,620,000	\$5,164,000	\$17,722,000	\$47,292,000
Average individual grant for new build	\$8,573	\$8,884	\$8,808	\$8,723	\$8,747	\$8,617
Average individual grant for existing properties	\$4,392	\$3,651	\$4,420	\$4,417	\$4,220	\$4,335
Average amount paid out per new build	\$13,065	\$13,480	\$13,457	\$13,344	\$13,337	\$12,834
Average amount paid out per existing property	\$5,949	\$6,061	\$6,182	\$6,175	\$6,092	\$5,838

Average subsidy/grant payments from July 2014 to December 2017

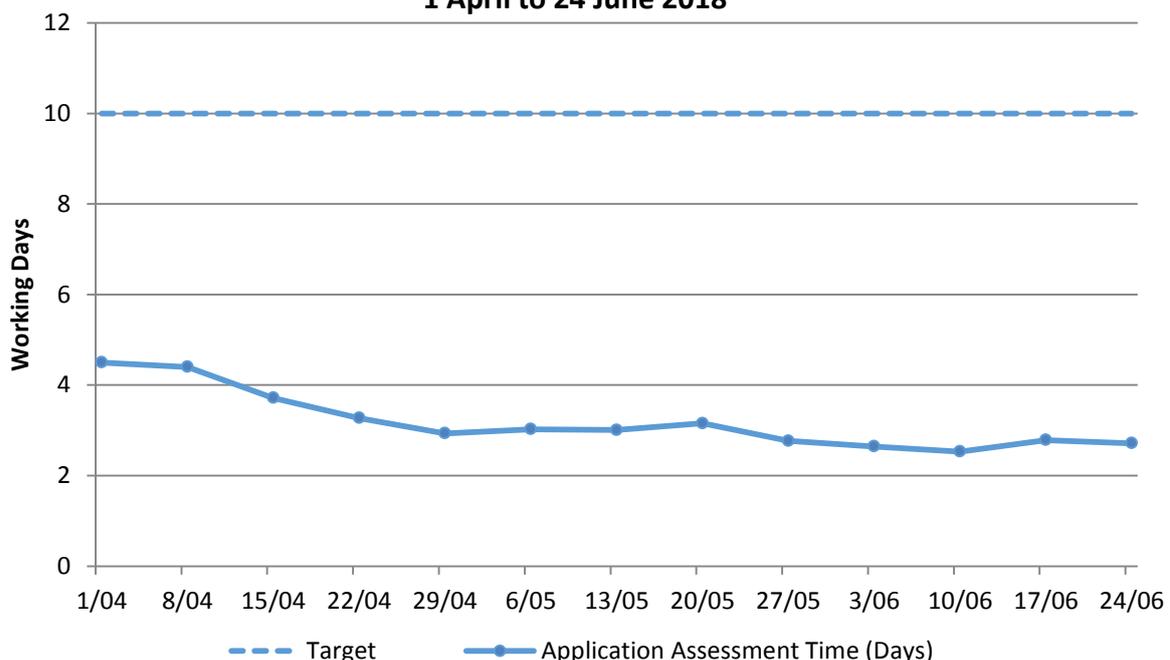
KiwiSaver deposit subsidy average amounts paid out from Jul 2014 to Mar 2015

	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 June 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
	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	-	-	-	-	-	-	-	-	-

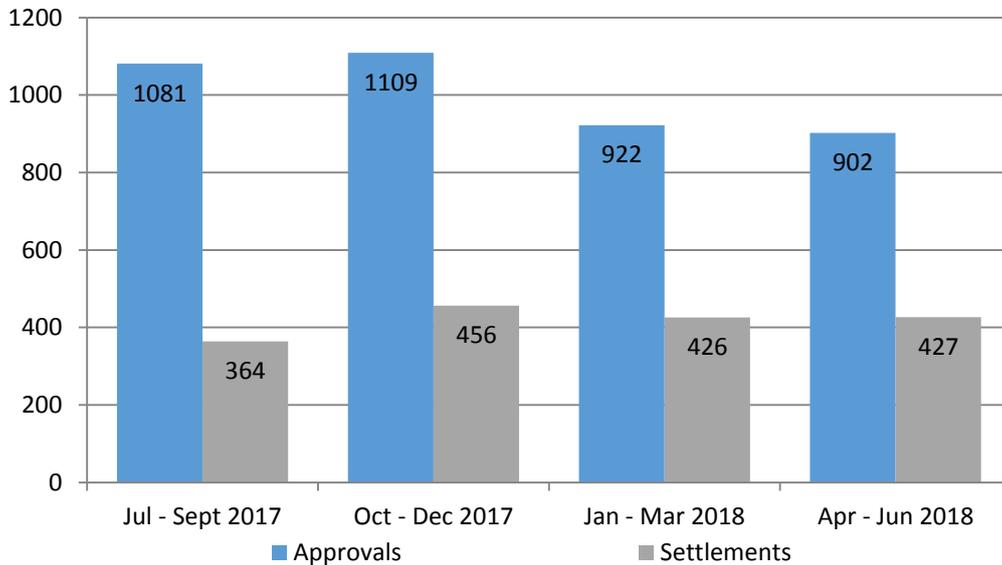
KiwiSaver HomeStart Application Processing Time 1 April to 24 June 2018



