

Financial Products Quarterly Report

Period Ending 30 June 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Quarter	Received	Approved	Pre-Approval	Declined, Withdrawn and Other	In process at quarter's end
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
Apr – June 2019	9,102	4,492	5,201	2,240	336

KiwiSaver HomeStart Grant Overview by Territorial Local Authority (TLA) April 2019 to June 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	38	1	39	26	1	27	30	1	31	134,000	6,000	140,000
Whangarei District	67	13	80	38	6	44	54	8	62	249,000	70,000	319,000
Kaipara District	10	0	10	6	0	6	9	0	9	38,000	0	38,000
Auckland	288	204	492	188	128	316	263	181	444	1,166,000	1,626,000	2,792,000
Thames-Coromandel District	10	0	10	5	0	5	8	0	8	32,000	0	32,000
Hauraki District	8	2	10	11	0	11	13	0	13	62,000	0	62,000
Waikato District	34	8	42	19	2	21	27	4	31	120,000	36,000	156,000
Matamata-Piako District	17	2	19	10	2	12	17	4	21	79,000	34,000	113,000
Hamilton City	206	19	225	124	15	139	183	26	209	829,000	244,000	1,073,000
Waipa District	19	9	28	9	2	11	14	4	18	66,000	40,000	106,000
Otorohanga District	10	0	10	5	1	6	7	1	8	34,000	10,000	44,000
South Waikato District	49	0	49	32	1	33	46	1	47	203,000	10,000	213,000
Waitomo District	8	0	8	5	0	5	6	0	6	27,000	0	27,000
Taupo District	24	2	26	17	1	18	23	2	25	108,000	18,000	126,000
Western Bay Of Plenty District	30	21	51	14	16	30	21	28	49	96,000	232,000	328,000
Tauranga City	81	35	116	47	18	65	78	29	107	347,000	268,000	615,000
Rotorua District	86	2	88	47	0	47	71	0	71	315,000	0	315,000
Whakatane District	38	1	39	21	1	22	30	1	31	136,000	8,000	144,000
Kawerau District	17	0	17	11	0	11	13	0	13	63,000	0	63,000

Opotiki District	9	0	9	5	0	5	7	0	7	29,000	0	29,000
Gisborne District	68	2	70	35	1	36	45	2	47	198,000	20,000	218,000
Wairoa District	17	0	17	8	0	8	10	0	10	43,000	0	43,000
Hastings District	80	1	81	49	1	50	77	1	78	338,000	10,000	348,000
Napier City	55	0	55	37	0	37	57	0	57	252,000	0	252,000
Central Hawkes Bay District	31	1	32	20	0	20	30	0	30	134,000	0	134,000
New Plymouth District	95	3	98	71	1	72	98	1	99	427,000	8,000	435,000
Stratford District	10	0	10	12	0	12	15	0	15	72,000	0	72,000
South Taranaki District	40	0	40	30	2	32	38	3	41	175,000	24,000	199,000
Ruapehu District	17	0	17	11	0	11	14	0	14	65,000	0	65,000
Whanganui District	88	1	89	63	1	64	84	1	85	364,000	10,000	374,000
Rangitikei District	47	4	51	28	1	29	44	2	46	200,000	18,000	218,000
Manawatu District	51	1	52	32	2	34	49	2	51	223,000	18,000	241,000
Palmerston North District	128	9	137	95	6	101	135	10	145	594,000	88,000	682,000
Taranua District	29	0	29	22	0	22	28	0	28	122,000	0	122,000
Horowhenua District	59	2	61	37	1	38	51	2	53	231,000	16,000	247,000
Kapiti Coast District	39	0	39	26	0	26	40	0	40	183,000	0	183,000
Porirua City	26	2	28	23	1	24	32	2	34	142,000	20,000	162,000
Upper Hutt City	46	3	49	37	3	40	51	5	56	225,000	46,000	271,000
Lower Hutt City	130	3	133	86	2	88	126	3	129	581,000	26,000	607,000
Wellington City	51	7	58	32	4	36	46	5	51	201,000	44,000	245,000
Masterton District	45	0	45	27	0	27	39	0	39	167,000	0	167,000
Carterton District	9	4	13	6	1	7	9	2	11	43,000	18,000	61,000
South Wairarapa District	14	0	14	7	0	7	12	0	12	54,000	0	54,000
Tasman District	14	18	32	14	14	28	20	22	42	92,000	204,000	296,000
Nelson City	78	20	98	55	10	65	76	20	96	338,000	176,000	514,000
Marlborough District	64	6	70	42	3	45	60	4	64	265,000	36,000	301,000
Kaikoura District	3	0	3	1	0	1	2	0	2	10,000	0	10,000
Buller District	10	0	10	8	0	8	9	0	9	43,000	0	43,000
Grey District	25	0	25	22	0	22	26	0	26	122,000	0	122,000
Westland District	16	3	19	17	2	19	22	2	24	96,000	16,000	112,000
Hurunui District	16	6	22	11	3	14	17	6	23	80,000	54,000	134,000
Waimakariri District	95	41	136	53	19	72	77	29	106	350,000	268,000	618,000
Christchurch City	629	106	73	424	60	484	584	89	673	2,616,000	750,000	3,366,000

Selwyn District	43	91	134	32	45	77	44	73	117	203,000	646,000	849,000
Ashburton District	51	3	54	39	2	41	52	3	55	224,000	28,000	252,000
Timaru District	83	1	84	50	0	50	71	0	71	321,000	0	321,000
MacKenzie District	3	2	5	2	1	3	2	2	4	9,000	16,000	25,000
Waimate District	12	0	12	10	1	11	13	2	15	59,000	18,000	77,000
Chatham Island District	2	0	2	1	0	1	2	0	2	10,000	0	10,000
Waitaki District	51	1	52	33	1	34	46	2	48	207,000	12,000	219,000
Central Otago District	13	0	13	11	0	11	15	0	15	68,000	0	68,000
Queenstown Lakes District	8	15	23	3	7	10	6	11	17	29,000	98,000	127,000
Dunedin City	145	4	149	95	4	99	132	6	138	574,000	54,000	628,000
Clutha District	22	0	22	14	0	14	18	0	18	79,000	0	79,000
Southland District	34	4	38	23	4	27	28	5	33	123,000	50,000	173,000
Gore District	22	0	22	17	0	17	23	0	23	101,000	0	101,000
Invercargill City	144	2	146	112	0	112	148	0	148	657,000	0	657,000
Grand Total	3,807	685	4,492	2,523	397	2,920	3,543	607	4,150	15,843,000	5,394,000	21,237,000

KiwiSaver HomeStart Grant Summary – July 2018 to June 2019

	Jul - Sept 2018	Oct – Dec 2018	Jan – Mar 2019	Apr - June 2019	Total for last 4 quarters	Total since 1 Apr 2015
Total HomeStart grants paid	\$22,565,000	\$22,724,000	\$18,272,000	\$21,237,000	\$84,798,000	\$332,411,000
Existing properties	\$16,059,000	\$17,336,000	\$14,046,000	\$15,843,000	\$63,284,000	\$245,333,000
New properties	\$6,506,000	\$5,388,000	\$4,226,000	\$5,394,000	\$21,514,000	\$68,806,000
Average individual grant for new build	\$8,864	\$8,847	\$8,897	\$8,886	\$8,874	\$8,677
Average individual grant for existing properties	\$4,472	\$4,461	\$4,496	\$4,472	\$4,475	\$4,368
Average amount paid out per new build	\$13,359	\$13,206	\$13,003	\$13,587	\$13,289	\$12,941
Average amount paid out per existing property	\$6,237	\$6,183	\$6,155	\$6,279	\$6,214	\$5,927

Average subsidy/grant payments from July 2014 to March 2019

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

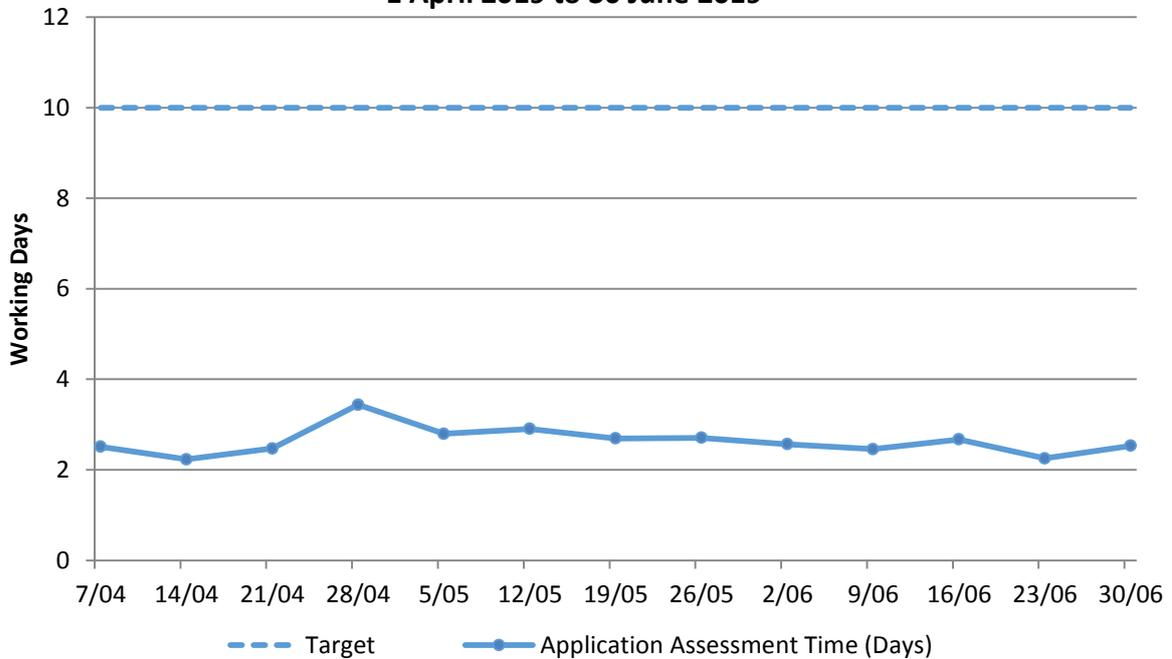
	Jul 2014	Aug 2014	Sep 2014	Oct 2014	Nov 2014	Dec 2014	Jan 2015	Feb 2015	Mar 2015
Average (\$)	4,158	4,037	4,110	4,195	4,148	4,168	4,262	4,223	4,281