Welcome Home Loans

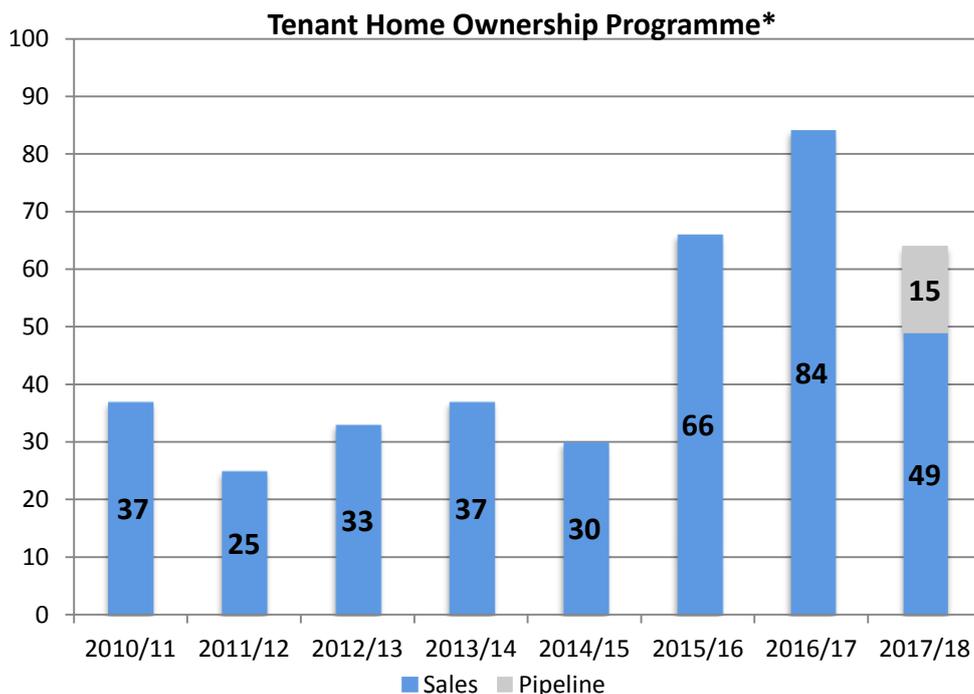
Welcome Home Loan is offered by lenders, supported by Housing New Zealand, and, designed for first-home buyers who can afford to make regular repayments on a home loan, but have trouble saving for a large deposit. With Welcome Home Loan you only need a 10 percent deposit, not a 20 percent deposit as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

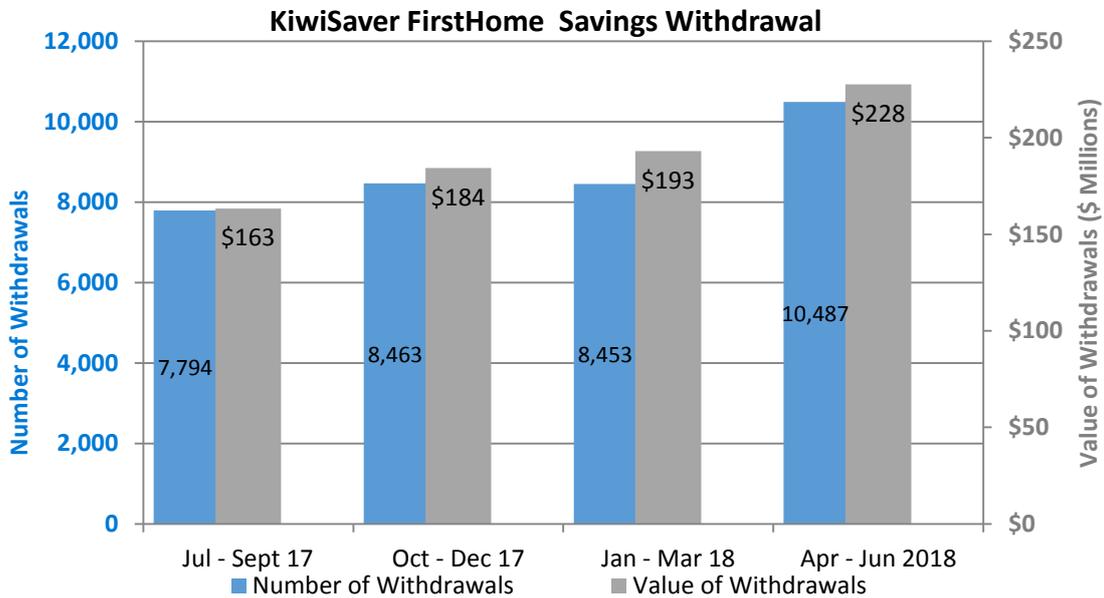
Housing New Zealand also offers its tenants the opportunity to purchase the house they rent. Not all properties are for sale, particularly in high-demand areas. However, tenants who live in houses that are not for sale but wish to buy a house will be given the option to buy other Housing New Zealand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



* 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.