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
	Apr 2019	May 2019	Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019	Jan 2020	Feb 2020	Mar 2020
Average (\$)	5,018	5,153	5,190	-	-	-	-	-	-	-	-	-

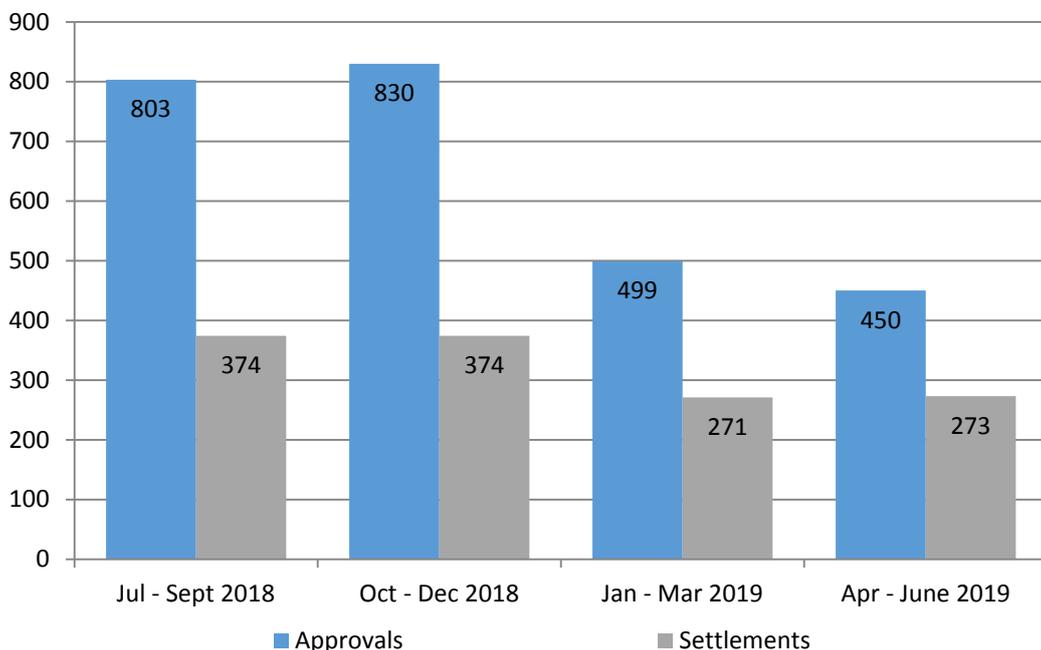
KiwiSaver HomeStart Application Processing Time 1 April 2019 to 30 June 2019



Welcome Home Loans

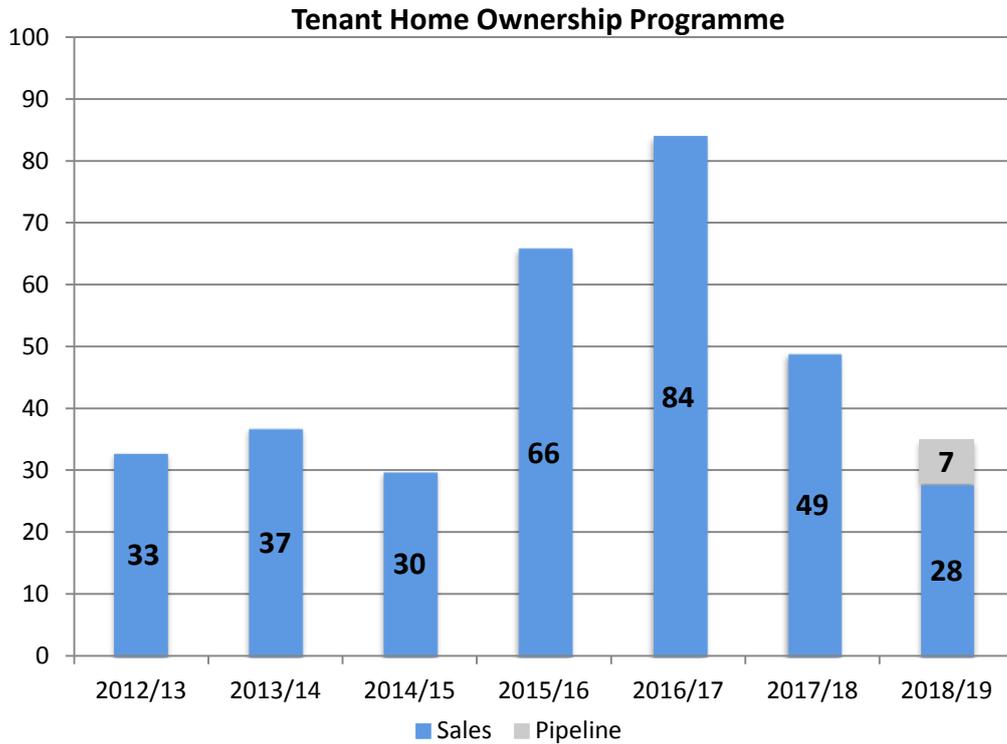
Welcome Home Loan is offered by lenders, supported by Housing New Zealand, and, designed for first-home buyers who can afford to make regular repayments on a home loan, but have trouble saving for a large deposit. With Welcome Home Loan you only need a 10 percent deposit, not a 20 percent deposit as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

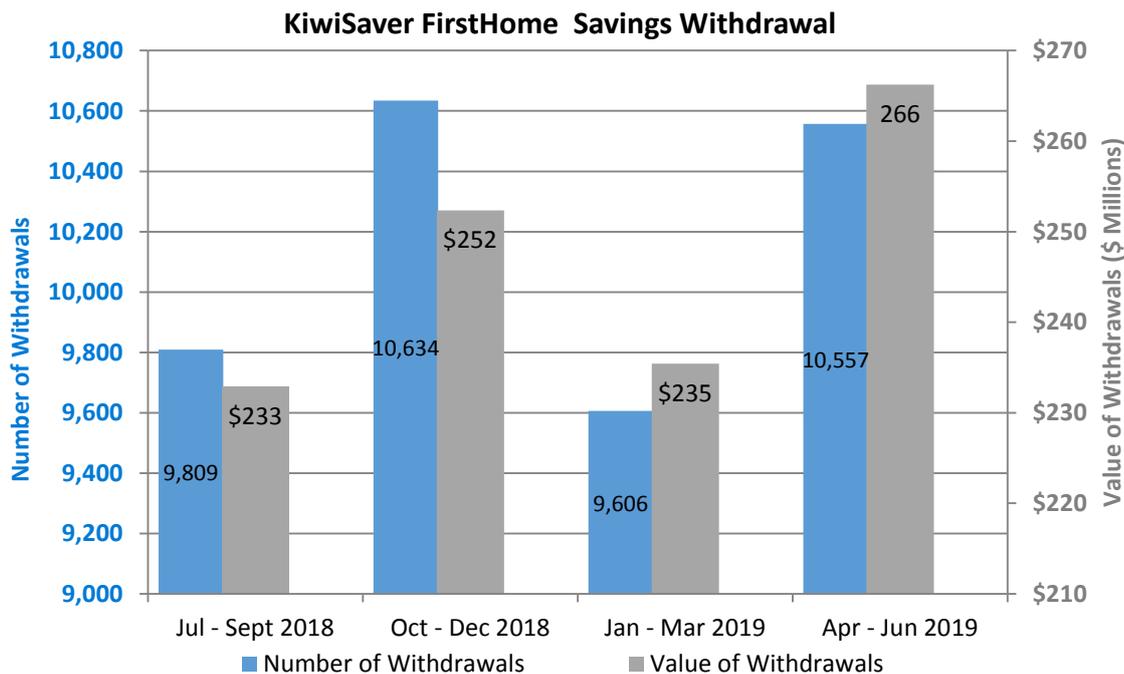
Housing New Zealand also offers its tenants the opportunity to purchase the house they rent. Not all properties are for sale, particularly in high-demand areas. However, tenants who live in houses that are not for sale but wish to buy a house will be given the option to buy other Housing New Zealand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

